

# Housing California's 2022 Annual Conference

A Roadmap to a Better California

## 2022 Sessions

### PLENARIES

## Housing and Homelessness Solutions Today for a Better Tomorrow—Meet our State Leaders

**Brought to you by Chase**

**Description:** California is leading the nation in developing and implementing innovative and transformative housing and homelessness solutions. Meet the new state leaders challenging the status quo and bringing to fruition the dream of a California with homes, health, and wealth for all in thriving, sustainable communities. During this moderated discussion you will learn what's working, what's on the horizon for state policies and programs, how California will tackle the climate crisis through housing, and the pivotal role advocates play in shaping the future of housing and homelessness.

#### **Speakers:**

- Corrin Buchanan, Deputy Secretary for Policy and Strategic Planning, California Health and Human Services Agency
- Tiena Johnson Hall, Executive Director, CalHFA
- Gustavo Velasquez, Director, California Department of Housing and Community Development
- Sasha Wisotsky Kergan, Deputy Secretary of Housing and Consumer Relations, California Business, Consumer Services, and Housing Agency

## Roadmap to a Better Tomorrow — Meet Leaders Making it Happen at the Local Level!

**Brought to you by Union Bank**

**Description:** Creating big, structural change requires innovation, bold and courageous leadership, strong messages, and people power. During this engaging discussion you will hear from leaders who have taken big risks at the local level, even in the face of opposition, to ensure safe, stable, affordable housing for all. You will leave this plenary inspired and ready to go home to create lasting change in your local community.

**Speakers:**

- Katie Valenzuela, Council Member, District 4, City of Sacramento
- Carroll Fife, Council Member, District 3, City of Oakland

## Advancing a Bold Vision for Preventing and Ending Homelessness

**Brought to you by Wells Fargo**

**Description:** Over 160,000 Californians experience homelessness on any given night. Yet, many jurisdictions and states around the country have made progress in recent years in reducing homelessness. During our closing plenary you will have the opportunity to hear from Jeff Olivet, the newly appointed Executive Director of the US Interagency Council on Homelessness, who will engage in a lively dialogue with Nan Roman, President and Chief Executive Officer, National Alliance to End Homelessness to share his bold vision for preventing and ending homelessness at a national scale, how we can approach this work through a racial equity lens and the role each of us can play in helping to prevent and end homelessness.

**Speakers:**

- Jeff Olivet, Executive Director, US Interagency Council on Homelessness
- Nan Roman, CEO, National Alliance to End Homelessness

## WORKSHOPS

### Exploring the State's Growing Role in Anti-Displacement & Preservation Efforts

**Brought to you by Decro Corporation**

**Description:** For decades efforts to prevent displacement, stabilize communities, and preserve affordable housing have focused on local solutions and local action. One of the most promising strategies to prevent racialized displacement and build community power is the acquisition and

preservation of occupied, unsubsidized properties (often referred to as “NOAH”) and preserving these homes and permanently affordable. Recently, advocates and local leaders have begun to look to Sacramento to bring anti-displacement and preservation resources and policy to scale local solutions and overcome persistent challenges. We will explore the opportunities for the State to support local anti-displacement and preservation efforts, as well as the challenges of implementing these place-based programs and policies in a manner that advances racial equity across such a diverse state.

**Speakers:**

- Debbie Chen, Housing Director, Little Tokyo Service Center
- Roberto Garcia Ceballos, Program Manager, Fideicomiso Comunitario Tierra Libre (FCTL)
- Justine Marcus, State and Local Policy Director, Enterprise Community Partners
- Andrés Ramos, Legislative Counsel, Public Advocates
- Stephanie Reyes, Housing Finance Specialist, California Department of Housing and Community Development

## Federal Update: Congress May Pass the Largest Federal Affordable Housing Investment in History

**Brought to you by Decro Corporation**

**Description:** DC-based housing policy experts will examine the impact of more than \$150 billion in HUD spending and \$12 billion in LIHTC proposals pending in Congress, which would be the largest federal affordable housing investment in history. Topics will include an overview of those proposals, the FY 2022 and FY2023 HUD funding levels, homelessness policy updates, key regulatory issues, and other California priorities, Attendees will have a chance to pose their own questions and discuss advocacy priorities & opportunities for California.

**Speakers:**

- Peter Lawrence, Director, Public Policy & Government Relations, Novogradac
- Nan Roman, CEO, National Alliance to End Homelessness
- Sarah Saadian, Senior Vice President of Policy, National Low Income Housing Coalition
- Matt Schwartz, President & CEO, California Housing Partnership
- Luke Villalobos, Director of Policy and Research, National Housing Conference

## Underwriting for Justice

**Brought to you by Decro Corporation**

**Description:** An in depth conversation with LIHTC investors that are working to address racial justice and social equity through their investment programs and how they are changing the way they do business.

**Speakers:**

- Lisa Gutierrez, Senior Vice President, Director, U.S. Bancorp Community Development Corporation
- Lisa Motoyama, Senior Affordable Housing Finance Consultant, Community Economics, Inc.
- Lydia Smith, Director, Emerging Minority Developer Fund, National Equity Fund, Inc.

## Delivering on an Ambitious Promise: Lessons Learned and the Future of Homekey

**Brought to you by Decro Corporation**

**Description:** Launched early in the pandemic, Homekey was established to address persistent unsheltered homelessness as well as build on the State's efforts to safely shelter residents experiencing homelessness to prevent COVID-19 risk. This workshop will focus on the impacts, challenges, and lessons learned from Homekey as the State continues to refine this innovative model. Hear from practitioners and the Department of Housing & Community Development who will share their experiences with the program and talk about future opportunities as we gear up for continued expansion.

