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ANNUAL CONVENTION & TRADE SHOW



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- Networking
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August 7, 2012

Dear FAHRO Members and Guests:



Allow me to be the first of many to welcome you to FAHRO's 2012 Annual Convention and Trade Show at the picturesque family friendly Disney Yacht Club and Resort in Orlando, Florida. The theme for this year's convention is "Come Aboard the FAHRO Inspiration." Once again, the FAHRO staff, members and volunteers have scheduled a wonderful mix of seminars and presentations designed to educate and inform attendees. In addition to FAHRO members serving as both guest speakers and moderators, we have outside consultants that are experts in their field, along with HUD Officials that will both provide up-to-date information on the ever changing public housing industry.

Sessions this year will cover a variety of topic areas, to include: Roles of Commissioner, VASH Vouchers, RAD, Voluntary Consolidation, and Tax Credit Revitalization just to name a few. Take advantage of the expertise in the room by attending as many sessions as you can. During the 2012 ED Forum, which was held in Daytona Beach, we discussed peer assistance and the need for well managed agencies to work with sister agencies that may be experiencing some difficulties. It is not enough for some FAHRO members to be successful; we should expect all FAHRO members to be successful especially if success can be achieved through peer technical assistance. And I would argue that non-FAHRO members in the State of Florida should also be considered for peer assistance provided by FAHRO members when needed. During these challenging times there is no greater gift than one agency assisting a sister agency when they are in need. This conference is the perfect place to offer such assistance when given the opportunity. I challenge each attendee to introduce themselves to someone they don't know, to be generous with your time and knowledge, and be willing to talk about your successes as well as your failures. There is much to gain from conversations about both. As my father is fond of saying, "show me a person that has never made a mistake, and I will show you a person that has never done anything."

This year we are fortunate enough to have approximately forty (40) booths of vendors and associate members located in the Exhibit Hall that support FAHRO with our annual convention, and in other ways throughout the year. We certainly encourage you to spend as much time between sessions visiting and talking with vendors as you learn about the latest in technology and other areas that can assist your agency in becoming more efficient.

Needless to say, the Disney Yacht Club and Resort is one of the finest resorts in Florida. Take advantage of the accommodations, the variety of food and entertainment options on the property and have fun with your families and friends. I look forward to speaking with each of you during the next few days as we spend time together learning from each other and enjoying each others company.

Sincerely,

A handwritten signature in black ink that reads 'Marcus D. Goodson'.

Marcus D. Goodson, *President*



CITY OF ORLANDO

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BUDDY DYER
MAYOR

GREETINGS,

As Mayor of the City of Orlando, it is my pleasure to welcome you to the "City Beautiful" and to the Florida Association of Housing and Redevelopment Officials (FAHRO) Annual Convention and Trade Show.

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Our vibrant and diverse culture is evidenced by the many distinctive neighborhoods that dot our City. I invite you to walk our red brick, tree lined streets, visit our beautiful historic districts or our Downtown Arts District and take in Orlando's crown jewel, Lake Eola Park.

Again, welcome to Orlando! We are happy to have you here and hope you enjoy taking part in the wonderful experiences that can only be found here.

Best wishes for a productive conference and continued success. I hope you enjoy your time here and I hope you visit Orlando again soon.

Sincerely,

Buddy Dyer
Mayor

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MISSION STATEMENT

FAHRO is committed to the professional development of the people who provide public and assisted housing in Florida by offering a network for increased communication and education. We will continue to support legislation for the improvement and development of affordable housing and economic opportunities.

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1951 – 1952	J. N. Miller	1983 – 1984	Mike Rogers
1952 – 1953	Paul A. Colton	1984 – 1985	Mike Rogers
1953 – 1954	C. W. Hickey	1985 – 1986	Juanita Holloway
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1956 – 1957	Philip R. McGowin	1988 – 1989	Larry Shoeman
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1958 – 1959	Gordon L. Bradley	1990 – 1991	Robert Rogers
1959 – 1960	Gardmer E. Dickinson	1991 – 1992	Marilyn Phillips
1960 – 1961	Haley Sofge	1992 – 1993	Jean Kelly
1961 – 1962	S. E. Lorimier	1993 – 1994	Karen Godley
1962 – 1963	James W. Van	1994 – 1995	Audley Evans
1963 – 1964	George W. Lubke	1995 – 1996	Fred N. Thomas, Jr.
1964 – 1965	George W. Lubke	1996 – 1997	Lynda Hinckley
1965 – 1966	Martin Fine	1997 – 1998	Dorothy Sasser
1966 – 1967	Henry A. Simpson	1998 – 1999	Kathy Haynes
1967 – 1968	Paul S. Buckman	1999 – 2001	Sam Brunson
1968 – 1969	Gerald E. Metko	2001 – 2003	Gail Monahan
1969 – 1970	Norman V. Watson	2003 – 2005	Richard Turner
1970 – 1970	E. Whitford "Bud" Ware	2005 – 2007	Jerome Ryans
1970 – 1971	Herbert Underwood	2007 – 2009	Gail Sansbury
1971 – 1972	Ralph Carey	2010 – 2012	William Russell

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Melissa Alford	Claudette Cromartie	Gerald Metko	Mike Rogers
Dick Bowers	Rev. Milton Curry	Calvin Ogburn	Larry Shoeman
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2012 EXHIBITION AND TRADE SHOW

Exhibit Hall Hours

The exhibit hall will be open throughout the convention until Thursday afternoon at 3:00 pm. We encourage you to visit our vendors during the seminar breaks. We have arranged to have Wednesday and Thursday's breakfast and breaks in the exhibit hall so take advantage of the opportunity to grab refreshment and see what resources are available to you.

