BUILDING MICHIGAN COMMUNITIES

CONFERENCE

LANSING CENTER • LANSING, MICHIGAN

May 1-3, 2017

HOUSING ⸱ ASSETS ⸱ PEOPLE ⸱ PARTNERS

BuildingMICommunities.org

Registration Brochure

Monday Luncheon Speakers

How it all started … Our story in a nutshell.

JIM EDELMAN AND TOM DALDIN, UNDER THE RADAR, MICHIGAN

Like so many worthwhile endeavors, UTR was born out of necessity. In 2010, Jim and Tom both lost their livelihoods and had to literally reinvent themselves to survive. Jim was head of national sales for a big radio conglomerate, and Tom was flying around the country producing automotive videos for Detroit's "Big Three" car companies. When the auto industry took a serious slide, Tom lost most of his income and was slowly going broke. On President Obama's inauguration day, the company Jim worked for laid off half it's workforce nationally. Here they were two longtime friends up the financial creek without a paddle. And, when we say long time, we met in 1982 when we were both getting our work feet wet at 101.1 WRIF radio.

About 10 years ago Tom attempted to produce and host a kids TV show called "Bob's Job." The program was a career series that showed kids different jobs, and what its really like to be a grownup. Tom produced three episodes that were aired on Detroit Public Television, but the project eventually faded away due to lack of funding. Jim and Tom decided, what the heck, let's go see if together we can resurrect the kids show with PBS. While meeting with PBS they were told that PBS was not interested in more children's programming. Jim and Tom are both huge fans of where they live, and of any and all travel shows. So, after a few blank stares, dramatic pauses, and a couple swift kicks back and forth under the table. Jim and Tom said, "how bout a Michigan exploration program, where we travel the state discovering and uncovering cool people, places and things that people don't (but should) know about?"

Well, their eyes widened as they said, "make it, fund it, bring it back, we'll broadcast it, and they will come." We've been having an amazingly fun and rewarding adventure ever since.

US Department of Housing and Urban Development Secretary nominee Ben Carson has been invited to speak at this year's conference. We hope to hear sometime soon after his confirmation. Stay tuned!

DIRECTIONS & PARKING

For details on directions and parking
for the conference, please visit the conference website at
www.BuildingMICommunities.org

LANSING CENTER

333 E. Michigan Avenue
Lansing, MI 48933

HOTELS

The following hotels have offered group rates to conference attendees. After the cutoff dates, rooms may not be available at the group rates.

When making a reservation, ask for the Building Michigan Communities Conference group rate.

RADISSON HOTEL

111 N. Grand Ave., Lansing, MI 48933
Phone: 517-482-0188
Group Rate: $144 single/double
Cut-off Date: Friday, March 26, 2017
Note: The Radisson Hotel is connected by a walkway
to the Lansing Center

HYATT PLACE / EASTWOOD

2401 Showtime Dr
Lansing MI 48912
Phone: 1-888-492-8847
Hyatt.com group code G-BMCC
Group Rate: $139
Cut-off Date: Friday, March 31, 2017

EXHIBITS

Stroll through the exhibit space, Monday 8:00am - 6:30pm and Tuesday 7:30am - 5:00pm.

Located in Exhibit Hall A, conference attendees can observe a number of companies featuring products and services available on the market today, as well as many other creative displays supporting Michigan communities.

MONDAY RECEPTION

5:00pm - 6:30pm • EXHIBIT HALL A

Unwind from the first day of sessions and visit with the sponsors and exhibitors. Entertainment will be provided by Dee Hibbert & Company. There will be food and a cash bar.

CEDAM/CDAD ANNUAL MEMBERSHIP CELEBRATION

Please join the Community Economic Development Association of Michigan (CEDAM) and the Community Development Advocates of Detroit (CDAD) as they celebrate nearly 20 years of representing the CED industry in Michigan at their **Annual Membership Celebration**! This special event will take place on **Tuesday, May 2, 2017**, at the Christman Building, located a short distance from the Lansing Center. The Christman Building – world headquarters of the Christman Company – is listed on the National Register of Historic Places and was recipient of the world's first double-platinum LEED® designation. The Christman Company has graciously allowed use of its top-floor event space and rooftop patio for our guests' enjoyment.

This entertaining event will feature an excellent array of heavy appetizers and desserts by one of Lansing's top caterers, a complimentary bar, door prizes and other fun surprises. You won't want to miss out on the spectacular views afforded of the State Capitol Building from the rooftop terrace of the Christman Building. The mix of company, environment and energy will make for an excellent evening!

Please pre-register for this event ($50 for CEDAM/CDAD members; $65 for non-members) as part of your conference registration, or call Susan Andrews at 517-485-3588 for more information.

ANNUAL MEMBERSHIP CELEBRATION

Day: **Tuesday, May 2, 2017**

Time: **5:00pm – 8:00pm**

Location: **Christman Building**
208 N. Capitol Avenue
Lansing, MI 48933

Who: **All are welcome – please pre-register**

Cost: **$50 CEDAM/CDAD Members**
$65 Non-Members

CONFERENCE REGISTRATION

Registration is located in the main concourse. Please stop by at the following hours to pick up your registration packet or to register on-site:

• Sunday, April 30, 4:30pm – 6:30pm

• Monday, May 1, 7:30am – 6:30pm

• Tuesday, May 2, 7:30am – 4:30pm

• Wednesday, May 3, 7:30am – 11:00am

TUESDAY AWARDS LUNCHEON
11:45am - 1:15pm

A conference awards luncheon honoring individuals who have gone beyond the call of duty in supporting affordable housing, community development and quality service to individuals with low and moderate incomes. The coveted Duvernay Award will be presented, along with the following special industry recognition awards:

- CEDAM's CED Advocate of the Year Award

- CEDAM's CED Leader of the Year Award

- Corporation for Supportive Housing (CSH), Julie Sandorf Award

- Habitat for Humanity of Michigan Affiliate of the Year Award

- MSHDA's Homeownership Division Housing Education Program Counselor and Housing Education Program Agency of the Year Awards

- The Corrie Bair Building Inclusive Communities Award

- The Federal Home Loan Bank of Indianapolis Community Spirit Award

- The Michigan Disability Rights Coalition, Building Inclusive Communities Award

DUVERNAY AWARD
Presented at Tuesday's Awards Luncheon

In memory of Terrence R. Duvernay, former MSHDA executive director, the conference planning committee established an annual leadership award commemorating Terry's lifelong commitment to affordable housing. The award goes to the person who best reflects the ideals and personal qualities exhibited by Duvernay. The awardee will also receive a cash award, which will be given to the nonprofit housing or community development organization for which the awardee works or designates as the recipient.

PAST DUVERNAY AWARD WINNERS:

- **2016-Sandra Pearson,** Habitat for Humanity of Michigan
- **2015-Marvin D. Veltkamp,** Medallion Management
- **2014-Thomas Goddeeris,** Grandmont Rosedale Development Corp.
- **2013-Mark McDaniel,** Great Lakes Capital Fund
- **2012-Evelyn Brown,** Local Initiatives Support Corporation
- **2011-Karl L. Gotting,** Loomis Law Firm
- **2010-Dennis Sturtevant,** Dwelling Place
- **2009-Mary L. Trucks,** FiveCAP, Inc.
- **2008-Melvin Washington,** Phoenix Communities and Castle Construction
- **2007-Ron Calery,** Chippewa-Luce-Mackinac Community Action Agency
- **2006-Gene Kuthy,** Michigan Interfaith Loan Fund
- **2005-Noreen Keating,** Lighthouse of Oakland County
- **2004-Linda Smith,** U-SNAP-BAC, Inc./ U-SNAP-BAC Non-Profit Housing Corporation
- **2003-Jonathan Bradford** Inner City Christian Federation
- **2002-Dr. Kenneth W. Bensen,** Habitat for Humanity of Michigan

Tuesday Awards Luncheon Emcee

Tahirih Ziegler
EXECUTIVE DIRECTOR, DETROIT LOCAL INITIATIVES SUPPORT CORPORATION (LISC)

Tahirih Ziegler is an Executive Director with Local Initiatives Support Corporation (LISC). Since 2010, she has led a team that has implemented community development strategies that have facilitated the investment of $86.6 million in grants, loans and national resources into Detroit neighborhoods. Prior to joining LISC, Ziegler was a Construction Manager with a NeighborWorks organization. She was introduced to community development by serving as an AmeriCorps member

Ziegler serves as the Chair of the Detroit CDFI Coalition, is a member of the PNC Community Advisory Committee, the Invest Detroit Advisory Committee, the Urban Partnership Bank Advisory Board and the Metro Matters Board. In 2016, Ziegler was recognized as one of Crain's Fifty Names to Know in Real Estate. Ziegler attained a Masters of Public Administration in Nonprofit Leadership at Western Michigan University as well as a Bachelor of Science in Construction Management from Michigan State University.

We have great things planned for you

MONDAY AT-A-GLANCE

7:30am - 6:30pm	**Registration Open**
8:00am - 6:30pm	**Exhibit Hall Open**

8:30am - 10:00am - SESSION

Home Rental Compliance 101: Program Overview
Tax Credit Development 101 Part 1

9:15am - 10:00am	**Welcome Speaker**

10:15am - 11:45am - SESSIONS

Advocacy 101: How Advocacy Can Help End Homelessness
Fundamentals of Developmental Disability and Dementia
HOME Rental Compliance 201: Occupancy, Recordkeeping and Reporting Requirements
Integrated Bed Bug Management
Next Generation Leaders: Youth in Changing Communities
Nuts and Bolts of Integrating Student Loan Counseling with Housing Counseling
Tax Credit Development 101 Part 2
What's New in HMIS

11:45am	**Networking Break**
12:00pm - 1:15pm	**Lunch - Speaker — *Under the Radar***

1:30pm - 3:00pm - SESSIONS

Against the Odds: Marquette and Flint Return Treasured Historic Buildings Back to Life
Capitalizing on Tax Time to Increase Personal Assets and Improve Local Economies
HOME Rental Compliance 301: Maintaining the Unit Mix and Dealing with Over Income Tenants
Leadership: How to Recognize it and Why it Matters
Providing a Payday Loan Alternative for Your Community: The Community Loan Center Program
Sex, Lies and Vacant/Blighted Properties: A Debate
The Development Process
The Use of Community Health Workers and Evidence Based Practices to Improve Health Outcomes of the Homeless in our Communities
What PHAs Can Offer the CoC
Working Together to Build a Healthy and Safe Community

3:00pm - 3:30pm	**Networking Break**

3:30pm - 5:00pm - SESSIONS

CoC/PHA Collaboration and Engagement Agreements
Go Play in the Street! How to Launch Open Streets in Your Community
Growing Nonprofit Revenue
HOME Rental Compliance 401: Maintaining Compliance in HOME Funded Layered Projects (Combining HOME with Tax Credits and/or Rental Assistance)
Land, Water, People, Place: Reinventing Rustbelt Communities by Rethinking Outdoor Recreation
Marketing on the Skinny Using the Internet
Tax Credit Development 101 Part 3
The Impact of Architecture and Design
Working Smarter, Not Harder: Improve Your Grant Writing Process

5:00pm - 6:30pm	**Reception with Sponsors and Exhibitors**

this year!

Amazing Sessions • Fantastic Exhibitors
JOIN US — Reserve your seat now!