**Speakers:**

- Michael Duarte, Chief Real Estate Officer, Fresno Housing
- Larry Florin, Chief Executive Officer, Burbank Housing
- Shanon Lampkin-Jones, Director Northern California, Enterprise Community Partners
- Tim Lawless, Branch Chief, Homelessness, CA Department of Housing and Community Development
- Julian Tucker, Program Officer, Enterprise Community Partners

## Evolving Trends and Equity Demand: The Latest on Tax Credit Investment in California

**Brought to you by Decro Corporation**

**Description:** In response to the challenges of creating and preserving affordable homes and ending homelessness in California, there have been significant expansions in state and federal

tax credits, including Disaster Area Credits and state credits, leading to an ever-increasing need for equity investment. Meanwhile, equity and inclusion has become front and center in state policies and private sector practices. In this workshop, tax credit investors will discuss the latest on pricing trends and appetite, and how your current and future pipeline may be affected. We will cover topics including: Impact of recent funding, policy and economic trends on investor appetite, pricing and terms, Recent trends in sponsor/development selection and underwriting, including a focus on BIPOC-lead organizations and BIPOC-sponsored developments, The ability of tax credit investors to meet the unprecedented equity capital demands, How the investor community is working with the broader affordable housing industry to address homelessness, racial justice and equity.

**Speakers:**

- Lisa Decker, CFA, Vice President of Investor Relations, National Equity Fund
- David Dologite, Director of Acquisitions, Merritt Community Capital
- Sebastian Glowacki, Vice President, US Bank Community Development Corp
- Danielle Hammann, Vice President, Investor Relations, Enterprise Housing Credit Investments
- Sindy Spivak, Self, Bank of America
- Mengxin Zhou, Senior Housing Finance Consultant, California Housing Partnership

## Ending Homelessness 101: Building the Foundation

**Brought to you by Abode Communities**

**Description:** Getting started in a new field, especially one as complex as homelessness, can be overwhelming. There are so many new funding streams, new practices, new acronyms! This workshop is designed for people who have been working to address homelessness – at the program, administrative, advocacy, or policy levels – for one year or less. It provides a broad base of foundational knowledge about homelessness and its solutions. Topics covered include: data on homelessness and who experiences it, causes of homelessness, solutions to homelessness, the basics of the “crisis response system,” including a general overview of available resources and how to use them most efficiently, effectively, and equitably to end homelessness.

**Speaker:**

- Mindy Mitchell, Directing Attorney, Homebase

## Fixing the Broken Eviction System: An Upstream Solution to Homelessness

**Description:** The purpose of this workshop is to demonstrate an upstream solution to homelessness. Evictions are both a direct and indirect cause of homelessness as demonstrated by regional and national research. National research also indicates that vulnerable populations, such as persons with disabilities, low-income individuals, and minorities, are more susceptible to homelessness after an eviction. To reduce unnecessary evictions, California must fix its broken eviction system. The current eviction system often denies tenants access to justice resulting in their unnecessary displacement and potential homelessness. Individuals and families suffer greatly when an eviction occurs. Our panelists have identified numerous gaps in access to justice in the current system and will propose viable strategies that can be implemented to increase access to justice, ensure an equitable process, and ultimately keep individuals and families housed.

**Speakers:**

- Laura Ann Fernea, Executive Director, City Heights Community Development Corporation
- Britni Eseller, Housing Disability Advocate, Disability Rights California
- Martina I. Cucullu Lim, Executive Director, Eviction Defense Collaborative
- Leah Simon-Weisberg, Legal Director, ACCE Institute
- Gil Vera, Senior Attorney of the Housing Team, Legal Aid Society of San Diego

## Strengthening Your Case for Housing: What CHAPA Has Learned in Massachusetts

**Brought to you by Abode Communities**

**Description:** You are doing powerful work every day to build the coalitions you need to move California's housing system toward equity, justice – and hope. But opposition, defeatism and fear continue to interrupt your progress. You need a different approach. In this session, you'll learn how the team at Citizens' Housing and Planning Association (CHAPA) in Massachusetts is using Dr. Tiffany Manuel's Strategic CaseMaking™ framework to energize politicians, local leaders and the public behind large-scale change.

**Speakers:**

- Jenna Connolly, Communications & Events Manager, Citizens' Housing and Planning Association (CHAPA)
- Whitney Demetrius, Housing Disability Advocate, Disability Rights California
- Martina I. Cucullu Lim, Director of Fair Housing Engagement, Citizens' Housing and Planning Association (CHAPA)
- Dana LeWinter, Director of Municipal Engagement, Citizens' Housing and Planning Association (CHAPA)
- Rachel Heller, Chief Executive Officer, Citizens' Housing and Planning Association (CHAPA)

- Jen Rich, Senior Communications Strategist, TheCaseMade

## Connecting Talent Recruitment and Retention to Organizational Management Mindset Shifts

**Description:** Do our field hallmarks that make talent retention challenging, such as high expectations, lack of support systems, and the culture of overwork, match our values? Emerging leaders help by bringing fresh perspectives on leadership. Rising ideas for effective management and growth include: distributed decision making, effective and deeply collaborative team work, and intentional management focus on valuing staff. The convener's purpose is to invite practitioners regardless of generation, professional role, tenure, gender, skin color, or economic class, to explore an organizational management mindset that unites us in shared commitment for the social housing mission. What might organizations that lift up ALL of us who power the field look like, and how might we get there? What has been tried and what have we learned? Come listen to each other, to initiate a community of learning and innovation to explore intentionally supporting professionals of color and others who enrich our organizations as the transformative multi-solving path for our sector in California.

### Speakers:

- Ari Beliak, President & CEO, Merritt Community Capital Corporation
- Monica Joe, Senior Racial Equity & Inclusion Program Manager, Non-Profit Housing Association of Northern California (NPH)
- Kori Kanayama, General Partner, Kanayama Partners
- Gisela Salgado, Leadership Development Programs Director, California Coalition for Rural Housing
- Ann Silverman, Principal, Ann L Silverman Consulting
- Victoria Wong, Project Manager, MidPen Housing Corp.

## Manufactured Housing Communities: Rescuing a Fading Affordable Housing Resource

### Brought to you by Decro Corporation

**Description:** Manufactured homes (MH) represent 4% of California's housing stock but this percentage is as high as 20% in many rural areas. Unfortunately, most MHs are on rented lots in manufactured housing communities (MHCs). MHCs are currently the hot real estate investment. The total return from MHCs was 478% over the last 10 years. These profits are shouldered by low-income homeowners, many of whom must abandon their homes due to increasingly high rents. MHCs also face higher risks from natural disasters because many are in the Wildland Urban Interface (WUI).

This workshop will cover: MHC issues and preservation options, including changes in ownership and rehab/replacement, HCD's Mobilehome Park Rehabilitation and Resident Ownership Program (MPRRP), The ROC USA model, which has helped 300 MHCs become resident-owned, The unique challenges faced by a nonprofit that has owned MHCs for over 20 years, Efforts to replace MHCs destroyed by natural disasters, Resiliency/mitigation efforts to allow rebuilding.

