

HOUSING NORTH DAKOTA

2019 STATEWIDE HOUSING CONFERENCE



MAY 20-21, 2019

RAMKOTA HOTEL, BISMARCK, ND

NORTH DAKOTA
housing
FINANCE AGENCY

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WELCOME

Make plans now to join NDHFA in Bismarck for Housing North Dakota 2019!

"Housing North Dakota," a Statewide Housing Conference hosted by North Dakota Housing Finance Agency, brings together hundreds of housing industry professionals and community leaders for a once-a-year opportunity to hear from recognized experts, develop new skills, learn about available resources, and make real face-to-face connections.

The conference will include a full day of policy discussions focused on local and national issues and the market forces at play followed by a day of specialized training for the agency's homeownership, multifamily development and property management partners.

We look forward to hosting you!

Jolene Kline
NDHFA Executive Director

WHO SHOULD ATTEND?

Accountants Advocates Appraisers
Attorneys Community Leaders
Economic Developers Government
Officials Home Builders Housing
Authorities Investors Lenders
Multi-Family Developers Planners
Property Owners and Managers Real
Estate Agents Service Providers



8:30 A.M. - 5:00 P.M.**REGISTRATION AND CHECK-IN****10:00 - 11:45 A.M.****OPENING SESSION****Welcome Address***Governor Doug Burgum, North Dakota Industrial Commission Chairman (invited)*

Join Gov. Burgum for a conversation about how North Dakota's housing industry professionals can come together to address the state's most pressing housing issues.

Demographics is Human Analytics, Planning for What's Next*Kenneth W. Gronbach, KGC Direct LLC*

Come explore the common sense, but very counter-intuitive and fascinating realm of demography. Ken will bring you into his world of counting people. A marketer who has immersed himself in 19 years of proprietary demographic research, Ken's understanding of worldwide demographics, fertility, migration, aging, immigration and dying enable him to forecast societal, political, economic, cultural and commercial phenomena with uncanny accuracy. What nations are demographically doomed? How will the workforces change? What is the future of communications? How will our children's children get their education? Will big data change marketing and branding forever? What is the fate of mass media? What countries and continents are demographically positioned to excel? Learn this and more!

12:00 - 1:15 P.M.**LUNCHEON AND PLENARY SESSION****Washington Briefing***Stockton Williams, National Council of State Housing Agencies*

Housing and economic development expert Stockton Williams reports on the congressional agenda and provides the latest on federal resources and affordable housing policy changes on the horizon.

1:15 - 1:45 P.M.**NETWORKING BREAK****1:45 - 2:45 P.M.****PANEL DISCUSSION****North Dakota Briefing***Panelists To Be Announced*

A must-hear panel of housing industry representatives discuss local legislative accomplishments, lessons learned, and opportunities and challenges for the coming year and beyond.

3:00 - 3:45 P.M.**PLENARY SESSION****Attracting and Retaining a 21st Century Workforce***Michelle Kommer, North Dakota Department of Commerce*

Commerce Director Michelle Kommer will share the report of recommendations developed by the Workforce Development Council – a diverse group of business and civic leaders from across the state, the process by which it was developed, and how these recommendations connect with the governor's budget, including legislative progress-to-date.

4:00 - 5:00 P.M.**CLOSING PLENARY SESSION****Understanding the Impact of Market Forces on Your Strategies***Jill Johnson, Johnson Consulting Services*

The greatest challenge facing leaders today is the increasing complexity brought about by the changing dynamics of our nation's social, political and economic environment. Strategic planning no longer can rely on a facilitated and fun discussion of your wishes and dreams for the future. Effective planning in a turbulent period requires a market-based approach that engages in a deep assessment of the market forces impacting your decision-making. Jill's thought-provoking presentation will show you how to assess your assumptions and understand the market forces at play that will determine your ability to survive and thrive. Jill will provide practical insights to help you avoid common planning mistakes and obtain the information you really need to make good decisions.

5:00 - 7:00 P.M.**NETWORKING RECEPTION**

The Statewide Housing Conference's networking reception is a one-of-a-kind gathering, offering the best local opportunity of the year for government leaders and housing industry professionals to interact, discuss challenges and share solutions.