Tuesday, Aug. 7th
5:30 pm – 7:30 pm

Wednesday, Aug. 8th
8:00 am – 7:30 pm

Thursday, Aug. 9th
8:00 am – 3:00 pm

SPECIAL EVENTS DURING THE CONFERENCE

Evening reception, drink tickets and banquet are included in your registration.

FAHRO Welcome Reception
Tuesday, Aug. 7th
5:30 pm – 7:30 pm

FAHRO Legislative Appreciation Reception
Wednesday, Aug. 8th
5:30 am – 7:30 pm

FAHRO Annual Celebration Cocktail Party & Banquet
Thursday, Aug. 9th
7:00 pm – 10:30 pm

SPECIAL CONVENTION INFORMATION

Registration and Information

The FAHRO registration and information desk is located right outside of the Hilton Walt Disney World Resort Palm Ballrooms and will be open at the following times:

Tuesday, Aug. 7th
4:00 pm – 7:30 pm

Wednesday, Aug. 8th
8:00 am – 4:00 pm

Thursday, Aug. 9th
8:00 am – 4:00 pm

** Name badges have been provided for all attendees and should be worn at all times.*

Ticket Sales

Guests are welcome to join us during our evening receptions and Celebration Cocktail Party & Banquet. They will only need to purchase tickets for the Celebration Cocktail Party & Banquet on Thursday at 7:00 pm. The tickets will be \$66 each. This includes two drink tickets.

Incentive Game

Each registrant will receive a vendor passport to be completed by visiting each vendor booth. Completed passports shall be returned to the UNCF booth prior to the exhibit hall closing Thursday at 3:00pm. Passports will be drawn at random during the banquet on Thursday night for a prize.



SPECIAL CONVENTION INFORMATION (cont...)

50/50 Raffle (RED Tickets)

You may purchase RED Raffle Tickets from the UNCF booth to participate in the 50/50 Raffle. Proceeds go to the Deborah L. Vincent Scholarship Fund and for every ticket you purchase, you get a chance to win half of the money collected.

Scholarship Ribbons

You make a \$5 dollar donation to the Deborah L. Vincent Scholarship and show your support for the Scholarship Program by wearing scholarship plumage.

SILENT AUCTION & THE DEBORAH L. VINCENT SCHOLARSHIP FUND

Be sure to visit the silent auction located at the registration desk. It will close Friday, August 10th at 2:45 pm. This is a fun event for all involved and contributions go to the Deborah L. Vincent Scholarship fund. The Deborah L. Vincent Scholarship gives college scholarships to deserving resident students. You don't need to be present to win, but... those who bring a donation for the silent auction will receive an ADDITIONAL FIVE MINUTES after the auction closing to make their final bids.

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SCHEDULE AT A GLANCE

Tuesday, August 7th

4:00 pm		Registration Desk Open Asbury Registration Desk/Rotunda
5:30 pm	FAHRO Set Sail Party: FAHRO Welcome Reception Grand Harbor Ballroom South & Salons 5-8 Sponsored by: Progress Energy	
7:30 pm	-	Hospitality Suite Captain's Deck Suite Room 1116
10:30 pm		

SCHEDULE OF EVENTS

Tuesday, August 7th

- 4:00 pm - 7:30 pm **Registration Desk Open**
- 5:30 pm - 7:30 pm **FAHRO Set Sail Party:**
FAHRO Welcome Reception
 Sponsored by: Progress Energy
- 7:30 pm - 10:30 pm **Hospitality Suite**

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SCHEDULE AT A GLANCE

Wednesday, August 8th

8:00 am	Networking Continental Breakfast Grand Harbor Ballroom South Sponsored by: Maintenance USA	Registration Desk Open Asbury Registration Desk/Rotunda
9:00 am	Instructions from the Crew: Opening General Session Asbury Hall B-D	
11:15 am - 12:15 pm	General Session: A View from the Bridge: Management Models & Business Plans Asbury Hall B-D	
12:30 am	Networking Lunch Grand Harbor Ballroom South Sponsored by: Progress Energy	
1:45 pm	Navigating the Storm: State & Federal Affairs Update and Discussion Asbury Hall B-D	
3:00 pm	Networking Afternoon Break Grand Harbor Ballroom South Sponsored by: Florida Pension Group	
4:00 pm	Call to Quarters: Annual Business Meeting Asbury Hall B-D	
5:30 pm	Celebrating At Sea: Member Appreciation Reception in the Exhibit Hall Grand Harbor Ballroom South & Salons 5-8	
7:30 pm	Hospitality Suite Captain's Deck Suite Room 1116 Sponsored by: FPHASIF	
11:00 pm		