**Speakers:**

- E. Kim Coontz, Executive Director, California Center for Cooperative Development
- Alan Nazzaro, Disaster Recovery Services Program Manager, Rural Community Assistance Corporation
- Jerry Rioux, Independent Consultant
- Suzanne Taylor, Executive Director, Augusta Communities

## Traversing an Uncertain Landscape – Latest Trends in Affordable Housing Lending

**Brought to you by Decro Corporation**

**Description:** Collaboration in building affordable housing is an undeniable key component to success. Lenders will discuss their strategies to assist affordable housing developers in the creation of 1.2 million affordable homes by 2030. Panelists will cover key topics including: rising interest rates and inflation, underwriting trends including lessons learned during the COVID-19 pandemic, and structuring loans under the CA Housing Accelerator Program.

**Speakers:**

- Cecile Chalifour, Managing Director, Chase
- Lisa Gutierrez, Senior Vice President, National Lending and Multi-Fund Investments, U.S. Bancorp CDC
- Eric Leimbach, Director – Senior Relationship Manager, Wells Fargo Bank
- Josh Hamilton, Sr. Vice President, Century Housing
- Lauren Maddock, Director of Portfolio Recapitalization, California Housing Partnership
- Kenji Tamaoki, Executive Director, Agency Originations, PGIM Real Estate
- Elizabeth Van Benschoten, Managing Director, Northern California, Union Bank

## Why the Preservation of NOAH is Essential to Community Stabilization

**Brought to you by Decro Corporation**



**Description:** Here's an open secret: we can't just build our way out of the housing affordability and homelessness crisis. The preservation of housing, especially in communities of color, is one of the most important strategies for preventing greater tenant displacement in cities and regions across the Golden State. This session will explore the preservation of naturally occurring affordable housing (NOAH) through the lens of specific case studies, as well as different strategies that will make safe, reliable housing more accessible for all Californians.

**Speakers:**

- Ruby Bolaria Shifrin, Director, Housing Affordability, Chan Zuckerberg Initiative
- Laurie Goodman, Institute Fellow, Urban Institute
- Alejandro Martinez, President, Coalition for Responsible Community Development
- Caroline McCormack, Director of Preservation, Enterprise Community Partners

## The Importance of Mixed Use Housing for Low-Income Rural and Urban Communities

**Brought to you by Decro Corporation**

**Description:** There is growing awareness that affordable housing development projects need access to health, education, and economic development activities for the local community. Mixed use housing provides an opportunity to connect health care facilities, early childhood facilities, commercial and retail development, and small business facilities to affordable housing. This workshop will share innovative practices in mixed use development, financial sources for mixed use development, and technical assistance providers that can assist in launching and implementing these development projects. This session will also provide an overview of how to identify, plan, assemble, raise funds, and manage mixed use projects and what is required to succeed. The panel will provide a brief description of each project and what resources are needed including funding sources and technical assistance providers. Attendees will come away with a better understanding of how to identify, plan, and implement mixed use projects throughout California.

**Speakers:**

- Roberto Barragán, Executive Director, California Community Economic Development Association
- Tom Collishaw, President & CEO, Self-Help Enterprises
- Joe Duran, CEO, Stanislaus Equity Partners
- Robert Zdenek, Interim Executive Director, San Joaquin Valley Housing Collaborative

# Continuums of Care: Taking Action to Address Racial Disparities in Homeless Systems

## Brought to you by Abode Communities

**Description:** It is well known that Black, Indigenous, and People of Color are overrepresented among those experiencing homelessness due to systemic racism and a history of oppression in our country. While addressing racial disparities in homeless systems is challenging given the interconnectedness of other structural factors, many California communities are taking actions. California Continuums of Care have been actively making strides to address racial disparities and promote equity. This session will highlight the work of geographically diverse CoC's who are actively working to promote equity through policy, advocacy, data, and shifting homeless system practices. Panelists will describe the unique approach that each CoC is taking to address racial disparities among those experiencing homelessness in their communities. Each panelist will discuss how they are using the CoC structure to take action by convening local committees, analyzing homeless and other sector data, listening to the voices of those with lived experience, and advocating for policy changes.

## Speakers:

- Curtis Howard, Lived Experience Consultant, LiveEx
- Tamera Kohler, Chief Executive Officer, Regional Task Force on Homelessness, Inc.
- Lahela Mattox, Chief Operations Officer, Regional Task Force on Homelessness, Inc.
- Cynthia Nagendra, Deputy Director Planning, Performance, Strategy, an Francisco Department of Homelessness and Supportive Housing
- Clifton Trotter, Director of Equity, Los Angeles Homeless Service Authority

# Housing as an Anti-Recidivism Strategy

## Brought to you by Abode Communities

**Description:** Affordable housing discourse rarely focuses on one of the groups most at risk of homelessness: people reentering society after experiencing incarceration. Reentering citizens experience a multitude of challenges to securing stable housing, including discrimination and lack of support. This panel will inform housing developers and stakeholders about the unique housing needs of this population and how critical it is to their success post-release. Through a discussion with housing providers and reentry experts, the workshop will drive home how investing in housing for reentering citizens is part of a larger effort to invest in racial equity and repair the harms created by the criminal justice system.

## Speakers:

- Veronica Lewis, Director, HOPICS
- Troy F. Vaughn, Executive Director and Co-Founder, Los Angeles Regional Reentry Partnership (LARRP)
- Kevin Water, CEO, Dream Live Hope Foundation
- Vincent Holmes, County of Los Angeles
- John Franklin, County of Los Angeles

## Affordable Housing on TikTok

### Brought to you by Abode Communities

**Description:** Hear from San Diego Housing Federation, Mixte Communications, and TikTok influencers how they are using TikTok trends to inform 20-34 years on the affordable housing sector.