7:00 A.M. - 3:00 P.M.**REGISTRATION AND CHECK-IN****7:30 - 8:45 A.M.****NETWORKING BREAKFAST: EGGS WITH OR WITHOUT ISSUES**

Did you come to the conference looking to learn about a specific housing program or to connect with other industry professionals so you can bounce some ideas off them? Join an "expert" at one of the designated tables to discuss Homeownership, Property Management or Multifamily Development topics.

9:00 - 10:15 A.M.**CONCURRENT SESSIONS I****Homeownership: How to Review an Appraisal***Hali Plachecki, Mortgage Guaranty Insurance Corporation*

MGIC's Residential Appraisal Review training will provide the tools you need to help build and strengthen your appraisal evaluation skills. The more familiar you become with typical secondary market guidelines, learn what reports are available, and develop a deeper understanding of certain cautionary items that help identify potential problems, the better you will be at evaluating an appraisal.

Multifamily Development: Opportunity Zone 101*Michael Rossi, Enterprise Community Partners, Inc.*

The Opportunity Zones incentive is an investment tool established by Congress to encourage long-term investments in low-income urban and rural communities. Investors receive a tax incentive for re-investing their unrealized capital gains into a Qualified Opportunity Fund. The funds can be used to support the development of affordable housing, and potentially may be paired with Low Income Housing Tax Credits and other development resources, unlocking a new opportunity to finance affordable housing. Enterprise's Michael Rossi will discuss the organization's engagement with opportunity zones, emerging fund investments, and recommendations for stakeholders interested in using the tool in North Dakota.

Property Management: Reasonable Accommodations in Affordable Housing*Annie D. Murphy, Dufford, Waldeck, Milburn & Krohn, L.L.P.*

In this two-part session, Colorado Attorney Annie Murphy will outline the reasonable accommodations doctrine under the Fair Housing Act and discuss common issues that property managers face in affordable housing when dealing with persons with disabilities including when a request may be unreasonable. Specific topics include: receiving public benefits and late rent; companion and service animals (what's the difference?); live-in caregivers and medical equipment; marijuana (is the use of medical marijuana a reasonable accommodation?).

During this first session, Murphy will help property owners and managers streamline their policies and improve their policies and procedures, leases and house rules to achieve their goals.

10:15 - 10:45 A.M.**NETWORKING BREAK****10:45 A.M. - 12:00 P.M.****CONCURRENT SESSIONS II****Homeownership: Realtor Reality***Steve Richman, Genworth Mortgage Insurance*

Who is buying and who isn't? Transactional vs. Relationship Sales. The four things everyone wants from your company and the three things everyone wants from you. Should I call or should I text? What is a boomerang kid and why should I care? Do Millennials even want to own a home? In this session, we will explore these questions and more, including powerful web sites and Apps to help you stay on top of the changing market, communicate with your customers and increase productivity.

Multifamily Development: Building Affordably in Rural Communities*Nicole Washburn, AIA, LEED AP, JLG Architects**Jesse Hadley, AIA, JLG Architects*

Rural development will continue to face unique challenges in providing affordable housing in the decades to come. During this presentation, Nicole Washburn and Jesse Hadley, lead housing architects at JLG Architects, will discuss how finance, demographics, design, and decision-making overlap and play a critical role in building and filling affordable rural housing. It is true that it takes a village!

10:45 A.M. - 12:00 P.M.

CONCURRENT SESSIONS II continued

Property Management: Reasonable Accommodations in Affordable Housing

Annie D. Murphy, Dufford, Waldeck, Milburn & Krohn, L.L.P.

In this two-part session, Colorado Attorney Annie Murphy will outline the reasonable accommodations doctrine under the Fair Housing Act and discuss common issues that property managers face in affordable housing when dealing with persons with disabilities including when a request may be UNreasonable. Specific topics include: receiving public benefits and late rent; companion and service animals (what's the difference?); live-in caregivers and medical equipment; marijuana (is the use of medical marijuana a reasonable accommodation?).

In this second session, Murphy will give a legal update outlining recent decisions regarding reasonable accommodation requests. Learning about other's mistakes will encourage owners and managers to improve their processes.

12:00-1:30 P.M.

