



## Multifamily West Industry Update

Thursday, May 30<sup>th</sup>, 2019

HUD Denver Satellite Office

1670 Broadway, Access through 25<sup>th</sup> Floor Reception

Conference held on the 23<sup>rd</sup> Floor, Dakota Conference Center

### Morning

10:00am – 10:30am	<b>Registration</b>
10:30am – 10:45am	<b>Welcome and Introduction (15 min)</b> <i>Presented by Angela Corcoran, Acting Regional Director</i> <ul style="list-style-type: none"><li>• New Regional Director Update</li><li>• Hiring</li></ul>
10:45am – 11:00am	<b>Current Multifamily Production Priorities (15 min)</b> <i>Presented by Pat Burke, Acting Director, Multifamily Production</i>
11:00am – 11:30am	<b>HUD and Regional Updates (30 min)</b> <i>Presented by Mark Feilmeier &amp; Shannon Bergman, Underwriting Branch Chiefs</i> <ul style="list-style-type: none"><li>• Update on Regional Performance Numbers</li></ul>
11:30am – 12:00pm	<b>Region 8 Markets (30 min)</b> <i>Presented by James Conner, Economic and Market Analysis Division</i>

### Lunch

12:00pm – 12:45pm	<b>Lunch (45 min)</b>
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### Afternoon

12:45pm – 1:30pm	<b>Environmental Issues and Best Practices (45 min)</b> <i>Presented by Larry Ferguson &amp; Tim Sovold, Technical Specialist Branch Chiefs</i> <ul style="list-style-type: none"><li>• General Tips</li><li>• Asset Management Transactions</li><li>• Best Practices Section 223(f)</li><li>• Best Practices Section 221(d)(4)</li><li>• HUD ECO Consultation</li></ul>
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1:30pm – 2:15pm

**Underwriting Best Practices (45 min-15 per discipline)**

- Market Studies *presented by Dave Melanson, Senior Review Appraiser*
- CNA e-Tool and Architectural/Cost Review *presented by Meagan Recker, Senior Underwriter*
- Mortgage Credit and Underwriting *presented by Laura Stutzman, Senior Underwriter*

2:15pm – 2:30pm

**221(d)(4) LIHTC Pilot – What We’ve Learned (15 min)**

*Presented by Erica Kodiyan, Underwriting Branch Chief*

- Does your deal qualify for a D4 pilot?
- Concept meeting to Firm Application- What’s different in a pilot?
- Lender’s role in a D4 pilot
- HUD’s role in a D4 pilot
- Why Have a Closing Kick-off Call?

2:30 – 3:00pm

**Lender Feedback (30 min)**

*Presented by Multifamily Lenders*

- Major issues facing lenders and borrowers
- Hot topics for lenders and borrowers
- Creative ideas for working together – HUD and lenders

3:00 – 3:30pm

**Wrap Up and Questions (30 min)**

*Presented by Angela Corcoran, Acting West Region Director*