### Speakers:

- Mia Bolton, Digital Director, Mixte Communications, Inc.
- Natasha Cougoule, Content creator, TikTok
- Jake Gotta, Social Media Correspondent, The Long Beach Post
- Amanda Nelson, Director of Marketing & Communications, San Diego Pride

## Post-Disaster Housing Recovery: Challenges and Opportunities to Improve Equity

**Description:** Vulnerable communities experience heightened risk and increased sensitivity to natural disasters and have less capacity and fewer resources to cope with, adapt to, or recover. The existing housing crisis reduces options for addressing long-term needs after a disaster. Federal recovery resources are covering less than 15% of unmet recovery needs, as well as taking a significant time to reach communities. This workshop will look at 2017/18 wildfire recovery efforts and a Hayward fault earthquake scenario that disproportionately displaces vulnerable communities to discuss challenges in post disaster housing recovery. The presenters will provide the perspectives of an affordable housing developer, regional planning and technical team, as well as statewide disaster recovery program implementation. This workshop will highlight needs and opportunities for housing and community development professionals to engage pre-disaster planning and resiliency measures to ensure vulnerable populations are accounted for during and after disaster recovery efforts.

### Speakers:

- Catherine Kungu, Disaster Response and Recovery Specialist II, California Department of Housing and Community Development

- Maziar Movassaghi, Chief Disaster Recovery Officer, California Department of Housing & Community Development
- Seana O'Shaughnessy, President/CEO, Community Housing Improvement Program (CHIP)
- Anne Wein, Coordinator, HayWired Scenario, United States Geological Survey

## Building Local Coalitions for Statewide Action

**Description:** Panelists have played an integral role in building diverse and broad regional coalition based policy campaigns with the goal that there should be high quality housing in quality neighborhoods that is affordable to those who have been historically disenfranchised by California's exclusionary housing system. We have found that through finding common ground policies and a clear destination, organizations and community members from across the field can come together, build real power, and have a greater impact. This session will begin by sharing the work that we have done, but the majority of the time will be spent in a workshop style discussion around local challenges that advocates face and how diverse, local coalition building can influence major policies at the local and state level.

### Speakers:

- Juthaporn Chaloeicheep, RUN Leader (San Francisco), Residents United Network
- Chase Engelhardt, Policy Analyst and Organizer, Climate Resolve
- Kelli Lloyd, Housing Justice Advocate for ACCE and Los Angeles County Housing Advisory Commissioner Supervisorial Appointee, District 2
- Sarah Thomas, Community Activation Specialist, United Way of Greater Los Angeles
- Anakh Sul-Rama, Community Organizer, HomeRise

## Advancing Bold Solutions at Scale: California's Roadmap Home 2030

**Description:** California's Roadmap Home 2030, developed jointly by Housing California and California Housing Partnership in collaboration with dozens of experts across the state, demonstrates how, using an evidence-based, equity-centered, and comprehensive approach, we can advance racial justice and economic inclusion, end homelessness, and create stable, affordable homes for Californians struggling the most. Drawing on the expertise of leading voices in homelessness, affordable housing, tenants' rights, and racial justice, this session will explore what's now and what's next with the Roadmap Home 2030 campaign, including launching the Roadmap Home policy package for the 2022 legislative cycle.

### Speakers:

- Cynthia Castillo, Policy Advocate, Western Center on Law and Poverty

- Francisco Duenas, Executive Director, Housing Now!
- Chris Martin, Policy Director, Housing California
- Matt Schwartz, President & CEO, California Housing Partnership

## The New Way to Apply for HCD Funding

### Brought to you by Decro Corporation

**Description:** HCD has implemented a streamlined affordable housing finance application and award system, an important milestone in executing efficiency, reducing costs, and removing barriers to better serve Californians in need of affordable homes. Learn about the alignment of programs resulting from AB 434, and how the new system works in this comprehensive workshop.

### Speakers:

- Gina Ferguson, Research Data Specialist, California Department of Housing and Community Development
- Sasha Hauswald, Assistant Deputy Director, California Department of Housing and Community Development (HCD)

## State Agency Streamlining: What Can We Learn From Other States?

### Brought to you by Decro Corporation

**Description:** “Streamlining” is the buzzword in housing policy discussions – from the AB 434 SuperNOFA, to Universal Spreadsheet Standards, and legislative efforts to create a single allocation process. But what lessons can we glean from other states and their streamlining efforts? Can their experiences help reimagine the possible? This workshop will explore the best practices of leaders in other states – from a single allocation process, to innovative uses of funds, and aligning priorities across agencies.

### Speakers:

- James Lehnhoff, Assistant Commissioner, Multifamily, Minnesota Housing
- Ruth Moreira, Executive Vice President for Development, NYC Housing Development Corporation
- Mark Stivers, Director of Advocacy, California Housing Partnership

## Public Land for Public Good – From Vision to Reality

### **Brought to you by Decro Corporation**

**Description:** From coalition efforts for affordable homes to the 2019 overhaul of the Surplus Land Act, public land has featured in many recent housing campaigns and policy efforts. In this workshop, leaders share how to take Public Land for Public Good from a vision to reality. Panelists with legal advocacy, nonprofit developer experience, and community organizing experience share how public land proposals can significantly expand the number of homes available to low-income residents. The panel will feature an interview-style presentation and Q & A.

#### **Speakers:**

- Gloria Bruce, Executive Director, East Bay Housing Organizations
- Jeffrey Buchanan, Director of Public Policy, Working Partnerships USA
- Shajuti Hossain, Associate Attorney, Renne Public Law Group
- Chris Iglesias, Chief Executive Officer, The Unity Council

## **Diversity, Equity, and Inclusion in the Construction of Affordable Housing**

### **Brought to you by Decro Corporation**

**Description:** Millions of dollars are expended annually in construction of affordable apartments in California. What are the opportunities and challenges of including Diversity, Equity, and Inclusion (DEI) in that effort, including outreach, training, inclusion of diverse-subcontractors? As an industry, how can the development sector identify and solve these impediments to increasing equity and opportunity in construction of new apartments? This session will explore how developers, contractors, advocates, and others can contribute to increasing the participation of BIPOC-owned businesses and workers in the construction and development of affordable housing throughout California.

#### **Speakers:**

- Peter Bridge, Director, Sun Country Builders
- Shalawn Garcia, VP of Business Development, Linc Housing
- Robert Henderson, Construction Manager – Consultant, Henderson Consulting
- Tara Matthews, Principal, RSG, Inc.
- Tim Parham, Vice President of Housing and Real Estate Development, Community HousingWorks

## **Maximizing All Housing: Shared Housing Is A Must!**

### **Brought to you by Abode Communities**

**Description:** We used to say we don't have enough affordable housing—still true; then the conversation changed to not enough PSH, also still true. But the new conversation now is that we do not have enough efficiency or one-bedroom apartments to solve homelessness across California or quite frankly the Country. It's time we start looking at new strategies for housing acquisition—one of which is shared housing paired with master/third party leasing.