TUESDAY AT-A-GLANCE
Tuesday • May 2

7:30am - 4:30pm	**Registration Open**
7:30am - 8:30am	**Breakfast**
7:30am - 5:00pm	**Exhibit Hall Open**

8:30am - 10:00am - SESSIONS

Becoming Your Best Executive Director
Building Better Relationships Inside and Out By Becoming "People Smart"
"Congratulations, Your Grant was Approved!", The Nuts and Bolts of Writing a Winning Grant Proposal
Equitable Community Engagement: What Is It and Why It Matters in Your Community
Housing Tax Credit Syndicator Panel
Matrix Mapping - A Graphic Approach to Mission and Financial Sustainabilty
Multi-Family Feud: Compliance Basics
On the Edge: America's Middle Neighborhoods
The Post-Award 9% LIHTC Process
(Tiny) Homeownership
Using Data and Coordinated Entry to Drive Systems Change and CoC Reallocation Strategies

10:00am	**Networking Break**

10:15am - 11:45am - SESSIONS

Building Great, Innovative Meetings that Engage Board Members, Staff and Volunteers
Closing Gaps for Clients: Using HandUp Detroit to Meet Unmet Needs
Create the Pipeline by Sparking Entrepreneurship in YOUR Community
Eco-D: Establishing EcoDistricts in Detroit
Find the Hidden Errors
Hot Topics: Housing Policy on the National Stage
How to Recruit and Maintain Strong Relationships with Landlords
Latest Trends and Structuring Techniques in Historic Preservation
Leading Strategic Plan Execution: The Missing Ingredient in Organizational Success
MSHDA Direct Lending Process Improvements
MSHDA's Key to Own Section 8 Homeownership Program
The Language of Leadership – Transforming Complaint to Commitment

12:00pm - 1:15pm	**Awards Luncheon —**_Emcee Tahirih Ziegler_

1:30pm - 3:00pm - SESSIONS

Community, Culture and Preservation: Greater than the Sum of its Arts
Compliance Jeopardy
Current Debt Options for Affordable Housing Developments
Federal Home Loan Bank of Indianapolis' Cycle of Homeownership Assistance
Financial Capability 101
Homelessness: Personal Stories and Journeys Toward Success
How Universities Can Collaborate with Neighborhood Organizations to Determine Housing Needs
Medicaid and Supportive Housing in Michigan: Key Leaders Discuss Policy, Strategy and Pilot Programs
Please, Not Another Unproductive Meeting: Making Great Things Happen Through Skillful Facilitation

3:00pm - 3:30pm	**Networking Break**

3:30pm - 5:00pm - SESSIONS

Clear Boarding Helps Revitalize Our Communities
Compliance CalcOlympics!
Creating and Adapting Supportive Housing for Aging Homeless Population
Friends, Neighbors - Lend Me Your Ears (and Your Dollars)
HAVEN: Retooling Services for Those Experiencing Domestic Violence with a One-Stop Shop
Managing Conflict of Interest
Mixed Income and Mixed Use Rental Developments
MSHDA's Homeownership Programs - Delivering the Dream to Michigan Families
Rebuilding Financially After Foreclosure
Removing the Invisible Wall, One Brick at a Time
UPDATE: Michigan's Campaign to End Homelessness Action Plan 2017-2019

WEDNESDAY AT-A-GLANCE   Wednesday • May 3

| 7:30am - 11:00am | Registration Open |
| 7:30am - 8:00am | Breakfast |

8:30am - 10:00am - SESSIONS

Building a Strong, Active and Decisive Nonprofit Board
Building Community Connections: Using the Michigan Commonwealth System to Build Resources
CQI, Performance Measures and Outcomes: Be Better at What You Do
Fair Housing: What You Need to Know
Filling the Gap with the Federal Home Loan Banks' Affordable Housing Program
HUD Multi-Family Housing Asset Management: New/Updated Workflow Processes Housing Market Trends and Opportunities for Metropolitan Detroit—Common Issues as Catalysts for Collective Action Leadership for a Healthy Workplace Culture: Your Ultimate Competitive Advantage
MSHDA/HUD SECTION 811-Supportive Housing for Person with Disabilities Program and MSHDA/HCV Programs – Section 8 Rental Assistance
REAC Not REACT- Building a Successful REAC Program Part 1
State Incentives and Tools: Transforming Your Community

| 10:00am - 10:15am | Networking Break |

10:15am - 11:45am - SESSIONS

Building Trust to Build Michigan Communities
Digging Deeper Into USDA Rural Housing Service
Everything You Thought You Knew About Credit Scores Just Changed
HUD Multi-Family Housing Asset Management: Updates
Human Trafficking: A Michigan Reality
Let's Party! Planning a Successful Fundraising Event
Negotiating Troubled Deals
Nuts and Bolts of the Built for Zero Initiative: Lessons from Participating Communities
REAC Not REACT- Building a Successful REAC Program Part 2
Trust: The Bedrock of Success
Updating Your Tools: Managing Your Career
Why PLACE Matters in Affordable Housing: Insights and Strategies for Building Healthy Communities

| 11:45am - 12:00pm | Networking Break |
| 12:00pm - 1:15pm | Lunch |

Monday

8:30am - 10:00am

HOME RENTAL COMPLIANCE 101: PROGRAM OVERVIEW

If you have not used HOME funds before, or have only used them for one type of activity and want to hear about other potential uses, join us for an overview of the HOME Program. The session will provide background on the HOME program, who can use the funds, the range of eligible uses, and the essential compliance requirements that go with using these federal funds for low-income housing.
Audience Level: Beginner
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelists: Monte Franke, Franke Consulting Group

TAX CREDIT DEVELOPMENT 101 PART 1

Cinnaire has designed three consecutive sessions for participants who have little or no experience developing with housing tax credits. In this first session attendees will learn how to calculate a first mortgage, learn how to obtain tax credits, and learn how to determine how much credit a development can obtain. Bring a calculator and your questions.
Audience Level: Beginner
Moderator: Tom Caldwell, Cinnaire
Panelists: Tom Caldwell, Cinnaire; Stephanie Stoll, Cinnaire; Tony Moulton, Cinnaire; Ben Stehouwer, Cinnaire

10:15am - 11:45am

ADVOCACY 101: HOW ADVOCACY CAN HELP END HOMELESSNESS

This session will provide basic strategies for successful advocacy campaigns, with participants learning the difference between advocacy and lobbying efforts. Learn about relevant state and national policy issues and ways of using advocacy to educate legislators in order to impact policies that relate to homelessness.
Audience Level: Beginner
Moderator: Jesica Vail, Heart of West Michigan United Way
Panelists: Eric Hufnagel, Michigan Coalition Against Homelessness; Jason Weller, Michigan Coalition Against Homelessness; David Anderson, Kalamazoo Community Mental Health and Substance Abuse Services

FUNDAMENTALS OF DEVELOPMENTAL DISABILITY AND DEMENTIA

People with developmental disabilities are living longer than ever, and with longer life comes an increased risk of dementia. Join us to learn the risk of dementia for those with developmental disabilities; the unique signs and symptoms of dementia in this population; and how to best respond to changes in behavior, personality, communication, and self-care abilities.
Audience Level: Beginner
Moderator: Esther Haugabook, Michigan State Housing Development Authority
Panelist: Kate Pierce, Alzheimer's Association-Greater Michigan Chapter

HOME RENTAL COMPLIANCE 201: OCCUPANCY, RECORDKEEPING AND REPORTING REQUIREMENTS

Join program expert Monte Franke and MSHDA for a discussion of HOME occupancy, recordkeeping and reporting requirements. This session will address HUD requirements regarding selection plans, priorities and preferences, tenant screening, waiting lists and leases.   We will also review MSHDA recordkeeping and reporting requirements and forms. Bring your questions, and learn how to ensure that you have maintain full documentation of compliance.
Audience Level: Intermediate
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Monte Franke, Franke Consulting Group

INTEGRATED BED BUG MANAGEMENT

Touching on the latest developments and thinking beyond relying solely on the Pest Management Contractor, this session will discuss strategies that are working to keep residents happy and owners from going broke. Learn how to stretch your resources and having a team that is proactive and watchful. This will result in resolving bed bug problems in the early stages. We will discuss what is working and how we must be united; resident, management and contractor to win at this growing problem.   Knowledge is power in the Bed Bug War!
Audience Level: Beginner
Moderator: Gary Offenbacher, Continental Management
Panelists: Gary Offenbacher, Continental Management; Erik Foster, Michigan Department of Health & Human Services

NEXT GENERATION LEADERS: YOUTH IN CHANGING COMMUNITIES

Our Design-Thinking workshop will focus on the work being done with the Urban Neighborhood Initiatives Youth Advisory Board. Youth advisory participants learn about methods of community engagement, select an approach, engage members in the community in various ways, gather data from community members about their concerns, review the data in meetings, select a problem as defined by their data, and then implement an action to alleviate the social problem that they find most feasible to tackle that year.
Audience Level: Beginner
Moderator: Brandon Ivory, Local Initiatives Support Corporation (LISC)
Panelist: Alicia McCormick, Urban Neighborhood Initiatives

NUTS AND BOLTS OF INTEGRATING STUDENT LOAN COUNSELING WITH HOUSING COUNSELING

Thinking of integrating student loan counseling with your housing program? Learn effective ways to add student loan counseling as a complementary component to your existing housing program. Explore best practices from housing counseling agencies already providing counseling and guidance for consumers of all ages struggling with student loan debt. With the information and tools presented in this session, you will be able to develop an effective marketing campaign to launch or grow your integrated program. This session is a great opportunity for your organization to consider an innovative approach to grow your housing counseling program.
Audience Level: Beginner
Moderator: Sue Ortiz, Habitat for Humanity of Michigan
Panelist: Denise Keiser, Center for Financial Health

TAX CREDIT DEVELOPMENT 101 PART 2

The second of three sessions for participants who have little or no experience developing with housing tax credits. In the second session attendees will learn how much equity a development will receive, learn about other sources of financing to the development, and determine the financial feasibility of a potential development.
Audience Level: Beginner
Moderator: Tom Caldwell, Cinnaire
Panelists: Tom Caldwell, Cinnaire; Stephanie Stoll, Cinnaire; Tony Moulton, Cinnaire; Ben Stehouwer, Cinnaire

SESSION KEY
= HOUSING-MULTIFAMILY
= PEOPLE-ENDING HOMELESSNESS
= ASSETS-VIBRANT COMMUNITIES
= HOUSING-HOMEOWNERSHIP
= ASSETS-ORGANIZATIONAL DEVELOPMENT

SESSION DESCRIPTIONS

10:15am - 11:45am *continued*

WHAT'S NEW IN HMIS
The HMIS landscape is undergoing seismic changes this year! With the introduction of ServicePoint Version 6, and the new Qlik reporting tool, many agencies and communities are experiencing major changes in how they collect and analyze data. MCAH team members Jill Shoemaker and Kaity Hemgesberg will walk through these key changes, and discuss how to get the most out of HMIS moving forward.
Audience Level: Intermediate
Moderator: Michelle Edwards, Michigan State Housing Development Authority
Panelists: Jill Shoemaker, Michigan Coalition Against Homelessness; Kaity Hemgesberg, Michigan Coalition Against Homelessness

1:30pm - 3:00pm

AGAINST THE ODDS: MARQUETTE AND FLINT RETURN TREASURED HISTORIC BUILDINGS BACK TO LIFE
The Holy Family Orphanage was built in 1915, its five stories of native sandstone commanding a stunning view of Marquette and Lake Superior. Vacant after 1981, the structure has gone through a $15.8 million repurposing that provides 56 affordable housing units. Flint's Capitol Theatre opened in 1928, a movie "palace" ornate both inside and out. Underutilized since 1996, the building has undergone a $32.5 million renovation to return the 1,600 seat theater to use and provide 20,000 square feet of commercial and retail space. Both are listed on the National Register of Historic Places, treasured assets rescued by their communities.
Audience Level: All
Moderator: Janet Kreger, Michigan Historic Preservation Network
Panelists: Richard Ballard, North Coast Community Consultants, LLC; Joe Martin, Charles Stewart Mott Foundation