SCHEDULE OF EVENTS

Wednesday, August 8th

8:00 am - 4:00 pm	Registration Desk Open
8:00 am - 7:30 pm	Exhibits open during meals and breaks
8:00 am - 9:00 am	Networking Continental Breakfast (Exhibit Hall) Sponsored by: Maintenance USA
9:00 am - 11:00 am	Instructions from the Crew: Opening General Session Speakers: Marcus Goodson, <i>FAHRO President, Ft. Myers Housing Authority</i> ; Ed Jennings, <i>Regional Administrator – Region IV</i> ; Patsy Noland, <i>SERC</i> Presentation of Colors: United States Marines Corps. Invocation: Pastor Vernon McQueen
11:15 am - 12:15 pm	General Session: A View from the Bridge: Management Models & Business Plans We must accept that although public housing authorities are nonprofit businesses, they are businesses nonetheless. During this session, we will focus on different models and strategies for managing PHAs of various sizes while establishing the groundwork for the development of a business plan to guide your agency through these uncertain times. Moderator: William Russell, <i>Executive Director – Sarasota House Authority</i> Speakers: Jerome Ryans, <i>Tampa Housing Authority</i> ; Shannon Young, <i>Seminole County Housing Authority</i>
12:30 pm - 1:30 pm	Networking Lunch in the Exhibit Hall Sponsored by: Progress Energy
1:45 pm - 3:00 pm	Navigating the Storm: State & Federal Affairs Update and Discussion Speakers: Pete Gamble, <i>FAHRO Federal Affairs Chairman</i> ; Richard Pinsky, <i>FAHRO State Affairs Consultant</i> ; William Russell, <i>FAHRO Federal Affairs Consultant</i> ; Scott Keller, <i>FAHRO Federal Affairs Consultant</i>
3:15 pm - 3:45 pm	Networking Afternoon Break in the Exhibit Hall Sponsored by: Florida Pension Group
4:00 pm - 5:30 pm	Call to Quarters: Annual Business Meeting
5:30 pm - 7:30 pm	Celebrating At Sea: Member Appreciation Reception in the Exhibit Hall
8:00 pm - 11:00 pm	Hospitality Suite Sponsored by: FPHASIF

SCHEDULE AT A GLANCE

Thursday, August 9th

8:00 am	Bingo Fund-Raiser & Continental Breakfast Grand Harbor Ballroom South		
9:00 am	Roles of the Commissioner Asbury Hall B	VASH Vouchers: Serving Those Who Served Asbury Hall C	The Future of Physical Needs Assessments Asbury Hall D
10:15 am	■	●	▲
10:30 am	Agency Monitoring & Oversight Asbury Hall B	Section 3 Innovation Forum Asbury Hall C	Does RAD Make Sense for You? Asbury Hall D
	■	●	▲
12:00 pm	Networking Lunch Grand Harbor Ballroom South Sponsored by: Housing Trust Group		
1:00 pm	Board Governance Asbury Hall B	Voluntary Consolidation: Models, Case Studies & Lessons Learned Asbury Hall C	Avoiding the Ad Valorem Tax Pitfall Asbury Hall D
	■	●	▲
2:30 pm	Networking Afternoon Break Grand Harbor Ballroom South		
3:00 pm	The Board & the CEO: A Critical Team Asbury Hall B	Hard-to-House Populations & Reasonable Accommodations Asbury Hall C	Tax Credit Revitalization: An Opportunity for PHAs Asbury Hall D
4:30 pm	■	●	▲
7:00 pm	Captain's Gala: Annual Celebration Cocktail Party & Banquet Grand Harbor Ballroom South Sponsored by: FPHASIF		
10:30 pm			

SCHEDULE OF EVENTS

Thursday, August 9th

- 8:00 am - 4:00 pm Registration Desk Open
- 8:00 am - 7:30 pm Exhibits open during meals and breaks
- 8:00 am - 9:00 am Bingo Fund-Raiser & Continental Breakfast

■ 9:00 am - 10:15 am **Roles of the Commissioner**
 We all have had jobs that we wish had come with an instruction manual. When it comes to the role of a public housing authority commissioner, it can! You have a critical responsibility to use your wisdom, judgment and conscience to provide vision and direction for the agency. This session is designed to provide you with guidance on your role as a commissioner to make you one of the greats.

Speaker: Ric Gilmore, *Saxon, Gilmore, Carraway, & Gibbons, PA*

● 9:00 am - 10:15 am **VASH Vouchers: Serving Those Who Served**
 It is an honor to serve those who served for us, but it can also present unique challenges that you are not used to encountering with other constituencies. Join the discussion with representatives of the Veterans Administration to identify solutions to common hurdles to housing those to whom we owe so much.