#### **Speakers:**

- Kris Freed, Chief Programs Officer, LA Family Housing
- Veronica Lewis, Director, SSG/HOPICS
- Cynthia Nagendra, Director of Planning and Strategy, Department of Homelessness and Supportive Housing, City of San Francisco

## **Project Roomkey Demobilization: A Path to Permanent Housing**

### **Brought to you by Abode Communities**

**Description:** In response to COVID-19, Los Angeles Homeless Services Authority, City and County partners, and community providers stood up over 31 Project Roomkey sites and more than 4000 rooms. When these temporary FEMA response non-congregate shelters started to come offline, the entire Los Angeles' homeless service system pivoted to ensure that no one housed through COVID-19 efforts would return to the streets. Through a robust demobilization effort lead by LAHSA, we were able to ensure less than 3% of people exited to the streets and over 30% moved into permanent housing; the balance were placed in interim housing while they continue to work on the path to permanent housing. This panel will discuss the experience of bringing a site offline and the work done to ensure all people were connected to permanent housing.

#### **Speakers:**

- Martin Holguin, LEAB Member, Los Angeles Homeless Services Authority
- Ivet Samvelyan, Director, Interim Housing, Los Angeles Homeless Services Authority

## **Creating Permanent Supportive Housing to Meet the Needs of Survivors of Domestic Violence**

### **Brought to you by Abode Communities**

**Description:** Despite previous research showing that more than one-third (38%) of domestic violence survivors experience homelessness at some point in their lives, there has remained a

dearth of guidance on housing solutions that meet their specific needs. To remedy this gap, the Downtown Women's Center, and National Alliance for Safe Housing will share a Toolkit as a best practice resource for housing developers, property managers, and service providers involved in building and operating Permanent Supportive Housing (PSH) for all populations, including survivors of domestic violence (DV).

**Speakers:**

- Kris Billhardt, Director of Program and Practice Innovation, National Alliance for Safe Housing
- Tiffany Duvernay-Smith, Coordinator, Advisory Board, Los Angeles Homeless Services Authority
- Saba Mwine, Managing Director, Homelessness Policy Research Institute
- Amy Turk, CEO, Downtown Women's Center

## Regional Migration and its Community Impacts

**Description:** California's regions are increasingly diverse. High costs of living in coastal areas, and changes to the workplace, have blurred regional boundaries. People move between regions for many reasons, but the effects on them and their new communities vary. There are substantial equity and housing concerns. This panel will feature migration research from UC Davis, regional strategies to measure and respond to displacement risk from the San Joaquin Council of Governments, and funding community approaches to housing concerns from the Chan Zuckerberg Initiative.

**Speakers:**

- Bernadette Austin, Executive Director, Center for Regional Change, UC Davis
- Christine Corrales, Senior Regional Planner, San Joaquin Council of Governments
- Michelle Kai, Manager, Housing Affordability, Chan Zuckerberg Initiative

## Diversifying the Affordable Housing Supply Chain

**Brought to you by Decro Corporation**

**Description:** The State of California is investing an unprecedented amount of money in affordable housing development. Access to these development resources has been historically limited to developers who do not always reflect the state's racial and ethnic diversity. In order to drive forward racial and economic justice, developers must use their privilege to uplift and invest in construction and professional service firms led by people of color. Diversifying the pipeline of people who share in the revenue from these public investments would increase wealth amongst communities typically excluded from economic opportunities. This workshop



will explore how stakeholders can increase diversity in the affordable housing supply chain. Panelists will discuss methods to incentivize inclusive procurement, data collection for DEI goal-setting, and network and capacity-building needs amongst contractors.

**Speakers:**

- Drexell C. Johnson, Founder and Executive Director, Young Black Contractors Association
- Reggie Jones-Sawyer, Assemblymember, California State Assembly-District 59
- Denice Wint, Vice President, Real Estate Development, EAH Housing

## Maximizing Federal Housing Vouchers in California

**Brought to you by Decro Corporation**

**Description:** About 300,000 low-income households in California use Housing Choice Vouchers to afford rental housing. During the pandemic, communities across the state also received funding for a total of over 34,000 Emergency Housing Vouchers targeted towards homeless and other at risk families. This panel will explore successful models for voucher utilization in CA's heated markets and discuss innovative uses of vouchers, including EHV's.

**Speakers:**

- Will Fischer, Senior Director for Housing Policy and Research, Center on Budget and Policy Priorities
- Cynthia Nagendra, Deputy Director Planning, Performance, Strategy, an Francisco Department of Homelessness and Supportive Housing
- Sophia Rice, LA Director of Housing Services, Brilliant Corners
- Deborah Thrope, Deputy Director, National Housing Law Project

## Financing Modular Housing: Exploring Challenges and Innovations in the Finance Ecosystem

**Brought to you by Decro Corporation**

**Description:** This session will explore the financing ecosystem for factory-built housing and innovations in the field of finance. What are the challenges faced by modular projects when it comes to attracting conventional financing sources? Do the right products exist in the market for scaling factory-built housing? How do developers, lenders, and builders mitigate risk while in the predevelopment and construction financing underwriting stages of a project? Participants will hear from our lending, philanthropy, and developer panelists who are all playing various roles in financing modular housing about challenges and successes around innovations being tested in the lending space. Further, the panel will explore whether or not we as an industry

have the data available to justify scaling modular construction. If so, what incentives and resources might be needed to further scale modular housing construction?

**Speakers:**

- Alexandra Dawson, Senior Community Development Officer, LISC LA
- Chris Hubbard, Program Related Investments Officer, Conrad N. Hilton Foundation
- Brendan O'Donnell, Associate Vice President, Development, Abode Communities
- James Vossoughi, Executive Director, Chase

## How Changes at TCAC/CDLAC are Affecting Non-Profit Developers

**Brought to you by Decro Corporation**

**Description:** TCAC and CDLAC remain super competitive, and CDLAC will have a brand new tiebreaker for the 2022 second round. Hear from the TCAC/CDLAC Executive Director about recent changes and from experienced nonprofit applicants about how these changes affect their pipelines and acquisition strategies, the opportunities that exist for BIPOC developers, and incentives for development in higher resource areas. Come with your questions and own experiences to share.