CAPITALIZING ON TAX TIME TO INCREASE PERSONAL ASSETS AND IMPROVE LOCAL ECONOMIES
For many low-income families, tax time is the one time of year they have access to a large pot of money. It can be a great time for families to get caught up on bills, pay for major repairs or save for a down payment on a home. Unfortunately, too many families miss this opportunity. Even worse, they fall prey to predatory financial service providers, paying for unnecessary and high cost services and loans. Find out what you can do to help families in your community at tax time keep more of what they earn.
Audience Level: Beginner
Moderator: Carol Brito, Michigan State Housing Development Authority
Panelists: Ross Yednock, Community Economic Development Association of Michigan; Brian Rakovitis, United Way of Washtenaw County; Troy Milton, Wayne Metro Community Action Agency

HOME RENTAL COMPLIANCE 301: MAINTAINING THE UNIT MIX AND DEALING WITH OVER INCOME TENANTS
Join HOME program expert Monte Franke and MSHDA for an interactive discussion of HOME of ongoing rental compliance topics – including rent adjustments, handling over-income tenants, and maintaining the required mix of HOME units over the affordability period. You will be given cases to discuss with your peers and make management decisions to maintain the unit mix and ongoing compliance.
Audience Level: Intermediate
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Monte Franke, Franke Consulting Group

LEADERSHIP: HOW TO RECOGNIZE IT AND WHY IT MATTERS
This session will explore the research behind leadership at all levels. Participants will examine the five practices that research tells us is used by successful organizations regardless of their mission or structure. Based on concepts found in the groundbreaking research of James Kouzes and Barry Posner, this session will share the five practices exhibited for decades by exemplary leaders of nonprofits, corporations and governments at all levels. Through interactive conversations, participants will discover the application of these practices in their personal lives and the organizations they lead.
Audience Level: Intermediate
Moderator: Melodie Stacey, Opportunity Resource Fund
Panelist: Tom Williams, Nonprofit Network

PROVIDING A PAYDAY LOAN ALTERNATIVE FOR YOUR COMMUNITY: THE COMMUNITY LOAN CENTER PROGRAM
Many low-income families are unable to obtain conventional credit and rely on payday and auto-title lenders for small loans that come with predatory interest rates. This session will look at an alternative working in three states that allows local nonprofits to serve as the lender for a fairly priced payday loan alternative program that is both sustainable and scalable. To date the Community Loan Center has provided more than 15,000 loans in three states and saved borrowers over $8 million compared to payday loans. Find out how your organization can provide the Community Loan Center in your city.
Audience Level: Advanced
Moderator: Brian McGrain, Community Economic Development Association of Michigan
Panelist: Matt Hull, Texas Community Capital

SEX, LIES AND VACANT/BLIGHTED PROPERTIES: A DEBATE
The Michigan Vacant Property Campaign has directly assisted over 30 varied communities with vacant and blighted property issues. Themes have emerged: greedy owners leave properties vacant waiting to sell in hopes of "the big payoff"; absentee landlords skate on property conditions by ignoring citations; communities don't think they "need" a landbank; and won't consider an historic district because it smacks of government. This session will include illuminating, entertaining, thought provoking debates incorporating role-plays by audience members and specialists, and will conclude with a debriefing of each debate topic, as well as recommendations and resources for addressing each of these thorny issues.
Audience Level: Intermediate
Moderator: Julie Hales-Smith, Michigan Vacant Property Campaign
Panelists: Payton Heins, Center for Community Progress; Jamie Schriner Hooper, Community Economic Development Association of Michigan; Julie Hales Smith, Michigan Vacant Property Campaign; Richard Murphy, Michigan Municipal League

THE DEVELOPMENT PROCESS
An entertaining workshop that provides a comprehensive overview of the real estate development process. The session outlines the sequences of activities and the roles played by development team members as you move through the various stages of development planning, design, finance, government, approvals, construction, lease-up, and operations
Audience Level: Beginner
Moderator: Don Klump, Cinnaire
Panelist: Mark McDaniel, Cinnaire

THE USE OF COMMUNITY HEALTH WORKERS AND EVIDENCE-BASED PRACTICES TO IMPROVE HEALTH OUTCOMES OF THE HOMELESS IN OUR COMMUNITIES
The Pathways to Better Health of the Lakeshore (PBHL) was formally created in July 2012 when the Michigan Public Health

Institute (MPHI) and the Michigan Department of Community Health (MDCH), and community partners in Muskegon, Saginaw and Ingham County, received a Health Care Innovation Award (HCIA) from the Centers for Medicare and Medicaid Innovation (CMMI). PBHL aims to improve health and experience of care while containing costs by targeting vulnerable adults with multiple chronic diseases and address social determinants of health. The Pathways to Better Health Program utilizes community health workers to link parolees, high-risk pregnant women, individuals with chronic disease and high-risk students with housing, utilities, prescription assistance, etc. to address both their medical and social needs. This presentation offers robust dialogue showcasing collaborative efforts across community agencies including health and housing sectors as they move this work forward.
Audience Level: Intermediate
Moderator: Stephanie Oles, Michigan State Housing Development Authority
Panelist: Judith Kell, Pathways to Better Health of Lakeshore

WHAT PHAS CAN OFFER THE COC 🌿

Part one in a two part series, this session is an introduction to provide an overview for the "CoC/PHA Collaboration and Engagement Agreements" session. This session focuses on core functions of Public Housing Authorities (PHAs) and how the key programs work and are administered.
Audience Level: Beginner
Moderator: Daniel Huyck, U.S. Department of Housing and Urban Development
Panelist: Douglas Gordon, U.S. Department of Housing and Urban Development

WORKING TOGETHER TO BUILD A HEALTHY AND SAFE COMMUNITY 👪

Come join us for an exciting and interactive session on working together to build healthy and safe communities. In this session, we will go through a case study scenario of events, that you the attendee, will help us work through to a purposeful conclusion. Gain experience by sharing yours!
Audience Level: Intermediate
Moderator: Aileen Waldron, USDA Rural Development
Panelists: Tyler LaPlaunt, Great Lakes Inter-Tribal Council - Epidemiology Center; Erin Carter, Michigan State University

3:30pm - 5:00pm

COC/PHA COLLABORATION AND ENGAGEMENT AGREEMENTS 🌿

Part Two in the Series: This is a follow up session to "What PHAs Can Offer the CoC". This session takes the information on available resources and presents efficient ways to collaborate and partner to further the goal to end homelessness. The session will provide strategies and tips for beginning dialogue with CoCs to explore partnerships, improving relationships, and building collaboratives with their local PHA(s).
Audience Level: Intermediate
Moderator: Daniel Huyck, U.S. Department of Housing and Urban Development
Panelist: Douglas Gordon, U.S. Department of Housing and Urban Development

GO PLAY IN THE STREET! HOW TO LAUNCH OPEN STREETS IN YOUR COMMUNITY 👪

Open Streets are an international movement to encourage physical activity and community building by temporarily closing streets to cars and opening them up for people to walk, run, bike and engage in other healthy activities. Detroit held its first Open Streets program in Fall 2016, temporarily closing down 3.7 miles of Michigan Avenue and Vernor Highway. This session will provide a behind the scenes look at what it takes to put on an Open Streets event in your community, including planning, fundraising, route selection, logistics, community outreach and engagement, volunteer recruitment and management, evaluation and more!
Audience Level: Beginner
Moderator: Janet Kreger, Michigan Historic Preservation Network
Panelists: Lisa Nuszkowski, Detroit Bike Share; Chad Rochkind, Human Scale Studio

GROWING NONPROFIT REVENUE ⓘ

Increasingly, non-profits have become relied upon to provide social services that government agencies have dropped, because the need remains. However, funding has not followed the shift. To help you bridge the gap, this session focuses on various ways to increase agency revenue for grant match, to pay bill or operations, and for imitative services development.

Sources will include billable services, philanthropy, grants and corporate business development and in-kind support. We will touch on but not dwell on fundraising activities or grants, but more on how to position leadership to re-envision its operating paradigm and to to access or maximize resources.
Audience Level: Intermediate
Moderator: Brandon Ivory, Local Initiatives Support Corporation (LISC)
Panelist: Nathaniel Warshay, Community & Home Supports

HOME RENTAL COMPLIANCE 401: MAINTAINING COMPLIANCE IN HOME FUNDED LAYERED PROJECTS (COMBINING HOME WITH TAX CREDITS AND/OR RENTAL ASSISTANCE) 🏠

Join HOME program expert Monte Franke and MSHDA for a discussion of the most challenging compliance issues pertaining to HOME assisted units layered with Tax Credits, and/or Project Based Section 8, or HCV (Housing Choice Vouchers). Learn how to meet the compliance requirements for all programs, even when the rules of the program are in conflict. Bring your compliance questions, and listen to discussions of topics such as complying with HOME and LIHTC student rules in the same unit, calculating utility allowances, determining maximum contract rents, and dealing with over-income tenants.
Audience Level: Advanced
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Monte Franke, Franke Consulting Group

3:30pm - 5:00pm *continued*

LAND, WATER, PEOPLE, PLACE: REINVENTING RUSTBELT COMMUNITIES BY RETHINKING OUTDOOR RECREATION

Parks and natural features are increasingly important to the success of community placemaking and economic development efforts. Community development advocates will learn about the economic value of the outdoor recreation economy; to speak the language of the fast-changing world of outdoor recreation; and learn to partner together in creating great places by linking recreation and community development. Join us in exploring key issues at the nexus of outdoor recreation, placemaking and conservation where we find a unique opportunity to understand the value of the natural world and make community development projects more authentic and successful.

Audience Level: Intermediate

Moderator: Aileen Waldron, USDA Rural Development

Panelists: Jonathan Jarosz, Heart of the Lakes; Brad Garmon, Michigan Environmental Council

MARKETING ON THE SKINNY USING THE INTERNET

The internet has become the number one source for leads in our business but most do not take advantage of it…Because it is confusing, overwhelming and thought to be time consuming, expensive, and not very effective, to attract the "low Income" or "Affordable Housing" demographics. WRONG! It is one of the most effective to attract our target demographics that qualify for our communities. Come and learn how to effectively market your community online for low to no cost.

Audience Level: Beginner

Moderator: Katie Vondra, Cinnaire

Panelists: Elaine Simpson, Occupancy Solutions

TAX CREDIT DEVELOPMENT 101 PART 3

The third of three sessions for participants who have little or no experience developing with housing tax credits. In the third session attendees will use the skills they have learned in the previous two sessions in two case studies. The first will be for a development financed using 9% housing tax credits. The second will be a case study using 4% tax credits. Staff will cover general operating guidelines and will learn basic underwriting guidelines.

Audience Level: Beginner

Moderator: Tom Caldwell, Cinnaire

Panelists: Tom Caldwell, Cinnaire; Stephanie Stoll, Cinnaire; Tony Moulton, Cinnaire; Ben Stehouwer, Cinnaire

THE IMPACT OF ARCHITECTURE AND DESIGN

Through a series of project case studies, Berardi + Partners will present the importance of the end-users' needs and comforts while striving for quality design and interior environments that is affordable and efficient. The projects will provide insight into the positive impacts on the occupants, the building staff, and the adjacent communities. The goal of the presentation is to reinforce the value of understanding the occupants and caring about how quality architecture and design can improve one life at a time.