Moderator: Deborah Johnson, *Pinellas County Housing Authority*
 Speakers: Matthew McGahran, *Veteran Affairs*

▲ 9:00 am - 10:15 am **The Future of Physical Needs Assessments**
 In search of a better mechanism for determining what the short- and long-term capital needs are for public housing properties, HUD is developing a Physical Needs Assessment system. During this session, we will explore what we know about this program and what it will mean for your agency.

Moderator: Maria Burger, *Housing Authority of the City of Stuart*
 Speakers: Craig Gardei, *GLE*; Bill Grindl, *TAG Associates*

■ 10:30 am - 12:00 pm **Agency Monitoring & Oversight**
 All commissioners understand that they are responsible for the monitoring and oversight of the agency. This discussion will focus on knowing what to watch, what questions to ask and how to fulfill that responsibility without standing in the way of the professional staff's progress toward the mission and vision of the agency.

Speaker: Ric Gilmore, *Saxon, Gilmore, Carraway, & Gibbons, PA*

SCHEDULE OF EVENTS

Thursday, August 9th (cont...)

- 10:30 am - 12:00 pm **Section 3 Innovation Forum**
We all embrace the intent of Section 3, but practical application can be a real challenge. During this facilitated forum, we will explore what has worked and what hasn't, as well as the new concepts out there to help your agency.

Moderator: John Nelson, *Executive Director – Palatka Housing Authority*

- ▲ 10:30 am - 12:00 pm **Does RAD Make Sense for You?**
It sounds good. The ability to manage housing units without all the ties HUD puts on its funding, but does it make financial sense? Greg Byrne noted at the ED Forum that it will be a great deal for some, but not for others. Come find out how to decide which category your agency falls into.

Speakers: John May, *TAG Associates*; Michael Syme, *Cohen & Grigsby*; Jose Cintron, *Miami HUD*

12:00 pm - 1:00 pm **Networking Lunch in the Exhibit Hall**

Sponsored by: Housing Trust Group

- 1:00 pm - 2:30 pm **Board Governance**
Truly great organizations are not managed, they are governed. (No, we're not talking about what happens in D.C.!) Governance focuses on vision setting, both empowerment and limitations on authority, as well as the freedom to achieve with accountability for outcomes. This segment is the benchmark of a highly functioning and successful board.

Speaker: Ric Gilmore, *Saxon, Gilmore, Carraway, & Gibbons, PA*

- 1:00 pm - 2:30 pm **Voluntary Consolidation: Models, Case Studies & Lessons Learned**
HUD is recommending voluntary consolidation to increase economy of scale at a time when resources are diminishing. It can be a challenging subject, but sometimes it makes sense in the right circumstances. Join the discussion with peers who have voluntarily merged their agencies to see if it is something worth considering for your area.

Moderator: Marcus Goodson, *Housing Authority of the City of Ft. Myers*

Speakers: Bob Williams, *Levy, Suwanee, & Gilchrist Housing Authorities*; Mike Bean, *Brevard Family of Housing*; Abe Singh, *Area Housing Commission*; Victoria Main, *Jacksonville HUD*

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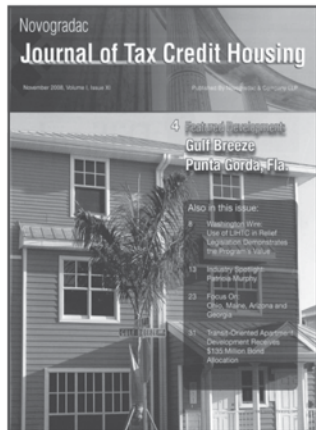
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SCHEDULE OF EVENTS

Thursday, August 9th (cont...)

- ▲ 1:00 pm - 2:30 pm **Avoiding the Ad Valorem Tax Pitfall**
 Everyone's budgets are stretched, and local governments are looking everywhere for new income – including your agency! We will discuss the recent trend of property appraisers attempting to put housing authorities on the ad valorem tax rolls and what you need to know to stay out of their crosshairs.
 Moderator: Larry Shoeman, *Avon Park Housing Authority*
 Speakers: Brian Nemeroff, *Berman Hopkins*; Becky-Sue Mercer, *Arcadia Housing Authority*; Richard Pinsky, *FAHRO Government Consultant*
- 2:30 pm - 3:00 pm **Networking Afternoon Break in the Exhibit Hall**
- 3:00 pm - 4:30 pm **Exhibitors Move-Out and Decorator Break-Down**
- 3:00 pm - 4:30 pm **The Board & the CEO: A Critical Team**
 How does your mighty duo work together? Learn about various written employment agreements, performance plans and interim reviews and how they can be used to keep the agency running in shipshape condition.
 Speaker: Ric Gilmore, *Saxon, Gilmore, Carraway, & Gibbons, PA*
- 3:00 pm - 4:30 pm **Hard-to-House Populations & Reasonable Accommodations**
 Don't you love terms like "reasonable accommodations"? After all, what is reasonable to you might not be reasonable to the folks at Fair Housing. During this session, we will discuss hard-to-house populations and what reasonable accommodations you need to make to attempt to serve their needs.
 Speakers: Vicki D. Johnson, *HUD Fair Housing*; Daniel Howe, *HOPE, Inc.*
- ▲ 3:00 pm - 4:30 pm **Tax Credit Revitalization: An Opportunity for PHAs**
 In a tough economy, there is considerably less interest in new development. However, there are numerous tax credit properties out there that will begin to witness the end of their affordability restrictions in the near future. This session will discuss how PHAs can take advantage of coming opportunities to acquire and revitalize these housing stocks.
 Speakers: Jeff Kiss, *Kiss Associates*; Michael Syme, *Cohen & Grigsby*; Jose Cintron, *Miami HUD*
- 7:00 pm -10:30 pm **Captain's Gala: Annual Celebration Cocktail Party & Banquet**
 Sponsored by: FPHASIF

MEET THE SPEAKERS

Ricardo L. Gilmore, Esq.