**Speakers:**

- Donald Gilmore, Executive Director, Community Housing Development Corporation
- Suny Lay Chang, President & COO, Linc Housing
- Nancee Robles, Executive Director, California Debt Limit Allocation Committee & California Tax Credit Allocation Committee
- Mark Stivers, Director of Advocacy, California Housing Partnership
- Anthony Zeto, Deputy Executive Director, California Tax Credit Allocation Committee

## Energize, Strategize, Maximize, Supersize & Stabilize: Leveraging State and Federal Funds towards Ending Homelessness

**Brought to you by Abode Communities**

**Description:** Some describe how to leverage federal and state funding opportunities for affordable housing projects as a jigsaw puzzle; others describe it as creating a tapestry. Whatever the metaphor, it's complicated. Learn about the multitude of federal and CA State funds available towards permanent supportive housing projects and related case management services, and methods on how to leverage and prioritize those funds towards projects that focus

on housing the most vulnerable people in need. Using real examples, and an interactive exercise, attendees will learn about recent successful affordable housing projects, how they move through the financing process, the opportunities to follow and pitfalls to avoid. This workshop will also provide the latest updates of pending federal and State legislation in Washington, D.C., and Sacramento, and the status of the U.S. Interagency Council on Homelessness new federal strategic plan.

**Speakers:**

- Victor Duron, Grants Manager, California Interagency Council on Homelessness
- Christina Miller, Program Officer, Conrad N. Hilton Foundation
- Helene Schneider, Regional Coordinator, U.S. Interagency Council on Homelessness
- Machael Smith, Community Development Director, RH Community Builders

## Opening Doors: Equity and Access for People on the Sex Offense Registry

**Description:** The criminal legal system is a key driver of poverty, inequity, and homelessness in the U.S. People who have been incarcerated are nearly 10 times more likely to experience homelessness. Among the most stigmatized subpopulations are people required to register with law enforcement for sexual offense convictions. Registrants experience significant barriers to housing, employment, and health. Misconceptions about people required to register – and a lack of information about the legality of many registry-related barriers – can prevent communities from connecting people with the stabilizing resource of safe housing. In this session, attendees will: Unpack assumptions about the 290 registry and people impacted by registration; Gain information about recent California policy changes that affect housing for people on the registry; Engage in reflection and peer-sharing to better understand how housing and homeless system stakeholders can prevent stigmatization and discrimination related to the registry, and promote public safety; and Learn about key cross-system partnerships that help support pathways to housing for people on the registry.

**Speakers:**

- Rosa Elaine Garcia, Housing Services Program Manager, The Health Trust
- Beth Henigan, Executive Director, InterFaith Shelter Network (IFSN)
- Michele Kumaus, Deputy Public Defender, San Diego County Public Defender's Office
- Beile Lindner, Directing Attorney, Homebase
- Mihir Vohra, Senior Policy Analyst, Homebase

## The California Dream — A New Narrative to Engage Californians on Housing

## **Brought to you by Abode Communities**

**Description:** Advocates have long voiced the need for a strong, unifying narrative to help build greater public and political will on housing reform. To help meet this gap in the field, CZI embarked on a multi-year effort to identify an effective, research-backed narrative framework — so frontline groups are able to access the messaging and communications tools they need to change the conversation on housing in California. After careful planning, collaboration, research, and iteration, we've landed on a winning narrative: the California Dream. Based on our findings, this framework can help advocates and other frontline groups engage with Californians who often hold multiple, conflicting beliefs and move residents in favor of actionable, sustainable solutions to the housing affordability crisis. This session will explore the power of building a unifying narrative, as well as early learnings from organizations that are leveraging the 'California Dream' to reach communities across the Golden State.

### **Speakers:**

- Adina Abeles, Research Science Manager, Chan Zuckerberg Initiative
- Jovana Morales-Tilgren, Policy Coordinator, Leadership Council for Justice and Accountability
- Iris Murillo, Communications Manager, Housing California
- Tommy Newman, Vice President of Engagement and Activation, United Way of Greater Los Angeles

## **Housing Justice is Environmental Justice – Building the Movement for Solutions That Work**

**Description:** This workshop will cover current advocacy efforts to connect the movements for environmental and housing justice and to advance inter-sectional solutions that center the lived-experiences and priorities of low-income Californians and communities of color for quality permanent affordable housing, a healthy environment, and access to opportunity. The panelists will discuss their work to build community power and cross-sector coalitions to advance and implement governmental policies and practices at the local and state levels in service of these goals. Specific topics discussed will include ongoing advocacy to address governmental land use & investment practices which concentrate polluting and locally unwanted land uses & undermine housing opportunity in communities of color; implement evolving housing and fair housing laws and regulations to jointly further housing and environmental justice, and to envision and advance state policy that marries environmental and housing justice, including through CEJA's Environmental and Housing Justice Policy Platform.

### **Speakers:**

- Chione Flegal, Managing Director, PolicyLink

- Ashley Werner, Directing Attorney, Leadership Counsel for Justice and Accountability

## Housing and Homelessness Hot Topics in the State Capitol

**Description:** Interact directly with affordable housing and homelessness policy experts and get an inside look at the policy themes dominating the State Capitol in 2022. Hear the latest on affordable housing and homelessness-related bills and budget priorities sponsored by Housing California and partners, and get all your questions answered from those working in the Capitol.

### Speakers:

- Cynthia Castillo, Policy Advocate, Western Center on Law and Poverty
- Erika Cervantes, Program Manager, California State Policy, Corporation for Supportive Housing (CSH)
- Marina Wiant, VP of Government Affairs, California Housing Consortium
- Chris Martin, Policy Director, Housing California
- Assemblymember Isaac Bryan, District 54, State of California

## Addressing Segregation and Unequal Access to Opportunity with Affordable Housing Investments: Where Does California Go From Here?

### Brought to you by Decro Corporation

**Description:** This workshop will take stock of the changes California state housing agencies including TCAC, HCD, and CDLAC have made over the last few years to encourage affordable housing in resource-rich areas – reviewing the origins of these changes, and sharing property and resident data demonstrating the need for change – and then explore how the state could refine its approach moving forward.