Audience Level: Beginner

Moderator: Karen Gagnon, Michigan State Housing Development Authority

Panelist: Dan Mayer, AIA

WORKING SMARTER, NOT HARDER: IMPROVE YOUR GRANT WRITING PROCESS

Your takeaways will be your customized to-do list, a step by step workbook and key strategies to get your program staff and finance people in the same room to ensure you find the funding you need. Join us for a fast-paced workshop filled with practical applications and a few friendly reminders about some frequent bad behaviors.

Audience Level: Intermediate

Moderator: Tyler Peterson, Opportunity Resource Fund

Panelist: Regina Funkhouser, Nonprofit Network

Tuesday

8:30am - 10:00am

BECOMING YOUR BEST EXECUTIVE DIRECTOR

This session examines the key skills, knowledge and practices necessary to go beyond standard performance and seek an experience in which you exceed as an impactful executive director at a nonprofit organization. Through the use research, discovery sessions and best practice presentations, participants will explore the balance between the "business side" and the "mission side" of their complex nonprofit position. We will examine leadership practices, role on which to focus, building trust, building teams and navigating change and crisis. Participants will be provided a planning tool during the session and will leave with an action plan for personal growth.

Audience Level: Intermediate

Moderator: Tim Strasz, Opportunity Resource Fund

Panelist: Tom Williams, Nonprofit Network

BUILDING BETTER RELATIONSHIPS INSIDE AND OUT BY BECOMING "PEOPLE SMART"

Come join us as we introduce what "Being People Smart" is and how it helps organizations succeed in building strong employee, volunteer and client relationships. This session will incorporate video clips, online polling and small group discussions to enable participants to gain a deeper understanding of the strengths of individual work styles and how they influence

- People's opinions about other people
- Their decision-making processes
- The manner in which they carry out tasks
- Communicate with others
- Eliminate conflict & build trust among coworkers, clients and volunteers

We encourage you to bring your smart phone, iPad or tablet.

Audience Level: Intermediate

Moderator: Melodie Stacey, Opportunity Resource Fund

Panelists: Pinky McPherson, M.Ed., PMc Consulting LLC; Kristine Ranger, M.Ed., Knowledge Navigator

"CONGRATULATIONS, YOUR GRANT WAS APPROVED!" THE NUTS AND BOLTS OF WRITING A WINNING GRANT PROPOSAL

Successful grantsmanship involves more than writing and submitting grant proposals. Join this discussion with a panel of seasoned professional grant makers and writers from the foundation, financial institution and nonprofit sectors who will use the nuts and bolts presentation style to explain how you can win and keep grants. If you are an agency head, program director or grant writer from a nonprofit organization, this session will help build your success in winning grants.

Audience Level: Intermediate

Moderator: Tyler Peterson, Opportunity Resource Fund

Panelists: Jack Schwab, Community Development Consultants, Inc.; Gary Sands, Wayne State University; Aurine Moore, Detroit Rescue Mission Ministries; Heidi Alcock, McGregor Fund

EQUITABLE COMMUNITY ENGAGEMENT: WHAT IS IT AND WHY IT MATTERS IN YOUR COMMUNITY

Community Engagement is increasingly recognized as a critical part of the activities for any municipal government, non-profit organization or community-based initiative. But what exactly is good community engagement and how do you know you are doing it in an equitable manner? How can equitable community engagement strengthen the civic infrastructure of disinvested communities? CDAD staff will share their extensive experience in this interactive workshop covering foundational

ideas about equity in community engagement and how to implement strategies and tactics that will build trust and relationships by including the whole community in your efforts.
Audience Level: Intermediate
Moderator: Aaron Goodman, Community Development Advocates of Detroit
Panelists: Aaron Goodman, Community Development Advocates of Detroit; Madhavi Reddy, Community Development Advocates of Detroit

HOUSING TAX CREDIT SYNDICATOR PANEL

Tax Credit syndicators who are active in the Michigan Housing Tax Credit equity market will give their outlook for the Housing Tax Credit market. Panelists will discuss what investors are looking for in future housing investments and the outlook for the program in 2017.
Audience Level: Advanced
Moderator: Tom Caldwell, Cinnaire
Panelists: Macy Kisilinsky, PNC Real Estate - Tax Credit Capital; Dan Kierce, RBC Capital; Bruce Sorota, Stratford Capital; Marge Novak, Cinnaire; Rachel Rhodes, National Equity Fund

MATRIX MAPPING - A GRAPHIC APPROACH TO MISSION AND FINANCIAL SUSTAINABILTY

This presentation is designed to make the financial health of your organization simple to understand for both financial & non-financial Board & Staff members. It also incorporates the concept of "mission" sustainability as equally important to the survival of an organization. The end result becomes a graphical depiction of the organization's overall health.
Audience Level: Intermediate
Moderator: Odessa Carson, Michigan State Housing Development Authority
Panelist: Jim Baldwin, Baldwin Consulting

MULTI-FAMILY FEUD: COMPLIANCE BASICS

The Property Manager family, come on down….The Leasing Agent family, come on down! Let's play
Audience Level: Beginner
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Jillian Toole, Novogradac & Company LLP

ON THE EDGE: AMERICA'S MIDDLE NEIGHBORHOODS

This session explores the often ignored opportunity to improve middle neighborhoods in Michigan cities--

neighborhoods that are not currently in distress, but which are in danger of slipping into decline. The panelists are authors of chapters in a recently published book on approaches to improving middle neighborhoods in the United States.
Audience Level: Intermediate
Moderator: Kathy Roberts, Local Initiatives Support Corporation (LISC)
Panelists: Paul C Brophy, American Assembly, Columbia University; Joseph B McNeely, McNeely Legal Services

(TINY) HOMEOWNERSHIP

This case study will involve a Tiny Homes development for people experiencing homelessness and other low-income adults in Detroit. A project of Cass Community Social Services, the 250-400 sf homes provide a path to home ownership and are helping to re-populate vacant property. The session will touch on the various Tiny Homes models elsewhere in the country and obstacles encountered such as property acquisition, zoning issues, architectural plans, financing, contractors, volunteers, resident screening and selection as well as governance. Finally, the educational components needed for new homeowners, especially Tiny House residents, will be covered.
Audience Level: Intermediate
Moderator: Renee Ferguson, Michigan State Housing Development Authority
Panelist: Faith Fowler, Cass Community Social Services

THE POST-AWARD 9% LIHTC PROCESS

This session will discuss the process that projects go through after a 9% LIHTC award is made.
Audience Level: Intermediate
Moderator: Chad Benson, Michigan State Housing Development Authority
Panelist: Chad Benson, Michigan State Housing Development Authority

USING DATA AND COORDINATED ENTRY TO DRIVE SYSTEMS CHANGE AND COC REALLOCATION STRATEGIES

In order for communities to transform their homeless system into one focused on ending homelessness, difficult decisions must be made about which projects should be funded with Continuum of Care dollars. Existing data from HMIS and Coordinated Entry systems are tools that can be used to help make these decisions. This session will describe how the Detroit Continuum of Care used data to make

decisions on reallocating funding from CoC-funded Transitional Housing and Supportive Services Only projects to new projects. This workshop will walk participants through the process used to determine reallocation thresholds and the results of the reallocation.
Audience Level: Intermediate
Moderator: Michelle Edwards
Panelists: Amanda Sternberg, Homeless Action Network of Detroit; Tasha Gray, Homeless Action Network of Detroit

10:15am - 11:45am

BUILDING GREAT, INNOVATIVE MEETINGS THAT ENGAGE BOARD MEMBERS, STAFF AND VOLUNTEERS

This session will identify all the components of a great meeting, from A (scheduling tools and tips to get everyone there) to Z (meeting minute musts to get things done). In between we will talk about room set up, building an agenda that keeps conversation focused on whats most important and meeting facilitator skills to keep everyone going in the same direction. We will cover it all - and add ways to increase innovation and creativity.
Audience Level: Intermediate
Moderator: Melanie Stacey, Opportunity Resource Fund
Panelist: Regina Funkhouser, Nonprofit Network

CLOSING GAPS FOR CLIENTS: USING HANDUP DETROIT TO MEET UNMET NEEDS

A collaborative among Metro-Detroit agencies, HandUp Detroit uses an online direct giving platform to leverage resources for people experiencing homelessness and poverty. In this session, you will learn how to use HandUp Detroit to empower your clients to advocate for themselves and raise funds towards specific goals. Through collaboration with Metro-Detroit agencies, HandUp Detroit offers real solutions for agencies and clients as both seek critical funding to meet the gaps not covered by traditional funding sources. Learn how one agency raised over $76,000 and how your agency can join.
Audience Level: Beginner
Moderator: Anita Jackson, Lincoln Behavioral Services
Panelists: Abby Adair, Coordinates the HandUp Detroit Project; Jenny Poma, HandUp Detroit partnering agency; Nicole Carbonari, Coalition on Temporary Shelter (COTS)

SESSION KEY

☐ = **HOUSING-MULTIFAMILY**

☀ = **PEOPLE-ENDING HOMELESSNESS**

👪 = **ASSETS-VIBRANT COMMUNITIES**

🏠 = **HOUSING-HOMEOWNERSHIP**

i = **ASSETS-ORGANIZATIONAL DEVELOPMENT**

10:15am - 11:45am *continued*

CREATE THE PIPELINE BY SPARKING ENTREPRENEURSHIP IN YOUR COMMUNITY

Ignite YOUR entrepreneurial spirit by learning best practices about how YOU can help build a vibrant entrepreneurial pipeline from kids to adults in your community! Learn how to engage children in the community through entrepreneurship programs so they dream big and want to one day live, work, and play, where they grew up. Then we will complete the pipeline by looking at the needs of aspiring and growing adult business owners and establishing resources in your community.
Audience Level: Beginner
Moderator: Kathy Roberts, Local Initiatives Support Corporation (LISC)
Panelist: Kristin Brennan, Generation E Institute

ECO-D: ESTABLISHING ECODISTRICTS IN DETROIT

Learn how Detroit-based organizations are collaborating to support green neighborhood development. Leaders representing neighborhoods and organizations will talk about their innovative, collaborative work to bring sustainability to Detroit's first EcoDistricts. They will cover the formation of the inaugural EcoDistricts in Detroit, discuss the successes and challenges in implementation, and plans for future sustainable, neighborhood-scale development within the EcoDistrict framework.
Audience Level: Intermediate
Moderator: Aaron Goodman, Community Development Advocates of Detroit
Panelists: Allison Harris, EcoWorks; Dean Hay, Greening of Detroit; Deborah Fisher, Focus: HOPE; Alessandra Carreon, West Village Association

FIND THE HIDDEN ERRORS

When there are multiple programs layered with the LIHTC program, like HOME, PPBV and RD, sometimes it's hard to know which rules to follow. We'll go through which rules are in place for different circumstances of LIHTC units layered with vouchers (PBV) or the HOME program. We'll wrap up the session by breaking out into groups to see who can find the most violations in a layered program file before time runs out.
Audience Level: Intermediate
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Jillian Toole, Novogradac & Company LLP

HOT TOPICS: HOUSING POLICY ON THE NATIONAL STAGE

Stay updated on changes to housing policy and programming. This session will bring forth updates at the national level to outline what is the latest information coming from the Federal perspective on policy, direction, funding and programming.
Audience Level: Intermediate
Moderator: Jason Weller, Michigan Coalition Against Homelessness
Panelists: TBD

HOW TO RECRUIT AND MAINTAIN STRONG RELATIONSHIPS WITH LANDLORDS

Interested in learning new ways to recruit landlords? Want to know how to increase your number of available units? This session will discuss strategies for recruiting and retaining landlords in a variety of communities.
Audience Level: Beginner
Moderator: Amanda Carlisle, Washtenaw Housing Alliance
Panelist: Catherine Distelrath, DHHS