LUNCHEON AND CHAMPION AWARDS PRESENTATION

Celebrate the exceptional affordable housing contributions made in North Dakota by individuals and organizations working in the public and private sectors of the industry.

1:45-3:00 P.M.

CONCURRENT SESSIONS III

Homeownership: Mortgage Market Review

Erik Nore, Freddie Mac

Dave Flohr, North Dakota Housing Finance Agency

Join Freddie Mac Affordable Lending Director Erik Nore and NDHFA Homeownership Division Director Dave Flohr for a review of the national mortgage market and its impact on North Dakota.

Multifamily Development: Replacement Reserve Roundtable

Jennifer Henderson, North Dakota Housing Finance Agency

William Hourigan, North Dakota Housing Finance Agency

Joe Fink, North Dakota Housing Finance Agency

Let's get candid about reserve accounts. NDHFA's replacement reserve policies are evolving to meet the mounting challenge of affordable housing preservation. This timeslot will be devoted to open dialogue between the agency's planning and housing development division staff and current and potential affordable housing developers, owners and managers on all aspects of the replacement reserve.

Property Management: Clean Up Conundrums: Meth and Mold

John Spilman, CSP, CHMM, Blacktrail Environmental

Have a unit that has an environmental issue, but not sure what is required? Unfortunately, there is not a lot of regulatory guidance available for cleaning up mold or meth. In this session, an industry professional from Blacktrail Environmental will help, answering why and when you should call for testing, what to expect during and from testing, and provide cleaning best practices.

"Disclaimer: NDHFA reserve the right to make program and schedule changes, additions or cancellations as it deems necessary."

Register by May 10 and save

www.ndhfa.org

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GENERAL INFORMATION

Registration

Register online at www.ndhfa.org by May 10, 2019, to receive the lowest rate, \$170 for the Full Conference (Policy Day and Training Day) and \$90 for Policy Day or Training Day alone. After May 10, 2019, Full Conference is \$190 and Policy Day or Training Day alone is \$100.

General registration fees are refundable if a request is received by April 30, 2019. A \$50 processing fee will be charged thereafter until May 10, 2019. No refunds will be made if you fail to attend or if you cancel after May 10, 2019.

Special Accommodations

Persons requiring special accommodations under the Americans with Disabilities Act and individuals with specific dietary needs are asked to contact NDHFA at (800) 292-8621, (800) 366-6888 (TYY) or hfainfo@nd.gov by May 10 to allow the conference staff time to make the requested accommodations. Requests may also be submitted through the online registration service.

Attire and Climate

Your normal work attire is appropriate for all conference activities. Average daytime temperatures in North Dakota in May are typically in the 60s. We recommend that you dress in light layers to be comfortable during the conference as the temperature may fluctuate throughout the hotel.

Lodging and Transportation

Lodging is available at the conference site, the Ramkota Hotel, 800 South 3rd Street, Bismarck, ND, at the State Government Rate, \$84.60 for a single and \$100.00 for a double. To reserve a sleeping room at the discounted rate, contact the Ramkota by phone, (701) 258-7700, and ask for the "Statewide Housing Conference Block." These rates will be honored until May 10, 2019, or until the block is full.

Overflow lodging is available at the Expressway Suites, 180 E Bismarck Expressway, Bismarck, ND. The Expressway will provide lodging at the State Government Rate, subject to availability, (701) 222-3311.

For conference attendees arriving by air, Bismarck has one major airport, the Bismarck Airport. The Ramkota Hotel and the Expressway Suites both provide complimentary airport shuttle service. To request a pick-up, use the dedicated phone line available in the Bismarck Airport's baggage claims area. Additional ground transportation options, including rental cars and taxi services, are listed on the airport's website, www.bismarckairport.com.

Continuing Education

Continuing education program applications have been submitted to ND Real Estate Commission, ND Real Estate Appraiser Qualifications and Ethics Board, and the ND Board of Social Work Examiners. NDHFA has also submitted applications for National Development Council Housing Development Finance Professional and National Apartment Association Certified Apartment Manager recertification credits. The agency will offer continuing education credits for conference attendance upon the approval of the event program by the licensing organizations. The National Association of Homebuilders will accept conference attendance for Housing Credit Certified Professional recertification. The conference website will be updated as credits are approved.

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