Saxon, Gilmore, Carraway & Gibbons P.A.

Ricardo Gilmore is a senior partner and co-founder of Saxon Gilmore. Mr. Gilmore has practiced law for more than twenty-five years and specializes in the areas of business and corporate law, real estate, public finance, and commercial litigation. He serves as special counsel to housing authorities in Florida and other states relative to affordable housing development matters. He has developed a specialty in public housing law and has been involved in two extensive litigation matters appealed to the U.S. Supreme Court that established nationwide precedents. Further, Mr. Gilmore has been involved in the establishment of instrumentalities associated with development and housing authorities. He has considerable experience in Florida Government-in the Sunshine laws, public records laws, real estate redevelopment, and corporate governance issues affecting commissioners of housing authorities, as well as public finance relative to issuance of municipal bonds and acquisition of tax credits. He has worked on legal issues for ten (10) Hope VI revitalization projects. Mr. Gilmore received his B.A. degree from the University of Georgia in 1975 and his J.D. degree from the University of Florida College of Law in 1978.

William Grindl

TAG Associates

William F. Grindl has thirty plus years of experience in facilities and real estate management. He has worked with numerous property types including commercial real estate, condominiums, mixed income, and public housing. His particular areas of expertise are asset management, housing management, maintenance operations, the Tax Credit/mixed finance/HOPE VI programs, long-term capital planning, and strategic portfolio analysis and planning. He has provided technical assistance on more than forty HOPE VI projects and dozens of tax credit or mixed finance projects. Currently, Mr. Grindl is providing technical assistance to a variety of PHAs in development finance and issues related to HUD programs. Mr. Grindl is part of the HUD Physical Needs Assessment Protocol development team and has participated in protocol planning, drafted portions of the protocol and handbook, participated in beta testing, and assisted at industry group meetings. Mr. Grindl has worked with and provided training to numerous large PHAs, including Baltimore, Washington, Pittsburgh, Cambridge, Kansas City, New Haven, Detroit, Philadelphia, among several others, in the area of development, asset management, and procurement.

Vicki Johnson

Fair Housing and Equal Opportunity, HUD Miami Field Office

Vicki Johnson serves as the Enforcement Branch Chief for Fair Housing and Equal Opportunity in HUD's Miami Office. Ms. Johnson serves as the principal advisor to the Miami FHEO Center Director in all matters relating to equal opportunity in housing, economic opportunity, civil rights and nondiscrimination in the implementation of HUD programs. She is responsible for managing investigations under the Fair Housing Act, Title VI of the Civil Rights Act of 1964, Section 109 of the Housing and Community Development Act of 1974, and Section 504 of the Rehabilitation Act of 1973. She supervises the investigations staff in the Enforcement Branch. Ms. Johnson has been a member of the Florida Bar since 1993. From 2001 to 2007, she was a Senior Attorney with the Florida Commission on Human Relations where she was responsible for litigating housing discrimination cases under the state's Fair Housing Act. Other litigation experience includes stints at the Florida Department of Insurance, Florida Public Service Commission, and Legal Services of Greater Miami. She has also worked as a legal advisor in Miami Dade County's Office of Fair Employment Practices.

Jefferey L. Kiss

President, Kiss & Company, Inc.

Jeffrey L. Kiss is President of Kiss & Company, Inc. and specializes in assisting clients in all areas of affordable housing with emphasis on financial advisory and real estate development services. Kiss & Company is also a registered Municipal Advisor with the SEC and MSRB providing investment advisory services for municipal issuers. Prior to his current positions, Mr. Kiss was a Principal of Packer Kiss Securities, Inc. that offered re-investment advice to issuers of tax-exempt debt from 2001 to 2011. Additionally, he provided investment banking services from 1987 to 1992 for Donaldson, Lufkin & Jenrette Securities Corporation and was the Deputy Director for the Florida Housing Finance Agency from 1984 to 1987. Mr. Kiss has extensive program experience in mortgage revenue bonds, housing credits, SHIP, SAIL, PLP, AHP and other related federal housing programs such as HOME, CDBG, USDA and HOPE VI. As a Board Member of both the Florida Housing Coalition (FHC) and the Coalition of Affordable Housing Providers (CAHP), Mr. Kiss remains actively involved in the industry's efforts to expand affordable housing opportunities and restore full funding to the existing programs promoted through the Sadowski Affordable Housing Act. Mr. Kiss received an M.B.A. from Florida State University, an M.P.A. from Florida Atlantic University and a B.A. in Political Science/History from Allegheny College.