LATEST TRENDS AND STRUCTURING TECHNIQUES IN HISTORIC PRESERVATION

The past few years have seen significant changes in tax guidance beginning with the Historic Boardwalk case through the most recent guidance on tax credit amortization income (50(d) income as it is often referred). This changes have impacted the investor market, deal structure, and business terms. Learn from a panel of experts who will discuss the latest trends and updates to help you ask the right questions in your next deal.
Audience Level: Advanced
Panelist: Robert Edwards, Plante Moran

LEADING STRATEGIC PLAN EXECUTION: THE MISSING INGREDIENT IN ORGANIZATIONAL SUCCESS

All organizations have plans, but not all organizations execute those plans effectively. Not all organizations actually become what they want or need to be. Why does this happen? There are many reasons, but one of the most important is a lack of effective "execution leadership." Effectively leading strategic plan execution and implementation requires a unique and diverse combination of leadership approaches in order to be successful. This presentation discusses those approaches and provides actionable insights into how leaders of all types of organizations (government, business, non-profit, and education) can become stronger leaders and drive their organizations forward.
Audience Level: Intermediate
Moderator: Brandon Ivory, Local Initiatives Support Corporation (LISC)
Panelist: Matt O'Connor, GrowthCore Leadership

MSHDA DIRECT LENDING PROCESS IMPROVEMENTS

This session will touch on some of the major changes that MSHDA is making to its direct lending process in order to focus on making its loan product more attractive for developers, making its resources stretch further to finance more developments, and streamline the review and closing timeline to create a more efficient development process.
Audience Level: Intermediate
Moderator: Chad Benson, Michigan State Housing Development Authority
Panelist: Chad Benson, Michigan State Housing Development Authority

MSHDA'S KEY TO OWN SECTION 8 HOMEOWNERSHIP PROGRAM

Using the Section 8 Housing Choice Voucher to move from renting to owning your own home! Learn how MSHDA has been successful in leading the Voucher Participants to economic self-sufficiency and homeownership through their nationally recognized program. The Key Own Homeownership Program is one of the top programs in the nation in changing the lives of our citizens here in Michigan.
Audience Level: Beginner
Moderator: Kerri Nobach, Michigan State Housing Development Authority
Panelist: Lisa Lehman, Michigan State Housing Development Authority

THE LANGUAGE OF LEADERSHIP – TRANSFORMING COMPLAINT TO COMMITMENT

The Language of Leadership is an interactive workshop that enables participants to reveal the commitment that lies behind complaints and teaches them how to use that knowledge as a powerful leadership tool. Equipped with this knowledge and insight, participants will identify their leadership styles and learn how to choose the most effective approach to overcome obstacles and accomplish goals.
Audience Level: Intermediate
Moderator: Odessa Carson, Michigan State Housing Development Authority
Panelist: Denise Stein, Art of Leadership Advisors

1:30pm - 3:00pm

COMMUNITY, CULTURE AND PRESERVATION: GREATER THAN THE SUM OF ITS ARTS

FIRE Historical and Cultural Arts Collaborative operates out of a century old Firehouse in Kalamazoo's Edison neighborhood. Fire is a 10 year old arts nonprofit that "... optimistically affects the community by promoting programs that improve social justice and hone individuals' authentic self-expression through forms such as:

poetry, hip-hop, visual art, improv, comedy, culinary programs, photography, etc." Fire encourages and responds to people's desire for authentic expression with Creative Justice classes, programming and events for youth and young adults to cultivate authentic articulation and the leadership skills.
Audience Level:
Moderator: Kathy Roberts, Local Initiatives Support Corporation (LISC)
Panelists: Michelle Johnson, Allison Kennedy

COMPLIANCE JEOPARDY ⊞

This form is used to verify net profit or loss for a self-employed person. What is the Schedule C of the IRS Form 1040? That's right it's Compliance Jeopardy! We're going to learn about the different program rules, like the Student Rule and how it differs within each of the housing programs. We'll compare LIHTC rules with HOME, and Section 8 rules layered on. We'll discuss the difference between income and assets and which rules go with which programs. We'll learn all this and more…next time on Compliance Jeopardy.
Audience Level: Intermediate
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Jillian Toole, Novogradac & Company LLP

CURRENT DEBT OPTIONS FOR AFFORDABLE HOUSING DEVELOPMENTS ⊞

The panel will discuss the current environment for financing a myriad of affordable and market rate projects within Michigan.
Audience Level: All
Moderator: Earl Chase, AEGON
Panelists: Jack Bernhard, Chase; Bruce Gerhart, Love Funding; Stephanie Socall, David Wilkins, Pillar Capital Finance

FEDERAL HOME LOAN BANK OF INDIANAPOLIS' CYCLE OF HOMEOWNERSHIP ASSISTANCE 🏠

Learn how our grant programs can strengthen the cycle of homeownership and make your community stronger by working with FHLBI member financial institutions.
Audience Level: Intermediate
Moderator: Suzanne Eman-Jaehnig, Michigan State Housing Development Authority
Panelists: MaryBeth Wott, Federal Home Loan Bank of Indianapolis, Rori Chaney, Federal Home Loan Bank of Indianapolis, Ronna Edwards, Federal Home Loan Bank of Indianapolis

FINANCIAL CAPABILITY 101 ◪ 🏠 ⓘ 👪

We know that finances matter -- for our clients, their families and the broader community, creating financial security at the household level is critical to making sure our neighborhoods are safe and communities are vibrant. This session will help participants understand what we mean when we say "financial capability". How do we measure it? What services support it? And, how can community-based organizations integrate financial capability goals with their work? Participants will leave with a firm understanding of common terms and definitions, metrics to track client progress, and components of program models proven to help clients build financial security.
Audience Level: Beginner
Moderator: Sandra Pearson, Habitat for Humanity of Michigan
Panelist: Megan Kursik, Community Economic Development Association of Michigan (CEDAM)

HOMELESSNESS: PERSONAL STORIES AND JOURNEYS TOWARD SUCCESS ◪

Listen to personal experiences from those who have experienced homelessness firsthand. This dynamic presentation will feature individuals who will candidly discuss journeys from homelessness to housed.
Audience Level: Beginner
Moderators: Ann Mueller, Michigan State Housing Development Authority; Becky Search, Michigan State Housing Development Authority
Panelists: Shawn Mackey, Muskegon; Ashley Rodriguez, Holland; Maryann Brown, Lisa Drew, Zeeland; Reggie Howard, Battle Creek

HOW UNIVERSITIES CAN COLLABORATE WITH NEIGHBORHOOD ORGANIZATIONS TO DETERMINE HOUSING NEEDS 👪

Downtown housing needs assessments are imperative to help ensure equity and more sustainable communities; however, it is only as good as the data collected. Our session provides a unique, collaborative and scalable model for collecting parcel level housing data, which is not available, to add to the available U.S. Census Bureau block level data. Grand Valley State University faculty, students, local neighborhood associations and residents used GIS and sidewalk visual observation to collect housing vacancy and evaluation of physical conditions to help communicate the current housing conditions and future trajectory of the neighborhoods.
Audience Level: Intermediate
Moderator: Karen Gagnon, Michigan State Housing Development Authority
Panelists: Kin Ma, Grand Valley State University; Andrea Hendrick, Grand Valley State University

MEDICAID AND SUPPORTIVE HOUSING IN MICHIGAN: KEY LEADERS DISCUSS POLICY, STRATEGY AND PILOT PROGRAMS ◪

In 2015 Michigan was selected among 10 other states to join the National Governor's Association (NGA) Emergency Room (ER) High Utilizer Project which is designed to improve health outcomes among those with the highest utilization of Medicaid resources. The NGA project in Michigan created a housing subcommittee to further explore the relationship between homelessness, utilization of Medicaid and supportive housing services. This presentation offers robust dialogue with the key Michigan leaders; showcasing their collaborative efforts across state departments, and health and housing sectors as they move this work forward.
Audience Level: Intermediate
Moderator: Stephanie Oles, Michigan State Housing Development Authority
Panelists: John Peterson, Corporation for Supportive Housing; Kelly Rose, Michigan State Housing Development Authority; Matt Lori, Michigan Department of Health and Human Services; Paula Kaiser VanDam, Michigan Department of Health and Human Services; Carole McCabe, Avalon Housing, Inc.

PLEASE, NOT ANOTHER UNPRODUCTIVE MEETING: MAKING GREAT THINGS HAPPEN THROUGH SKILLFUL FACILITATION ⓘ

Committee meetings, board meetings, community meetings, many people hate meetings and for good reasons. Most are poorly planned and even more poorly run. Rather than productive outcome-driven exchanges of ideas, they dissolve into information dumps, personal grandstanding sessions, or feuds. Participants feel trapped. Cell phones appear. There goes your meeting.

This interactive and participatory mini-workshop introduces tips and techniques for facilitating more interesting, engaging, and productive interaction so you can guide high impact, meaningful meetings.
Audience Level: Intermediate
Moderator: Odessa Carson, Michigan State Housing Development Authority
Panelist: Jennifer Grau, Grau Interpersonal Communication

3:30pm - 5:00pm

CLEARBOARDING HELPS REVITALIZE OUR COMMUNITIES 🏃

In partnership with MSHDA and the Ingham County Land Bank, and as seen on CBS's TV series This Old House, SecureView is committed to the revitalization of land bank properties and neighborhoods to bring back vibrant Michigan communities. As showcased, SecureView clearboarding is a polycarbonate boarding material used on vacant properties in lieu of plywood. SecureView protects properties much better than plywood and doesn't announce that the property is vacant or undergoing rehabilitation. Come experience firsthand the advantages of SecureView clearboarding, the new solution for securing vacant and abandoned residential, commercial and historic properties.

This is a walking tour to an Ingham County Land Bank house near the Lansing Center.
Audience Level: All
Panelist: Heather Best, SecureView

COMPLIANCE CALCOLYMPICS! ⊕

Learn to calculate income using the preferred methods of MSHDA and the IRS. Paystubs, Work Number, Employment Verification, Gifts, Child Support and more. We'll use them all to gather what we'll need to calculate the greatest potential income of a household as defined by the LIHTC program. Then, we'll put our honed skills to the test in a head-to-head competition of calculating mastery in the first Compliance CalcOlympics.
Audience Level: Intermediate
Moderator: Cassie Brown, Michigan State Housing Development Authority
Panelist: Jillian Toole, Novogradac & Company LLP

CREATING AND ADAPTING SUPPORTIVE HOUSING FOR AGING HOMELESS POPULATION ⊕ 🏃

This session is an introduction to an "Aging Toolkit" which CSH recently released on their website. This supports the need for additional tools due to the increase of older adults in the homeless population and to address their specific needs.
Audience Level: All
Moderator: Becky Search, Michigan State Housing Development Authority
Panelist: Lindsey Bishop Gilmore, Corporation for Supportive Housing

FRIENDS, NEIGHBORS - LEND ME YOUR EARS (AND YOUR DOLLARS) 🏃

This session will help people understand first-hand what you need to know about engaging your neighbors in the story and getting them to fund community improvements through crowdfunding/crowdgranting. Our presenters will share their direct knowledge, what they learned, and how you can do the same in your neighborhood.
Audience Level: Beginner
Moderator: Kathy Roberts, Local Initiatives Support Corporation (LISC)
Panelists: Rob St. Mary, Patronicity; Alice Brinkman, REACH Studio Art Center; Noreen Logel, Friends of the Red Mill