### Speakers:

- Tyrone Buckley, Assistant Deputy Director of Fair Housing, California Department of Housing and Community Development
- Don Gilmore, Executive Director, Community Housing Development
- Margarita Lares, Chief Programs Officer, Housing Authority of the City of Los Angeles
- Mark Stivers, Director of Advocacy, California Housing Partnership

## The Developer-Community Land Trust Partnership

### Brought to you by Decro Corporation

**Description:** The creation of the Foreclosure Intervention Housing Preservation Program (FIHPP) and implementation of innovative projects across the state are drawing attention to the mutual benefits that community land trusts (CLTs) and affordable housing developers realize through collaboration. This workshop will explore case studies of CLT-Developer collaborations, document the opportunities and challenges associated with them, and address critical subjects for developers considering a partnership with a CLT such as implications for financing, ownership structure, property taxes, and utilization of tax credits. The workshop will also explore how these partnerships can be deployed to take advantage of the Foreclosure Intervention Housing Preservation Program (FIHPP) with a discussion of how the complementary strengths of a development partner and a long-term stewardship partner can be combined to stabilize at-risk renters and create new homeownership opportunities for low-income families.

**Speakers:**

- Debbie Chen, Director of Real Estate, Little Tokyo Service Center
- Roberto Garcia-Ceballos, Co-founder and Program Manager, Fideicomiso Comunitario Tierra Libre (FCTL)
- Leo Goldberg, Co-Director, California Community Land Trust Network
- Jeremy Hoffman, Associate Director of Real Estate Development, Eden Housing, Inc.
- Stacey Laumann, Deputy Director, Community Land Trust of West Marin (CLAM)

## The Checklist: Are Preferences Right for your Jurisdiction?

**Brought to you by Decro Corporation**

**Description:** An interactive session understanding preference's potential benefits, when they are harmful, and how to evaluate if your jurisdiction should implement preferences. Housing preferences on affordable housing platforms have the potential to keep Black and Brown folks housed that, due to redlining, segregation, and other racist practices, have historically been denied the right to affordable housing. However, if not implemented rigorously with data, intentional plans to continuously evaluate policies, and the proper infrastructure and capacity to create policies, preferences can do more harm than good. The purpose of our session is to provide information to State housing leaders on the importance of evaluating a jurisdiction's financial, political, and technological bandwidth before implementing preference policies that advance housing equity. Participants should be able to identify if their jurisdiction is in fact ready, or if there are a few more steps needed.

**Speakers:**

- Zach Berke, Founder and CEO, Exygy
- Dyvisha Gordon, Community Specialist, Portland Housing Bureau, City of Portland, Oregon

- Rick Jacobus, Principal, Street Level Advisors
- Jessica Sanclemente-Gomez, Strategic Advisor of Policy and Equitable Development, City of Seattle Office of Housing

## Integrating Healthcare and Housing in CalAIM: Anthem's Lessons Learned

### Brought to you by Abode Communities

**Description:** In 2019, Anthem Blue Cross (Anthem) developed a strategy to invest significant resources in addressing the housing related needs of its Members who were experiencing homelessness or at-risk of homelessness. An Anthem CA Flex Fund addressed the housing related needs of 130 individuals and families and over 300 Anthem members were referred to community-based partners for Housing Problem Solving. This strategy helped prepare for CalAIM, 20 California's major system transformation that includes a focus on improving health outcomes for those experiencing homelessness. This interactive workshop will explore lessons learned from an evaluation of these projects. Participants will be invited to share their own experience in building collaborations between housing and healthcare systems.

### Speakers:

- Samantha Earnshaw, Program Manager, Lutheran Social Services of Northern California
- Stefan Gonzalez, Associate III-Homeless Solutions, LeSar Development Consultants
- Kris Kuntz, Housing Manager-CA Medicaid Health Plan, Anthem Inc.
- Miguel Perez, Executive Director, Kings Tulare Homeless Alliance

## Creating Housing for People Experiencing Homelessness Using Housing Trust Funds

### Brought to you by Abode Communities

**Description:** The Governor signed legislation mandating California prioritize people experiencing homelessness for housing created through federal Housing Trust Fund dollars. This workshop will review the bill details, Housing Trust Fund requirements, restrictions, and possibilities to build a continuum of affordable and supportive housing for people experiencing homelessness. We will engage the audience in a robust conversation and brainstorming for this emerging prioritization. Come with ideas to share!

### Speakers:

- Lisa Engel, Chief Consultant, Assembly Housing and Community Development Committee

- Sharon Rapport, Director, California State Policy, Corporation for Supportive Housing
- Geoffrey Ross, Deputy Director, Financial Assistance — Federal Programs, CA Department of Housing & Community Development

## Background Checks, “Crime-Free Housing” Ordinances, and Fair Housing Law: Your Rights and Responsibilities

**Description:** Nearly a quarter of municipalities in California have “crime-free” or “nuisance” ordinances/policies that penalize housing providers for “nuisance” activities. “Nuisance activity” is often defined as calls to the police/emergency services, putting survivors of domestic violence and people with disabilities at risk. Additionally, many crime-free housing programs recommend screening out applicants with criminal histories, creating a massive barrier to housing for many people of color. Join us for an interactive discussion of the relevant laws impacting these ordinances and your rights and responsibilities.

### Speakers:

- Mariel Block, Senior Fair Employment and Housing Counsel, CA Department of Fair Employment and Housing
- Nathanael Hill, Program Compliance Branch Chief- Los Angeles FHEO Center, US Department of Housing and Urban Development’s Office of Fair Housing and Equal Opportunity
- Marcos Segura, Staff Attorney, National Housing Law Project

## “Now What?” Moving Narrative Strategy from Concept to Campaign

### Brought to you by Abode Communities

**Description:** Narrative Strategy is all the rage these days. But what are the real tools, tactics, and structures a movement needs to turn narrative from concept to campaign in a way that can change hearts and minds? With a deep dive into specific case studies, lessons learned, and opportunities identified ahead, this workshop offers replicable models and structures to inform your own work. Bonus: Come for the learning, stay for the collaborative dialogue! This session includes facilitated peer learning as we reflect on why and how to unify our movement’s message even as we execute localized and audience-specific campaigns.

