

Midwest Rural Housing Summit

May 9-11, 2022
Polaris Hilton
Columbus, Ohio

*The first symposium of its kind
dedicated to rural housing
issues in Ohio, Michigan,
Indiana, West Virginia, and
Kentucky.*



AGENDA, SPEAKERS, & SPONSORS

Presented By:

Ohio Council for Affordable and Rural Housing
PO Box 2194
Columbus, Ohio 43216
www.ocarh.org

Midwest Rural Housing Summit

Agenda At A Glance

On May 9-11, 2022, key affordable rural housing players from throughout the region will converge in Columbus, Ohio for the “2022 Midwest Rural Housing Summit.” This summit will bring together developers, owners, syndicators, lenders, market study analysts, state and federal government officials, and other industry professionals from Michigan, Ohio, Indiana, West Virginia, and Kentucky to discuss the state of rural housing, market opportunities, the economy / rising construction costs, and more.

Monday, May 9

- 9:30 am — Bike Outing (Westerville to Galena to Westerville)
- 12:00 pm — Golf Outing at The Lakes Golf & Country Club
- 5:30 pm — Opening Reception @ Hilton Columbus/Polaris

Tuesday, May 10

- 7:30 am — Registration, Continental Breakfast in Exhibit Hall
- 8:30 am — Washington Update
- 9:30 am — Rural Housing Industry Update
- 10:30 am — Break in Exhibit Hall
- 11:00 am — Housing Finance Agency Update
- 12:00 pm — Lunch Buffet
- 1:15 pm — Bond Transaction — What Works?
- 2:00 pm — Owner Perspective on Management Issues
- 3:00 pm — Break in Exhibit Hall
- 3:15 pm — How Developers are Dealing with Rising Construction Costs
- 4:00 pm — Current Transaction Trends & Issues
- 5:30 – 7:15 pm — Reception with State Housing Finance Agencies & Silent Auction to support Scholarship Funds in Indiana, Michigan & Ohio

Wednesday, May 11

- 7:30 am — Breakfast Buffet near Exhibit Hall
- 8:30 am — Investor / Syndicator Panel
- 9:45 am — Financing Panel
- 10:30 am — Break in Exhibit Hall
- 11:00 am — Developer Comments
- 11:45 am — RD and Finance Agencies Q & A

***Recommended Attire: Business Casual**



Tuesday, May 10

7:30 am Registration, Continental Breakfast in Exhibit Hall

8:30 am Opening Plenary — Washington Update

Moderator: Jeffrey Whiting — CREA

Colleen Fisher — Council for Affordable and Rural Housing (CARH)

Bob Moss — MG Housing Strategies

David Gasson — MG Housing Strategies

Industry experts discuss the Low-Income Housing Tax Credit Program and rural markets, including its status with budget cuts, tax reform, and how it is perceived in Washington.

9:30 am Rural Housing Industry Update

Moderator: Sean Hutton — Tidwell Group

Nancie-Ann Bodell — National USDA RD

Colleen Fisher — Council for Affordable and Rural Housing (CARH)

Philip Gilman — Sugar Creek Capital

Rural housing officials provide state of rural housing programs in the Midwest, including 515, 538; Philip Gilman will speak to the development of more credits at the State level.

10:30 am Break in Exhibit Hall

11:00 am Housing Finance Agency Update

Moderator: Ian Maute — Buckeye Community Hope Foundation

Samantha Makowski — Ohio Housing Finance Agency

Sam Thorner — Kentucky Housing Corporation

Matt Rayburn — Indiana Housing and Community Development Authority

Chad Benson — Michigan State Housing and Development Authority

State housing agency officials share how they handle rural housing in their qualified allocation plans. Topics include housing application numbers, inspections, and experiences with developers and set-asides.

12:00 pm Lunch Buffet near Exhibit Hall

1:15 pm Bond Transactions — What Works?

Moderator: Damien Cassell — Tidwell Group

Kent Neumann — Tiber Hudson

Mitch Walters — Justus Property Management

Jacob Horner — PK Companies

Adam Saad — Saad & Saad

Bond transactions are complex structures that are becoming much more common and now that the 4% fix is in the deals make more financial sense than ever. Come listen to the developers on the panel speak about the deals that are working and the people behind the scenes that come up with these creative structures.