HAVEN: RETOOLING SERVICES FOR THOSE EXPERIENCING DOMESTIC VIOLENCE WITH A ONE-STOP SHOP 🏃

Learn about the process in which HAVEN has transitioned to a Domestic Violence One-Stop Shop Model which has fostered collaboration and partnerships that benefit both sheltered and non–sheltered clients alike.
Audience Level: Beginner
Moderator: Debra Hendren, Community Housing Network
Panelists: Ernestine McCrae, HAVEN; Teri Haynes, Crestmark; Brandi Davie, Crestmark; Representative OCAS, Oakland County Animal Shelter & Pet Adoption Center

MANAGING CONFLICT OF INTEREST ⓘ

For nonprofits, a conflict of interest has a broader definition than just financial gain. A conflict exists when there is tension between individual interests and the mission of the organization. We all have conflicts of interest, but it is when we do not recognize a particular conflict, or even the appearance of a conflict, that trouble can occur.
Audience Level: Intermediate
Moderator: Melodie Stacey, Opportunity Resource Fund
Panelist: Regina Funkhouser, Nonprofit Network

MIXED INCOME AND MIXED USE RENTAL DEVELOPMENTS ⊕

Developing Mixed–Income and/or a Mixed Use Development is a newer trend in affordable housing and downtown development. Experienced accounting and legal experts will discuss the complex legal and financial issues involved in developing mixed-use used and mixed-income properties, which may combine commercial space along with affordable rental housing.
Audience Level: Advanced
Moderator: Tom Caldwell, Cinnaire
Panelists: Robert Edwards, Plante Moran, Ted Rozeboom, Loomis Law

MSHDA'S HOMEOWNERSHIP PROGRAMS - DELIVERING THE DREAM TO MICHIGAN FAMILIES 🏠

The purpose of the class is to educate REALTORS about MSHDA's loan programs, including down payment assistance and a federal tax credit. MSHDA works with banks, credit unions and mortgage companies across Michigan to offer safe, affordable mortgage loans.
Audience Level: Intermediate
Moderator: Veronica Tanis, Michigan State Housing Development Authority
Panelist: Nancy Baker, Michigan State Housing Development Authority

REBUILDING FINANCIALLY AFTER FORECLOSURE 🏠

This session will showcase a suite of free, unbiased, research-based resources to aid households who had previously experienced foreclosure and were interested in rebuilding financially after the experience. The suite of resources, which includes both downloadable pdf's (in English and in Spanish) and a series of online non-credit educational courses, offers support within households for making financial decisions and determining next steps in housing and foreclosure. In addition, the tools give housing counselors resources and strategies for assisting clients after traditional counseling services end.
Audience Level: Intermediate
Moderator: Karen Lawson, Michigan State Housing Development Authority
Panelist: Erica Tobe, Michigan State University Extension; Jinnifer Ortquist, Michigan State University Extension; Elizabeth Martinez, Michigan State University Extension; LaShawn Brown, Michigan State University Extension

REMOVING THE INVISIBLE WALL, ONE BRICK AT A TIME ⓘ 🏃

Has our society been misled? We have always been told we could change the world if we just "work hard and set our mind to it", but were we ever shown what this looks like? Have we ever been given the opportunity? We have created a population that is disenfranchised and disillusioned with little understanding that the change they seek to achieve, can often be done from right here at home. From speakers with deep backgrounds in education, attendees will engage in a spirited exchange of guided discussion and leave with actionable tools they can use to improve their communities.
Audience Level: Intermediate
Moderator: Brandon Ivory, Local Initiative Support Corporation (LISC)
Panelists: Josh Paquette, Niles and Buchanan Community Schools; Brad Paquette, Niles Community Schools

UPDATE: MICHIGAN'S CAMPAIGN TO END HOMELESSNESS ACTION PLAN 2017-2019 🏃

Recieve the lastest in updates on the the statewide 2017-2019 Action Plan and the efforts of the workgroups and local

communities to end homelessness.
Audience Level: All
Moderator: Kitty Tuinstra, OCEANA'S HOME Partnership
Panelists: Gerry Leslie, Michigan Coalition Against Homelessness; Eric Hufnagel, Michigan Coalition Against Homelessness; John Peterson, Corporation for Supportive Housing; Kelly Rose, Michigan State Housing Development Authority; Paula Kaiser VanDam, Michigan Department of Health and Human Services

Wednesday

8:30am - 10:00am

BUILDING A STRONG, ACTIVE AND DECISIVE NONPROFIT BOARD 🏠

A fully engaged, active board does not happen organically. It takes deliberate acts and concentrated efforts, and that often starts with a full understanding of basic responsibilities, recruitment strategies, ongoing orientation and training for (new) board members. Structure is only one piece, a great board also requires embracing diverse thought and creating space for crucial, productive conversations. How does the structure of your board (committees, policies, bylaws) support or destabilize the boards critical role? This session will explore the following:

- Trends and challenges for nonprofit Boards in 2017
- Legal and Ethical duties of nonprofit boards
- 10 basic best practices for nonprofit boards
- Recruiting a diverse team of doers, thought leaders and visionary's to support the work of the board
- Training and orientation practices of strong boards
- Bylaw and policy review strategies (and how to know your committee structure is or is not working)
- Succession Planning

Audience Level: Intermediate
Moderator: Sandra Pearson, Habitat for Humanity of Michigan
Panelists: Regina Funkhouser, Nonprofit Network

BUILDING COMMUNITY CONNECTIONS: USING THE MICHIGAN COMMONWEALTH SYSTEM TO BUILD RESOURCES 🌾

Learn how community partners in Macomb, Oakland and Wayne Counties pulled together

resources to develop one system for both community members and front line staff. By developing a website and a listserv, the community was able to build on social capital and foster inclusive communities. Additionally this became an important network for front line staff and administrators to share resources, best practices and programming across county lines and resource sectors. Recognizing that people often live, work and play in larger areas, this group has become an powerful community builder.
Audience Level: Intermediate
Moderator: Amanda Carlisle, Washtenaw Housing Alliance
Panelists: Debra Hendren, Community Housing Network; Amy Smolski, Macomb Community Mental Health; Shaun Taft, Wayne County Resource Champions Facilitator

CQI, PERFORMANCE MEASURES AND OUTCOMES: BE BETTER AT WHAT YOU DO 🌾

Performance Measures, Outcomes and Continuous Quality Improvement. These are all important concepts that are being talked about throughout Michigan, but what do they really mean? In this session, we will demystify these concepts and show you how you can practically implement evaluation and quality improvement techniques to offer your clients better services, which lead to higher outcomes. This session will use a variety of techniques, from role playing to case studies that local CoC leadership can implement in their own communities.
Audience Level: Intermediate
Moderator: Candace Morgan, Michigan State Housing Development Authority
Panelists: Gerry Leslie, Michigan Coalition Against Homelessness; Jason Weller, Michigan Coalition Against Homelessness

FAIR HOUSING: WHAT YOU NEED TO KNOW 🏠 ⊞

Fair Housing is the right for all people to have safe, decent housing and be able to get housing without discrimination. City, state and federal Fair Housing Laws require that all people have an equal opportunity to buy, rent or live in housing. Learn how you can recognize signs and evidence of potential housing discrimination and to promote client awareness about fair housing requirements

and who you can refer to for questions or to file a complaint.
Audience Level: Beginner
Moderator: Rose Meyer, Michigan State Housing Development Authority
Panelists: Tami Farnum, Community Action Agency; Erica Zimny, Legal Services of South Central Michigan; Sharlee Coffman, Fair Housing Center of Southwest Michigan

FILLING THE GAP WITH THE FEDERAL HOME LOAN BANKS' AFFORDABLE HOUSING PROGRAM ⊞

The Federal Home Loan Banks, through their member financial institutions, offer gap funding for a wide array of affordable housing projects. The Federal Home Loan Bank of Indianapolis will moderate a panel discussion of member financial institutions representing the FHLBank Districts of Indianapolis, Chicago, Cincinnati and Pittsburgh. Panelists will present key evaluation considerations, challenges and results using real AHP case studies of successful (and not so successful) rental properties to demonstrate the impact of AHP funding. Requirements for the competitive scoring, the need for a capital needs assessments including a scope of rehabilitation, and other funding considerations will be discussed.
Audience Level: Intermediate
Moderator: Aileen Waldron, USDA Rural Development
Panelists: MaryBeth Wott, Federal Home Loan Bank of Indianaoplis; Trish Lewis, Federal Home Loan Bank of Indianaoplis; Michael Recker, Federal Home Loan Bank of Indianaoplis

HUD MULTI-FAMILY HOUSING ASSET MANAGEMENT: NEW/UPDATED WORKFLOW PROCESSES ⊞

Join the Detroit HUD Asset Management Staff as they discuss several HUD workflow processes. The following processes will be covered: Assignment of HAP Contracts, Section 8bb Transfer of Project-Based Section 8, REAC Under 60 Score Process, and Preparing for a Management and Occupancy Review
Audience Level: Beginner
Moderator: Susie Sapilewski, US Department of Housing and Urban Development
Panelists: Angela Witt, US Department of Housing and Urban Development; Juan J. Cruz, US Department of Housing and Urban Development; Michelle Phelan, US Department of Housing and Urban Development; Alicia Brown, US Department of Housing and Urban Development

SESSION KEY

⊞ = HOUSING-MULTIFAMILY

🌾 = PEOPLE-ENDING HOMELESSNESS

👪 = ASSETS-VIBRANT COMMUNITIES

🏠 = HOUSING-HOMEOWNERSHIP

i = ASSETS-ORGANIZATIONAL DEVELOPMENT

Housing • Assets • People • Partners | BuildingMICommunities.org | 17

8:30am - 10:00am *continued*

HOUSING MARKET TRENDS AND OPPORTUNITIES FOR METROPOLITAN DETROIT—COMMON ISSUES AS CATALYSTS FOR COLLECTIVE ACTION

Recent analysis of the metro Detroit Housing Market suggests that the number and percentage of seniors will grow throughout the region, demand for rental housing will remain strong compared to owner occupied housing, and housing supply will continue to increase, though at a much slower pace. As the housing stock ages, the risks of disinvestment and neighborhood decline will increase, especially among inner ring suburban communities. These challenges will be compounded by racial segregation and the concentration of poverty in Detroit and now beyond. How can the region best prepare for these coming changes in demography and housing markets? Can greater equity be achieved in housing opportunities within the region and among households? Researchers from the Urban Institute will lead an active discussion about how public agencies, nonprofit organizations, philanthropy and the development and lending sectors can work together to respond to these trends and help create greater housing health and equity in Michigan's most populous region.

Audience Level: Beginner
Moderator: Conan Smith, Washtenaw County Commissioner
Panelists: Rolf Pendall, Urban Institute

LEADERSHIP FOR A HEALTHY WORKPLACE CULTURE: YOUR ULTIMATE COMPETITIVE ADVANTAGE

"The single greatest advantage any company can achieve is organizational health." Patrick Lencioni, author of The Advantage and The Five Behaviors of a Cohesive Teams. Join us as we share insights on what a healthy workplace culture looks like, why this culture is important and some ideas and resources to help you begin the journey of developing a healthy culture. This session will include the use of facilitated discussions, video clips and personal testimonials from some people in your roles who are making this a key component of their strategy.