MEET THE SPEAKERS *(cont...)*

Brian Nemeroff

CPA, Berman Hopkins CPAs and Associates

Brian is the partner at Berman Hopkins CPAs who heads up the Housing Authority group. He started his career with Berman Hopkins 20 years ago working on housing authority audits. Over the years he has presented at conferences for several housing associations as well as written several articles on PHA topics. He has worked on many authorities including, Tampa, Jacksonville, Detroit, San Francisco and Miami Dade County.

Patsy D. Noland

PHM, Murfreesboro Housing Authority

Patsy Noland is a 24-year veteran of the housing industry, currently serving since January, 1998, as the Executive Director of the Murfreesboro Housing Authority (MHA) after seven years as its Deputy Executive Director. She oversees the \$8.7 million annual budget of MHA while serving approximately 1,200 needy families in Murfreesboro and Rutherford County. The MHA has a current waiting list of approximately 2,400 families. She is a member of the National Association of Housing and Redevelopment Officials (NAHRO) and Public Housing Authorities Directors Association (PHADA), as well as the South-Eastern Regional Conference of NAHRO (SERC-NAHRO) and has represented Tennessee on the Member Services Committee for SERC-NAHRO since 2002. She currently serves on the NAHRO Member Services Committee and as Chair of the SERC-NAHRO Member Services Committee. Patsy has always been a strong supporter of the Tennessee Association of Housing and Redevelopment Authorities (TAHRA), having served on many committees over the years and as Spring Workshop Chair for seven years. She is a past President of TAHRA (2008-2009 year). During her career, she has been the driving force behind a City-wide nationally acclaimed coalition known as the Community Anti-Drug Coalition of Rutherford County (CADCOR) to rid the housing developments of drugs and crime, having partnered with the Murfreesboro Police Department, Parks & Recreation Department, City Schools and the Tennessee National Guard as well as MTSU, many social service agencies and faith-based groups in the community. She is known for her innovative approach to providing housing for the homeless and has been a strong advocate for self-sufficiency of residents to ultimately attain the American Dream of homeownership. She currently serves as Chair of the Murfreesboro/Rutherford Co. Homeless Task Force.



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MEET THE SPEAKERS *(cont...)*

William Russell

Sarasota Housing Authority

William “Bill” Russell is the Executive Director of the Sarasota Housing Authority. Born and raised in Dallas, Texas, Bill received a Bachelors of Arts in Political Science with Honors from Millsaps College and a Master’s in Public Administration from Syracuse University’s Maxwell School. For the past 13 years Bill has dedicated himself to a career in affordable housing serving in various capacities with the City of New York, the U.S. Department of Housing and Urban Development in Washington, D.C., where he was Deputy Assistant Secretary, and currently as the Executive Director of the Sarasota Housing Authority. He is married to his wife Kirsten of 15 years and has a six year old daughter. Bill is a Leadership Sarasota alum, an elder in his church and past president of the Sarasota County Civic League and the Florida Association of Housing and Redevelopment Officials (FAHRO).

Michael Syme, Esq.

Cohen & Grigsby

For almost 20 years, Michael has been representing housing authorities, municipal government entities and developers in the financing, development and revitalization of low-income communities. He is the Head of Cohen & Grigsby’s Affordable Housing Group, as well as the firm’s Vice President of Finance and Treasurer. Michael’s practice focuses on affordable housing. He has negotiated and closed numerous mixed-financing developments (including HOPE VI), and regularly counsels housing authorities in the creation of affiliated entities and instrumentalities. In addition, Michael has negotiated a Moving-to-Work Demonstration Program with the U.S. Department of housing and Urban Development. He has represented HUD in the capital Fund Fiduciary Program. Michael also has extensive experience in representing housing authorities when they are audited by HUD’s office of inspector General. Preparing for and defending such audits, Michael assists housing authorities in protecting their assets and reputations.

Robert Williams

Levy, Gilchrist and Suwannee County Housing Authorities

Bob Williams, a native of Gadsden Alabama is a graduate of Emma Sansom High School and received his BA in Business from Cleveland State University in Cleveland Ohio in 1977. His first experience in public housing began as CIAP Coordinator with the Chester County Housing Authority shortly after losing his job in Research and Development at Commodore Computers as a result of that 1987 stock crash. In 1988 he moved to Washington DC where he became the Executive Director/Mod Coordinator for Glenarden Housing Authority and served there until accepting the position of Executive Director of the Levy and Gilchrist County Housing Authority in 1996 and later brought the Suwannee County Housing Authority under the umbrella of the Levy County Housing. Bob has several accomplishments under his belt. He active in many civic organizations, Chiefland Rotary, past president and seven year Chairman of the Levy County Schools Foundation, past president of the Levy Area Retarded Citizens, past president of the Chiefland Chamber of Commerce, current counselor with Levy County Probation Services for petty theft workless check clients and first time drug offenders. Lay leader for First United Methodist Church, Chiefland Florida recipient of one of Levy County’s highest honors as Chiefland Citizen of the Year 2010. Bob is an entrepreneur. He’s the sole owner of Nature Coast Driver Improvement, a licensed state certified driver education and improvement. Check him out at WWW.Tricountytraffic.com and also sole owner of World Event and Meeting Planners at www.worldeventplanners.com . He loves his family, extended family (which are his staff and board) his church and his jobs.