2:00 pm Management Panel

Moderator: Robert Bender — The Provident Companies
Sean Stanford — Winterwood Management
Johnathan Stonebraker — Wallick Communities
Lindsey Klug — PK Companies

Management companies discuss experiences managing rural properties - from great leasing success stories to issues that include maintenance budget constraints and reimbursements on RA. Are we allowed to evict tenants again? What changes from COVID will probably never reverse to the old normal?

3:00 pm Break in Exhibit Hall

3:15 pm Developers — How are you Dealing with Rising Construction Costs?

Moderator: Natalie Wells — Hoosier Uplands
Garrett LeDonne — Woda Cooper Companies
Mike Hynes — Winterwood

Can you believe how much a piece of lumber costs these days?! How are you negotiating better pricing? Buying in bulk? Changing the look of your next properties with metal roofs?

4:00 pm Current Transaction Trends & Issues

Moderator: Adam Saad — Saad & Saad / Star Title
Renee Beaver — Novogradac
Mike Regan — CREA
Jordan Carr — Barnes & Thornburg LLP

We have a panel of professionals that have gone thru the buy and sell process, helped clients sell and purchased rural housing properties; an attorney and accountant that have represented buyers and sellers of rural housing properties. Come hear their thoughts on the demand the supply of rural housing properties. Is it easy to get USDA RD to sign off on sales that involve RA? What if a property has an existing 515 loan? What structure do I need to get the best case scenario on credits?

5:30 pm Industry Reception in Exhibit Hall

If you have additional questions or comments for HFA and RD officials, this is the time for you. Plus, Developers - use this opportunity to meet and greet to discuss buying / selling properties in your portfolio. Please slide by the Silent Auction that will be benefiting scholarship funds for the CARH state organizations of Indiana, Michigan and Ohio.

Welcome — Robert Bender, OCARH President
Giles Mitchell Award Presentation — Wayne Koehler

Wednesday, May 11

7:30 am Buffet Breakfast near Exhibit Hall

8:30 am Investor / Syndicator Panel

Moderator: Wayne Koehler — National Housing Associates
Catherine Cawthon — Ohio Capital Corporation for Housing
Jason Reed — Merchants Capital
Anthony Elmore — Wabuck
Michelle Foster — Cinnaire

Come hear from syndicators and direct investors as to their appetite for rural housing. What characteristics do they like to see; what causes them to pass on opportunities; how does CRA play a role in their investment decisions; based on current demand for filling their Funds, how does this affect their appetite?

9:45 am Financing Panel

Moderator: Ben Goates — Bonneville Capital
Alex Holverson — Churchill Stateside Group
Jeff Banker — Lument

Come hear from construction and permanent lenders regarding what programs they have that target financing for rural housing developments.

10:30 am Break in Exhibit Hall

11:00 am Developer Roundtable

Moderator: Wayne Koehler — National Housing Associates

Developers from the Midwest discuss their concerns with the LIHTC programs, RD programs, housing programs in general, syndicators / investors, lenders, accountants, attorneys – this is not a session for developers to complain with no solutions – rather the session allows developers to state their concerns and to provide possible solutions for all to hear.

11:45am Final Thoughts with Industry Officials

Moderator: Robert Bender — The Provident Companies

State Housing Agency Officials will return to the stage to reflect on comments and issues raised throughout the Summit, and answer any remaining questions you may have. As time allows, attendees can use this session to ask questions to other attendees or raise common issues.

12:30pm Conference Concludes

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EVENT REGISTRATIONS, HOTEL ACCOMODATIONS, & EVENT CONTACTS

MIDWEST RURAL HOUSING SUMMIT:

MAY 9 @ 9:00 AM - MAY 11 @ 10:00 AM

[REGISTER HERE](#)

GOLF OUTING:

MAY 9 @ The Lakes Country Club

Shotgun Start at 12 noon. Boxed lunch and beverages provided.

[REGISTER HERE](#)

BIKE OUTING:

MAY 9 @ A course in the Columbus area for an 11 mile round trip ride.

A stop for lunch is included.

[REGISTER HERE](#)

HOTEL ACCOMODATIONS:

Hilton Columbus/Polaris

614-885-1600

[BOOK YOUR HOTEL ONLINE HERE](#)

EVENT CONTACTS:

Conference & Golf

Jen Zarins – office@ocarh.org – 614-314-9275

Bike Outing

Tina Limo – tlimo@occh.org – 205-292-4645