Audience Level: Intermediate
Moderator: Odessa Carson, Michigan State Housing Development Authority
Panelists: Pinky McPherson, M.Ed., PMc Consulting LLC; Kristine Ranger, M.Ed., Knowledge Navigator

MSHDA/HUD SECTION 811-SUPPORTIVE HOUSING FOR PERSON WITH DISABILITIES PROGRAM AND MSHDA/HCV PROGRAMS – SECTION 8 RENTAL ASSISTANCE

Overview and eligibility requirements for both programs. Ongoing administration and program questions

Audience Level: Beginner
Panelists: Cathy Calkins, Michigan State Housing Development Authority; Gayle Haven, Michigan Department of Health and Human Services; Kathy French, Michigan State Housing Development Authority

REAC NOT REACT- BUILDING A SUCCESSFUL REAC PROGRAM PART 1

A Successful REAC program is not a 60-70-80-90 or the elusive 100. It is not "here's your scheduled date… good luck". This two-part session takes REAC and presents it in an easy and enjoyable "sports" context. You will learn everything that you will need to build that Championship Team! Culminating by consistently Winning the Championship. In Part One- Study Game Film, all sports teams study game film on the team that they will be playing on the schedule next. This session takes you through game film on REAC (Your previous REAC Reports). Your past reports hold a major KEY to that Championship Team. The instructor encourages participants to bring a couple of their worst REAC reports.

Audience Level: All
Moderator: Don Klump, Cinnaire
Panelist: David Rudolph, Cinnaire

STATE INCENTIVES AND TOOLS: TRANSFORMING YOUR COMMUNITY

Hear the latest regarding incentives and tools available from MEDC's Community Development staff. Learn how they can help you engage your residents and establish a community vision so that your community is better positioned for redevelopment. The programs discussed include Community Development Block Grant Program (CDBG), Community Revitalization Program (CRP), Redevelopment Ready Communities Program (RRC) and Brownfield Tax Increment Financing (TIF).

Audience Level: Intermediate
Moderator: Emily Petz, Michigan Economic Development Corporation
Panelists: Christine Whitz, Michigan Economic Development Corporation; Lisa Pung, Michigan Economic Development Corporation; Karen Wieber, Michigan Economic Development Corporation; Julius Edwards, Michigan Economic Development Corporation

10:15am - 11:45am

BUILDING TRUST TO BUILD MICHIGAN COMMUNITIES

Trust: the key to success in any relationship - business or personal. Although we all know this statement to be true, why is it so difficult to put our finger on the key to building trust in our relationships? This interactive workshop will help you to clearly and succinctly define trust, assess your personal credibility, and identify specific action steps to take to build trust into even your most challenging relationships. Participants will learn that once trust is established, even the most difficult tasks become easier, faster, and more fun, saving time and money for the organization.

Audience Level: Intermediate
Moderator: Brandon Ivory, Local Initiative Support Corporation (LISC)
Panelist: Jon Hocking, Art of Leadership Advisors

DIGGING DEEPER INTO USDA RURAL HOUSING SERVICE

You've likely heard about who we are and what we do, now let's talk about the details of it all. Join us as we pose scenarios, look at the intricacies of the programs and how they can be used to help families either buy and/or repair houses in Rural Michigan.

Audience Level: Intermediate
Moderator: Aileen Waldron, USDA Rural Development
Panelist: Aileen Waldron, USDA Rural Development

EVERYTHING YOU THOUGHT YOU KNEW ABOUT CREDIT SCORES JUST CHANGED

Over the last 12 months credit scores and the credit industry has changed more than in the last 25 years. Now more than ever Counselors need to understand how to navigate this new credit score landscape. They are the number one factor in getting a home loan and this information can give families the tools and opportunity to get the home they may have thought was only a dream.

Audience Level: Intermediate
Moderator: Roxy Eaton, Michigan State Housing Development Authority
Panelist: Dave Sullivan, Mortgage One

HUD MULTI-FAMILY HOUSING ASSET MANAGEMENT: UPDATES

The Detroit HUD Asset Management Staff will provide an update on Asset Management. The following topics will be covered: Interest Rate Reductions, EPA Portfolio Manager,

PRAC Budgets, Homeless Admission Preference, HUD Updates
Audience Level: Beginner
Moderator: Josh Osborne, US Department of Housing and Urban Development
Panelists: Jackie Fultz, US Department of Housing and Urban Development; Mary Mathis, US Department of Housing and Urban Development; Andrew Uzzle, US Department of Housing and Urban Development; Karen Ostrander, US Department of Housing and Urban Development

HUMAN TRAFFICKING: A MICHIGAN REALITY

Human trafficking is modern-day slavery with children, women, and men as unsuspecting victims. It is actually one of the fastest-growing criminal enterprises in the world and is frequently referred to as a heinous crime against humanity. This presentation is based on the reality of human trafficking issues in Michigan and our own communities. Issues of vulnerability are addressed along with indicators of social, physical and psychological modes of behavior. The demand side is examined as well as what the meaning of the supply chain. The presentation is based on research, involvement, working with victims and concentration of the subject on behalf of 135 different agencies who are members of the Michigan Human Trafficking Task Force.
Audience Level: Beginner
Moderator: Ann Mueller, Michigan State Housing Development Authority
Panelist: Jane White, Michigan Human Trafficking Task Force

LET'S PARTY! PLANNING A SUCCESSFUL FUNDRAISING EVENT

Are you thinking about hosting a fundraising event for your nonprofit? Learn about the best approaches and best practices for putting on a profitable and exciting event. Takeaways include, planning worksheets, and marketing ideas. Take the stress out of event planning with budgeting, marketing and planning tips.
Audience Level: Beginner
Moderator: Odessa Carson, Michigan State Housing Development Authority
Panelist: Susan Andrews, Community Economic Development Association of Michigan

NEGOTIATING TROUBLED DEALS

A close look at troubled deals using a case study. Course will focus on stakeholder identification and the tools needed to properly negotiate the terms of an action plan. Discussion will include ways to create buy-in from the relevant stakeholders and an exploration of the how you should be defining a successful negotiation.
Audience Level: Intermediate
Moderator: Josh Ghena
Panelist: Josh White, Cinnaire; Dave Helm, Cinnaire

NUTS AND BOLTS OF THE BUILT FOR ZERO INITIATIVE: LESSONS FROM PARTICIPATING COMMUNITIES

If your community is embarking on ending homelessness for Veterans or those experiencing chronic homelessness, you do not want to miss this session! Join presenters for an overview of the Built for Zero Initiative to end Veteran and Chronic Homelessness and hear directly from two participating communities, Oakland and Washtenaw counties. Presenters will share lessons learned throughout their involvement with the initiative including an emphasis on critical elements of a system built for zero: getting everyone at the table; developing a shared aim; starting and maintaining a quality by-name list; using data to drive improvement; and, landlord engagement techniques.
Audience Level: Intermediate
Moderator: Nicole Schalow, Michigan State Housing Development Authority
Panelists: Amanda Carlisle, Washtenaw Housing Alliance; Leah McCall, Alliance for Housing; Alyson Ainscough, Community Solutions

REAC NOT REACT- BUILDING A SUCCESSFUL REAC PROGRAM PART 2

A Successful REAC program is not a 60-70-80-90 or the elusive 100. It is not "here's your scheduled date… good luck". This two-part session takes REAC and presents it in an easy and enjoyable "sports" context. You will learn everything that you will need to build that Championship Team! Culminating by consistently Winning the Championship. This session trains the participants how to use everything at their disposal regardless how limited it may seem, and takes you from the Schedule (your REAC date) through the draft (who's going to be the players on your team) to Pre-season (everything that happens before a successful REAC). And, it all culminates on Game Day (which starts at 5am and culminates when the other team leaves… in defeat).
Audience Level: Beginner
Moderator: Don Klump, Cinnaire
Panelist: David Rudolph, Cinnaire

TRUST: THE BEDROCK OF SUCCESS

This session will explore the role trust plays and how it influences the ultimate success of organizations and individuals. During this exploration, participants will analyze each of the 18 elements that comprise a trusting environment and how each element influences the end result of success. Based on concepts found in the groundbreaking work of Stephen M.R. Covey, this session will dispel common myths about trust and examine the 13 behaviors of sound trusting and successful organizational and personal relationships.

A business case will be presented that identifies trust as a financially beneficial to organizations that champion trust among their constituency.
Audience Level: Intermediate
Moderator: Charles Turner, Opportunity Resource Fund
Panelists: Tom Williams, Nonprofit Network

UPDATING YOUR TOOLS: MANAGING YOUR CAREER

So you've been working in the field for 5 years and have developed an enormous toolkit of skills and experiences in your field. However, your organization is downsizing, or your family needs to move, or you just want a new challenge! Are you ready to make that move? Let us help remove some of the intimidation of today's career search process, as well as sharing some great tips for increasing effectiveness in your search. We'll review quick resume and cover letter tips as well as delving more deeply into how LinkedIn, Skype and other technology is being used today.
Audience Level: Intermediate
Moderator: Melodie Stacey, Opportunity Resource Fund
Panelists: Lou Ecken Kidd, Taubman College of Architecture and Urban Planning, University of Michigan; Michelle Woods, School of Social Work, University of Michigan

WHY PLACE MATTERS IN AFFORDABLE HOUSING: INSIGHTS AND STRATEGIES FOR BUILDING HEALTHY COMMUNITIES

At the American Heart Association, we understand that healthy, high-quality affordable housing has the potential to help address some of the most urgent health challenges facing low-income families and communities today. Why? Because too often, an individual's zip code can matter more to their life expectancy than their DNA. In this session we will explore how affordable housing partners can be a part of building a culture of health that will give their residents more years; exploring topics such as, integrative design in building, strategies for supporting healthy families and communities, opportunities for recognition from the American Heart Association, and how building healthy communities can leverage your affordable housing project for tax credits.
Audience Level: Intermediate
Moderator: Emily Petz, Michigan Econimic Development Corporation
Panelists: Sandra Pearson, Habitat for Humanity of Michigan; Kristian Hurley, American Heart Association; Clio Barker, The Associated Management Company; Andrew Geer, Enterprise Community Partners

Scholarship Award Application

The conference planning committee is offering a limited number of scholarships to organizations that otherwise could not afford to attend the conference but would benefit from the training. Scholarship awards are limited to one individual per agency.

Application forms must be received by Wednesday, March 22, 2017

AWARD SCHOLARSHIP/STIPEND AMOUNT
- Complimentary conference registration fee
- $300 (travel and hotel stipend) per organization outside a 30-mile radius from the Lansing Center. Stipend checks available at registration desk
- Limited to one person per organization

ELIGIBILITY CRITERIA
- Less than five full-time paid staff
- Annual administrative budget of less than $125,000. Administrative budget statements must accompany application.
- Actively involved in producing affordable housing and/or providing housing/homeless services
- The organization must submit the application on behalf of the individual
- The name of the individual cannot be changed

APPLICATION PROCESS
- Please complete and return the Scholarship Award Application Form (below) along with a copy of Year 2017 operating budget, verifying the financial need. Application forms must be received by Wednesday, March 22, 2017.
- Applications will be processed by a scholarship steering committee, and notification letters will be mailed to the applicant at the address on the application on Wednesday, March 29, 2017.
- All applications must be registered for the conference before the awards are announced. Refunds on registration fees will be processed during the scholarship award notification process.
- Please note: If qualifying applications exceed the number of scholarships available, a random drawing will take place as a final selection process for award recipients.

APPLICATION FORM

Name of Organization: _____

Street Address: _____

City:_____State: _____Zip Code: _____

Phone:_____Fax: _____

E-mail: _____

Name of Scholarship Applicant: _____

Title: _____

PLEASE PROVIDE THE FOLLOWING ADDITIONAL INFORMATION:

Applications will only be accepted when accompanied by your organization's current operating budget.

1. Number of full-time paid staff: _____

2. Amount of year 2017 operating budget: _____ (Submit year 2016-17 operating budget verifying these numbers)

3. List of housing activities: _____

_____

Mail To: Diane Dufek, AMR, 1390 Eisenhower Place, Ann Arbor, MI 48108

BMCC Registration Form

Save $5 by registering online! All payment types accepted – BuildingMICommunities.org

ATTENDEE INFORMATION:

Please print or type all information below.