Shannon Young

Seminole County Housing Authority

Shannon Young, Executive Director, Seminole County Housing Authority has been in the housing industry for over 10 years. She is a lifelong Florida Resident, and currently serves on the SERC-NAHRO Housing Committee, and is the FAHRO Small Agency Committee Chair.

MEET THE SPEAKERS *(cont...)*

John Nelson, Jr.

Executive Director, Palatka Housing Authority

John Nelson Jr. is a recognized leader in the affordable housing and sustainable community development industry, particularly in the field of public housing transformation. He has more than 46 (Forty-six) years of experience in housing and has successfully participated in transforming some of the nation's largest and most troubled Public Housing Authorities. These include the authorities in the cities of Los Angeles, Indianapolis, Chicago and Detroit. He has also successfully transformed the Cities of Indianapolis and Detroit Housing Agencies from City Departments to Housing Authorities.

John Nelson Jr., has served as the Chief Executive Officer (CEO) or Chief operating Officer in three (3) of the largest urban housing authorities in the country: New York, Chicago and Los Angeles and several other large authorities. In addition, Mr. Nelson also served as the Operation Director at the Housing Authority of the City of Houston.

In addition, he has been the principle in J. Nelson & Associates since its inception in 1997. The company has, either as a prime or sub-contractor, completed a number of contracts in performing management reviews, providing technical assistance to housing authorities and providing training to housing authority staff in the areas of PHAS and SEMAP. These authorities include: The Cuyahoga Metropolitan Housing Authority, the Houston (TX) Housing Authority, the North Chicago (IL) Housing Authority, Miami-Dade County Housing Authority, and the Housing Authority of Baltimore City (MD), Saginaw Housing Commission, Alexandria Housing Authority (Louisiana) and the Housing Authority of the City of Yonkers, New York

Becky-Sue Mercer

Executive Director, Arcadia Housing Authority

Becky-Sue Mercer is the Executive Director of Arcadia Housing Authority. She has 17 years of experience working in various housing service roles, including jobs held in Ohio and Michigan before moving to Florida in 2009. Prior to her work in affordable housing, Ms. Mercer was an eligibility specialist for the Ohio Department of Children & Families.

Larry Shoeman

Executive Director, Avon Park Housing Authority

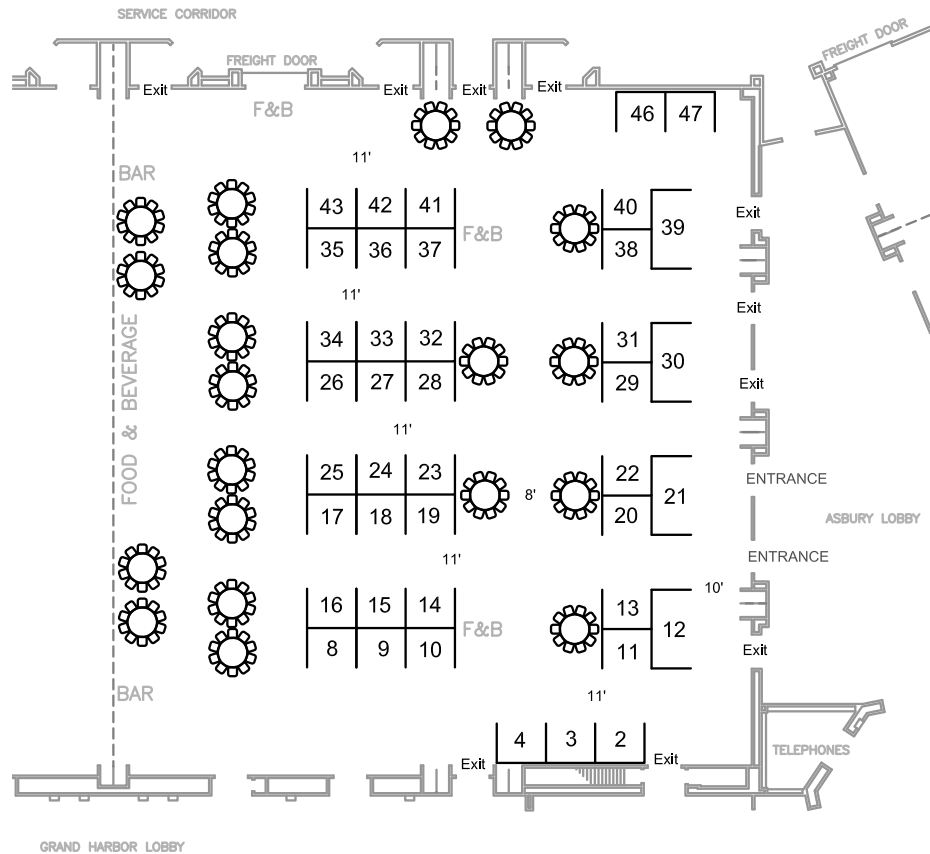
Larry Shoeman is the Executive Director of Avon Park Housing Authority and recent newlywed. Prior to Avon Park, he worked at Miami Beach, Brevard County, Palatka and West Palm Beach housing authorities, for a total of 26 years' experience in public housing administration. He has a BA in education from Florida State University and a BA in Business Administration from the University of Georgia. Mr. Shoeman is a Past SERC V.P. for Community Development and Past FAHRO President. He is also a Past President for the Avon Park Noon Rotary, Past Advisory Committee Member for Highlands Co. Affordable Housing Advisory Board, Jr. Achievement Instructor, Avon Park H.S., Member Avon Park Chamber of Commerce, Heartland Workforce Board & Executive Committee Member, and a Leadership Highlands Graduate.