### Speakers:

- Monet Boyd, Staff Planner, Bay Area Regional Health Inequities Initiative (BARHII)
- Dr. Jennifer Martinez, Policy Director, Housing Affordability, Chan Zuckerberg Initiative



- Anya Svano, Communications Director, ACCE
- Cory Winter Young, Communications Manager, Hamilton Families

## Organizing to Shift Power in the Suburbs

**Description:** Suburban communities have an outsized influence on housing policy decisions locally, regionally, and at the state and national levels. But organizing in the suburbs has its challenges — it is oftentimes physically isolated, siloed from other organizing work, under-resourced, and faces fierce political headwinds from entrenched power structures that oppose an equitable housing agenda. In this session, housing organizers will share their successes, hard-earned lessons, and concrete strategies they have used to shift power and advance housing justice in the suburbs. The speakers will be from three different organizations that are a part of the Regional Suburban Organizing Project and will talk about their experiences organizing in exclusive white enclaves, working class suburbs, and rural suburban cities. The speakers will share innovative new strategies to reach suburban communities and how they've taken on challenges.

### Speakers:

- Tony Bravo, Community Organizing Manager, Monument Impact
- Karym Sanchez, Executive Director, North Bay Organizing Project
- Chris Schildt, Director, Regional Suburban Organizing Project
- Evelyn Stivers, Executive Director, Housing Leadership Council of San Mateo County

## LEARNING LABS

### Low Income Housing Tax Credits Fundamentals

**Description:** The Low-Income Housing Tax Credit remains the most important and one of the most complex financing tools for the creation and preservation of affordable developments in California. This Learning Lab introduces the nuts and bolts of the tax credit program. Participants will learn how to calculate LIHTC equity and navigate TCAC's 9% scoring system. Whether you're new to affordable housing or already working on TCAC applications, you'll benefit from this interactive session.

### Speakers:

- Sherin Bennett, Associate Director of Training, California Housing Partnership
- Genise Choy, Housing, Finance Consultant, California Housing Partnership
- Chad Horsford, Senior Housing Finance Consultant, California Housing Partnership
- Anthony Zeto, Deputy Executive Director, California Tax Credit Allocation Committee

## Basics of Tax Credit Investor Buyouts

**Description:** The session will provide basic information to participants in tax credit investor buyouts at or near the end of the 15 year tax credit compliance period. The focus will be on understanding the rights and responsibilities of the sponsor and the investor. Each of the important actors will be discussed including the role of sponsor, investor, appraisers, lenders, regulators, accountants, and lawyers. We will learn how to predict a buyout price and how the cash assets of the owner will be distributed. We will discuss how to prepare for the buyout and how to influence the outcome by preparing in advance of the buyout date. This session is designed for project developers, asset managers, property managers, accountants, lenders, consultants, and investors seeking a basic understanding of the investor exit process. It is not designed for those that already have significant experience in tax credit investor exits.

**Speaker:**

- Joel Rebuszahl, Consultant, Community Economics, Inc.

## The Whole Caboodle: Understanding the Legal Documents in a Multifamily Housing Closing

**Description:** Each affordable development project has a voluminous set of loan documents, such as loan agreements, regulatory agreements, promissory notes, deeds of trust, and assignment agreements from multiple lenders. In addition, there may be documents that govern the ownership structure, such as an operating agreement and a partnership agreement with an investor, plus other documents. Then throw in architect and construction contracts, and there are enough documents to make your head spin! At best, it is a headache to read through all these documents. At worst, they contain pages and pages of legalese so intimidating and confusing that the documents are ignored. This workshop will unravel the mystery of all this paper so that you can understand why these documents are so important and what they do. It will also help you get a handle on how to review and negotiate these documents so that you can communicate your organization's goals to your lenders, attorneys, and other key participants in the deal.

**Speakers:**

- William DiCamillo, Partner, Goldfarb & Lipman LLP
- Isabel Brown, Partner, Goldfarb & Lipman LLP

## Fundamentals of Tax-Exempt Bonds

**Description:** Tax-exempt bonds are a complex financing tool commonly used by affordable housing developers to build and rehabilitate homes. Recent changes to the bond program have made this resource highly competitive, yet it is still a critical element of many financing structures and remains one of the most important sources of funding at our disposal. This Learning Lab will teach basic and technical requirements, the “who” and “why” of the many participants on those bond closing calls, the process of obtaining a bond allocation, how to create a financing structure that will give the best chance of leading to a successful application, and the costs associated with using this program. Both advanced students and beginners will benefit from this interactive session. We will delve into the program’s regulatory framework, examine critical legal issues, and discuss the financial implications and benefits of using tax-exempt bonds in different situations.

**Speakers:**

- Ben Barker, Municipal Financial Advisor, California Municipal Finance Authority
- David Kiddoo, Director of Public Housing Initiatives, California Housing Partnership
- Ron Lee, Shareholder, Jones Hall
- DC Navarrette, Program Manager, California Debt Limit Allocation Committee
- Claire Parisa, Associate Director, Consulting Supervision – Northern California, California Housing Partnership

## Intro to Affordable Housing Development and Finance

**Description:** Affordable housing project development is a complicated, challenging, long and iterative process. A successful project requires a team of organizations and individuals with specialized expertise from different disciplines and professions, that work closely together during multiple stages. Because development involves considerable financial risk, developers need a deep understanding of project proformas in addition to requiring careful coordination with development teams. But where do you start? This learning lab provides a basic overview of the affordable housing development process within its dominant financing framework of the Low-Income Housing Tax Credit and companion State funding sources. It focuses on the typical lifecycle of development, the roles of key development team members, and major issues and questions those newer to the profession may face. Attendees will also receive a basic primer on elements of a financial pro forma and basic underwriting, including how hard and soft debt sources interact to make the projects affordable and financially viable over the long term.

**Speakers:**

- Diana Downton, Senior Affordable Housing Finance Consultant, Community Economics, Inc.
- John Egan, President, Egan Simon Architecture

- Michelle Espinosa Coulter, Senior Housing Finance Consultant, California Housing Partnership
- Adrienne Gemheart, Housing Finance Consultant, California Housing Partnership
- Denice Wint, Vice President, Real Estate Development, EAH Housing