Name: _____

First Name *(for your name tag)*: _____

Title: _____

Organization/Company:_____

Organization/Company Type *(check all that apply)*:

☐ Aging Organizations ☐ Consultant ☐ Disability Organizations
☐ Economic Development Organization ☐ Faith-Based Organization
☐ For-Profit Developer/Builder/Contractor ☐ Homeless Services Provider ☐ Investor/Lender
☐ Landlord/Management Company ☐ Local Unit of Government ☐ Media
☐ Nonprofit Housing Organization ☐ Public Housing Commission ☐ Realtor ☐ Rural Interest
☐ State/Federal Government ☐ Supportive Housing ☐ Vendor

Mailing Address: _____

City/State/Zip: _____

Phone: _____ Fax:_____

E-mail:_____

Include my contact information on the participant list? ☐ Yes ☐ No

Registration Options:

You can register for the entire conference or individual days. Monday's registration includes the reception.

	Received *by* April 10	Received *after* April 10
☐ **One-day**: ☐ Mon ☐ Tue ☐ Wed	☐ $115	☐ $150
☐ **Three-day**	☐ $195	☐ $245
☐ **One-day full-time university student:** ☐ Mon ☐ Tue ☐ Wed	☐ $60	☐ $85
☐ **Three-day full-time university student**	☐ $120	☐ $150
☐ **Yes, I will attend the CEDAM/CDAD Annual Event**	☐ $50 Member	☐ $65 Non-member

Special Requests:

☐ Need a motor scooter ☐ Other: _____

Payment:

☐ Purchase Order: #_____ ☐ Check: # _____
   (Make checks payable to AMR Alliances)

☐ VISA ☐ MasterCard ☐ American Express ☐ Discover

Total Amount: $ _____

Credit Card Number: _____-_____-_____-_____

CVV Code (3 or 4-digit number):_____ Exp. Date: _____ / _____

Name of Cardholder: _____

Signature of Card Holder: _____

Billing Address of Credit Card: _____

Billing City/State/Zip: _____

ATTENTION EXHIBITORS!

If you are interested in exhibiting at the conference, please contact Jennifer Dickie at 734-677-0503 or jennifer@ buildingmicommunities.org

DIETARY NEEDS

Throughout the conference, buffet meals will be provided which offer a wide range of foods to meet most dietary restrictions. However, if you have a serious dietary concern that we should know about, such as food allergies, please send a statement about your restriction to: jennifer@ buildingmicommunities.org at least 10 days before the conference.

QUESTIONS?

Contact Jennifer Dickie at 734-677-0503 or by email at jennifer@ buildingmicommunities.org

BMCC Registration Form

Monday

8:30am – 10:00am
☐ Home Rental Compliance 101: Program Overview
☐ Tax Credit Development 101 Part 1

10:15am – 11:45am
☐ Advocacy 101: How Advocacy Can Help End Homelessness
☐ Fundamentals of Developmental Disability and Dementia
☐ HOME Rental Compliance 201: Occupancy, Recordkeeping and Reporting Requirements
☐ Integrated Bed Bug Management
☐ Next Generation Leaders: Youth in Changing Communities
☐ Nuts and Bolts of Integrating Student Loan Counseling with Housing Counseling
☐ Tax Credit Development 101 Part 2
☐ What's New in HMIS

1:30pm – 3:00pm
☐ Against the Odds: Marquette and Flint Return Treasured Historic Buildings Back to Life
☐ Capitalizing on Tax Time to Increase Personal Assets and Improve Local Economies
☐ HOME Rental Compliance 301: Maintaining the Unit Mix and Dealing with Over Income Tenants
☐ Leadership: How to Recognize it and Why it Matters
☐ Providing a Payday Loan Alternative for Your Community: The Community Loan Center Program
☐ Sex, Lies and Vacant/Blighted Properties: A Debate
☐ The Development Process
☐ The Use of Community Health Workers and Evidence Based Practices to Improve Health Outcomes of the Homeless in our Communities
☐ What PHAs Can Offer the CoC
☐ Working Together to Build a Healthy and Safe Community

3:30pm – 5:00pm
☐ CoC/PHA Collaboration and Engagement Agreements
☐ Go Play in the Street! How to Launch Open Streets in Your Community
☐ Growing NonProfit Revenue
☐ HOME Rental Compliance 401 – Maintaining Compliance in HOME Funded Layered Projects (Combining HOME with Tax Credits and/or Rental Assistance)
☐ Land, Water, People, Place: Reinventing Rustbelt Communities by Rethinking Outdoor Recreation
☐ Marketing on the Skinny Using the Internet
☐ Tax Credit Development 101 Part 3
☐ The Impact of Architecture and Design
☐ Working Smarter, Not Harder: Improve your Grant Writing Process

Tuesday

8:30am -10:00am
☐ Becoming Your Best Executive Director

☐ Building Better Relationships Inside and Out By Becoming "People Smart"
☐ "Congratulations, Your Grant was Approved!", The Nuts and Bolts of Writing a Winning Grant Proposal
☐ Equitable Community Engagement: What Is It and Why It Matters in Your Community
☐ Housing Tax Credit Syndicator Panel
☐ Matrix Mapping - A Graphic Approach to Mission and Financial Sustainabilty
☐ Multi-Family Feud: Compliance Basics
☐ On the Edge: America's Middle Neighborhoods
☐ The Post-Award 9% LIHTC Process
☐ (Tiny) Homeownership
☐ Using Data and Coordinated Entry to Drive Systems Change and CoC Reallocation Strategies

10:15am – 11:45am
☐ Building Great, Innovative Meetings that Engage Board Members, Staff and Volunteers
☐ Closing Gaps for Clients: Using HandUp Detroit to Meet Unmet Needs
☐ Create the Pipeline by Sparking Entrepreneurship in YOUR Community
☐ Eco-D: Establishing EcoDistricts in Detroit
☐ Find the Hidden Errors
☐ Hot Topics: Housing Policy on the National Stage
☐ How to Recruit and Maintain Strong Relationships with Landlords
☐ Latest Trends and Structuring Techniques in Historic Preservation
☐ Leading Strategic Plan Execution: The Missing Ingredient in Organizational Success
☐ MSHDA Direct Lending Process Improvements
☐ MSHDA's Key to Own Section 8 Homeownership Program
☐ The Language of Leadership – Transforming Complaint to Commitment

1:30pm – 3:00pm
☐ Community, Culture and Preservation: Greater than the Sum of its Arts
☐ Compliance Jeopardy
☐ Current Debt Options for Affordable Housing Developments
☐ Federal Home Loan Bank of Indianapolis' Cycle of Homeownership Assistance
☐ Financial Capability 101
☐ Homelessness: Personal Stories and Journeys Toward Success
☐ How Universities can Collaborate with Neighborhood Organizations to Determine Housing Needs
☐ Medicaid and Supportive Housing in Michigan: Key Leaders Discuss Policy, Strategy and Pilot Programs
☐ Please, Not Another Unproductive Meeting: Making Great Things Happen Through Skillful Facilitation

3:30pm – 5:00pm
☐ ClearBoarding Helps Revitalize Our Communities
☐ Compliance CalcOlympics!
☐ Creating and Adapting Supportive Housing for Aging Homeless Population
☐ Friends, Neighbors - Lend Me Your Ears (and Your Dollars)

☐ HAVEN: Retooling Services for Those Experiencing Domestic Violence with a One-Stop Shop
☐ Managing Conflict of Interest
☐ Mixed Income and Mixed Use Rental Developments
☐ MSHDA's Homeownership Programs - Delivering the Dream to Michigan Families
☐ Rebuilding Financially After Foreclosure
☐ Removing the Invisible Wall, One Brick at a Time
☐ UPDATE: Michigan's Campaign to End Homelessness Action Plan 2017-2019

Wednesday

8:30am – 10:00am
☐ Building a Strong, Active and Decisive Nonprofit Board
☐ Building Community Connections: Using the Michigan Commonwealth System to Build Resources
☐ CQI, Performance Measures and Outcomes: Be Better at What You Do
☐ Fair Housing: What You Need to Know
☐ Filling the Gap with the Federal Home Loan Banks' Affordable Housing Program
☐ HUD Multi-Family Housing Asset Management: New/Updated Workflow Processes
☐ Housing Market Trends and Opportunities for Metropolitan Detroit—Common Issues as Catalysts for Collective Action
☐ Leadership for a Healthy Workplace Culture: Your Ultimate Competitive Advantage
☐ MSHDA/HUD SECTION 811-Supportive Housing for Person with Disabilities Program and MSHDA/HCV Programs – Section 8 Rental Assistance
☐ REAC Not REACT- Building a Successful REAC Program Part 1
☐ State Incentives and Tools: Transforming Your Community

10:15am -11:45am
☐ Building Trust to Build Michigan Communities
☐ Digging Deeper Into USDA Rural Housing Service
☐ Everything You Thought You Knew About Credit Scores Just Changed
☐ HUD Multi-Family Housing Asset Management: Updates
☐ Human Trafficking: A Michigan Reality
☐ Let's Party! Planning a Successful Fundraising Event
☐ Negotiating Troubled Deals
☐ Nuts and Bolts of the Built for Zero Initiative: Lessons from Participating Communities
☐ REAC Not REACT- Building a Successful REAC Program Part 2
☐ Trust: The Bedrock of Success
☐ Updating Your Tools: Managing Your Career
☐ Why PLACE Matters in Affordable Housing: Insights and Strategies for Building Healthy Communities

REGISTER ONLINE AT

BUILDINGMICOMMUNIITES.ORG

We would like to thank our sponsors for their support!

Architect

LISC NEF INC

PNC BANK

Promoter

cinnaire
ADVANCING COMMUNITIES

FIFTH THIRD BANK
The curious bank.

SecureView™
Clear Boarding
Changing the face of vacant and abandoned properties.

Artisan

O'BRIEN
CONSTRUCTION COMPANY, INC.

Consumers Energy Count on Us

FHLBI
FEDERAL HOME LOAN BANK
OF INDIANAPOLIS

The Building Michigan
Communities Conference
is proudly supported by

MSHDA
MICHIGAN STATE HOUSING DEVELOPMENT AUTHORITY

We're looking for BMCC Collaborators…

YOU IN?
because you're invited…

BUILDING MICHIGAN COMMUNITIES
CONFERENCE
LANSING CENTER • LANSING, MICHIGAN

May 1-3, 2017

HOUSING | ASSETS | PEOPLE | PARTNERS
BuildingMICommunities.org

Registration Brochure

Timely Registration Materials Enclosed!

Printing of this brochure provided by contributions from private sponsors.

Conference Planning Committee

- Cinnaire
- Community Development Advocates of Detroit
- Community Economic Development Association of Michigan
- Corporation for Supportive Housing
- Federal Home Loan Bank of Indianapolis
- Habitat for Humanity of Michigan
- Home Builders Association of Michigan
- Local Initiatives Support Corporation
- Michigan Association of Land Banks
- Michigan Association of United Ways
- Michigan Coalition Against Homelessness
- Michigan Community Action Agency Association
- Michigan Community Development Association
- Michigan Community Resources
- Michigan CRA Bankers Association
- Michigan Department of Health and Human Services
- Michigan Developmental Disabilities Council
- Michigan Economic Development Corporation
- Michigan Historic Preservation Network
- Michigan Housing Council
- Michigan Nonprofit Association
- Michigan Office of Services to the Aging
- Michigan State Housing Development Authority
- Michigan State University Community and Economic Development Program
- National Association of Housing and Redevelopment Officials
- Northwest Michigan Council of Governments
- Opportunity Resource Fund
- State Historic Preservation Office of Michigan
- USDA - Rural Development
- U.S. Department of Housing and Urban Development