

AGENDA

NASLEF Annual Conference

Sept. 13 - 15, 2006

Wednesday, Sept. 13th

7:00 – 5:00 pm Registration & Information

For NASLEF Members Only:

8:00 – 9:00 am Continental Breakfast

9:00 – 12:00 pm Finance Directors Meeting

**12:00 – 2:00 pm NASLEF Executive Directors Luncheon Meeting Sponsored by
Nebraska Bankers Association**

2:00 – 4:00 pm Asset Management Bus Tour

**5:00 – 7:00 pm Reception at the Durham Western Heritage Museum
Sponsored by Nebraska Investment Finance Authority**

Thursday, Sept. 14th

7:00 – 5:00 pm Registration & Information

**7:00 – 8:00 am Continental Breakfast Sponsored by Massachusetts Housing
Investment Corporation**

8:00 – 8:30 am Welcome

**8:30 – 10:00 am General Session: “It’s A Jungle Out There” Sponsored by
Ohio Capital Corporation for Housing**

Welcome to the opening session of the 13th Annual NASLEF Conference. Fred Copeman and Soo-Jin Kim from Ernst and Young will present the findings of their most recent survey, *Understanding the Dynamics III: Housing Tax Credit Investment Performance*. Attention will be given specifically to the NASLEF footprint and industry experts will provide their comments and feedback.

10:15 – 11:45 am Concurrent Sessions

1) Accessibility and Liability

Are you familiar with the accessibility requirements of Fair Housing, ADA, and Section 504? Have you evaluated the properties in your portfolio to assess existing or potential

problems? As the limited partner, what is your potential liability if a property is sued to correct accessibility shortcomings? Ignorance may be bliss, but it no doubt can be costly.

2) Enhancing a Deal Beyond Pricing

You can compete on pricing, but what about the other deal terms? Experts in the tax credit market discuss what to expect in guarantees, credit adjusters, reserve requirements and how to negotiate deal terms beyond pricing.

3) Investor Speak Out

Hear it straight from the investors! What do they really think about the current market? How do they evaluate yields? What are their hot button concerns? What advice can they give funds in terms of lessons learned in the industry? Come, listen and dialogue with key NASLEF investors.

12:00 – 1:15 pm Lunch and Annual Business Meeting Sponsored by Great Lakes Capital Fund

1:30 – 3:00 pm Concurrent Sessions

4) Developing Diverse Business Lines

Are you looking at other lines of business? Learn about New Market Tax Credits, Title Companies, other loan products and lines of business that can diversify your operations beyond the ever changing low income housing tax credit market.

5) Y15 Case Studies - Sponsored by Applegate & Thorne-Thomsen

Remember Y2K? Well, it's time to worry about Y 15. Learn from the experts the things you will need to consider as the first wave of deals approach the 15 year mark. Topics include qualified contracts, exit taxes, and the HFA perspective, capital accounts, fair market value and general partner options. It's never too early to start planning your exit strategy.

6) Managing Your Professionals

When it comes to equity closings do you feel like the ring master, the juggler, or the clown? This session will discuss the roles of third-party professionals, what you should expect, new requirements, expected cost, and how you can better utilize their areas of expertise.

3:00 – 3:15 pm Refreshment Break Sponsored by Merritt Community Capital Corporation

3:15 – 4:45 pm

7) Technology and You

Equity funds and industry professionals continue to develop new products and uses of technology for our business. Information management and reporting systems, use of

websites, underwriting models and other specific new tools and approaches will be demonstrated and discussed.

8) Unique Underwriting Issues

Not your traditional workshop. Breakout groups led by moderators will discuss different approaches to addressing special underwriting concerns. Deal types discussed will include Rural Development projects, a range of HUD preservation deals and housing for special populations. The focus of this session is on sharing ideas on how to structure and underwrite developments that present unique challenges and opportunities for NASLEF members.

9) Value Added Programs

This session focuses on why and how we, as NASLEF Equity Funds, are different, by exploring the scope of work that each of us includes in the products and services we provide for our partners and residents beyond the syndication of tax credits. We will discuss our mission statements and link those objectives to the value-added programs we've developed to meet them. Examples of some of the value added programs include: grant programs, loans, community programs, packaging services, different marketing strategies, handling niche markets, and other resident services. We will discuss how to further achieve a link between mission and marketing, how these services help to develop and maintain long-lasting relationships and repeat business and justify why we should be tax exempt.

6:00 – 10:00 pm Zoo Event Sponsored by Deloitte & Touche, Kutak Rock & Midwest Housing Equity Corporation

An evening at Omaha's Henry Doorly Zoo. Walk through the Lied Jungle, enjoy dinner and laugh with comedienne T. Marni Vos.

Friday, Sept. 15th

7:30 – 12:00 pm Registration & Information

7:30 – 8:30 am Continental Breakfast Sponsored by Applegate & Thorne-Thomsen

8:30 – 10:00 am General Session: Advanced Issues of Tax Credits

You learned in the first session how it's a jungle out there. Experts are going to discuss issues beyond the norm with the latest on non-profit issues, Rural Development 515 "old and cold debt," and the tax-exempt bond climate. Here is a chance to ask the experts about issues you face in your transactions.

10:00 – 10:15 am Refreshment Break Sponsored by Horizon Bank

10:15 – 11:45 am Concurrent Sessions

10) Sustainable Architecture and Architectural Relationships

Do you think sustainability is a buzzword or an opportunity to improve design, reduce operating costs, and increase fund returns? Listen to architects talk about reusing historic structures, designing environmentally friendly housing, and formalizing those expectations in the contractual relationship with the architect.

11) Negotiation Skills for Success

Do you consistently negotiate the best possible outcomes and agreements for your organization? Do you know how to recognize and overcome the most common negotiating ploys? Do you hesitate to ask clearly and directly for what you want resulting in lost opportunities? Even seasoned professionals can make costly negotiation mistakes. Gain the credibility, respect and results you deserve in this hands-on program by learning how to: determine and overcome your internal obstacles to assertiveness; develop an effective plan and strategy for any negotiation; build trust and connection with a win-win approach; identify the best time and location for a meeting; confidently ask questions to dramatically increase your power; and recognize and leverage the rules of game.

12) Permanent Supportive Housing

A national commitment to end homelessness in 10 years starts with permanent supportive housing. National experts will describe the latest thinking and experience in blending affordable housing with services. Hear about nonprofit/for-profit partnerships, service provider relationships, the need for experienced providers, and the public benefits of supportive housing.

11:45 am Adjourn

Other Sponsors:

Fannie Mae

Bank of the West