John K. May

Associate, TAG Associates

John May is an Associate with TAG Associates. With primary expertise in the areas of mixed-finance housing development, affordable housing development financing, property and asset management, and public housing operations. Mr. May has worked with a numerous clients, including the Housing Authority of New Haven, Broward County Housing Authority, Mobile Housing Board, the Housing Authority of Kansas City (MO), District of Columbia Housing Authority, Houston Housing Authority, Decatur (IL) Housing Authority, the Springfield (IL) Housing Authority and Cambridge Housing Authority, to assist them in sponsoring and undertaking development of affordable housing, long and short term capital planning, asset management, property management and operations.

Currently, Mr. May is working as a development advisor on mixed finance development projects in New Haven, CT, Newport, RI and Trenton, NJ, as advising on asset management for the DC Housing Authority and the Philadelphia Housing Authority. He is also advising housing authorities in El Paso, TX and Durham, NC on conversions under HUD's new Rental Assistance Demonstration. Prior to working at TAG, Mr. May worked as Assistant Director of Property Management for the Commonwealth Land Trust, a non-profit housing development organization in Boston, MA, where he oversaw property management operations for a portfolio of affordable family and special needs housing. Mr. May also worked for five years as a Hearing Officer and Inspector for the Rent Control Board of the City of Cambridge, MA, where he analyzed capital needs, evaluated operating income and expenses, and reviewed property management for rent-controlled residential properties.



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- 46 United Negro College Fund (UNCF)
- 47 Silent Auction

EXHIBITORS

Alterna Corp. Booth 3
9800 NW 17 St.
Miami, FL 33172

Phone: 305.499.9816
e-mail: ngunia@alternacorp.com
Contact: Nicholas Gunia
Service: Green building products

Berman Hopkins Wright & LaHam, CPA's & Associates Booth 29
8035 Spyglass Hill Rd.
Melbourne, FL 32940

Phone: 321.757.2020
e-mail: nemeroff@bermanhopkins.com
Contact: Brian Nemeroff
Service: Professional auditing;
Financial; Compliance services

Constellation Energy Corp. Booth 35
810 7 Ave., Ste. 400
New York, NY 10019

Phone: 212.885.6455
e-mail: christian.barrett@constellation.com
Contact: Christian Barrett
Service: Electric company
community outreach

EMG Booth 15
222 Schilling Circle, Ste. 275
Hunt Valley, MD 21031

Phone: 410.785.6216 ext. 7539
e-mail: dweitzel@emgcorp.com
Contact: Drew Weitzel
Service: Environmental, facility and
building assessments

AMERESCO Booth 28
7585 Turkey Point Dr.
Titusville, FL 32780

Phone: 321.264.8823
e-mail: tgallentine@ameresco.com
Contact: Tracy E. Gallentine
Service: Performance-based utility
service contracts

Bessolo Design Group Booth 37
556 Central Ave.
Saint Petersburg, FL 33701

Phone: 727.894.4453
e-mail: kbessolo@bessolo.com
Contact: Kevin Bessolo
Service: Architectural and
engineering services

CVR Associates, Inc. Booth 30
5400 Laurel Springs Pkwy., Ste. 201
Suwanee, FL 30024

Phone: 678.341.6950
e-mail: llinehan@cvrassociates.com
Contact: Lesley Linehan
Service: GSA-certified, full service
management consulting firm
specializing in management
solutions for affordable
housing programs

FileVision Booth 32
1200 Ashwood Pkwy., Ste. 400
Atlanta, GA 30338

Phone: 678.463.8587
e-mail: tlavictoire@filevision.net
Contact: David Jones
Service: Paperless Electronic Tenant
Record (ETR) solution –
document and workflow
management for PHA's

ARD Distributors, Inc. Booth 14
1600 NW 159 St.
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Phone: 305.986.8392
e-mail: aquiles@ardonline.com
Contact: Aquiles Ruiz
Service: All major brands of appliances
and air conditioners

Brown & Brown of Florida, Inc. Booth 36
P.O. Box 491636
Leesburg, FL 34749

Phone: 352.431.3010
e-mail: ruth.bowling@bbleesburg.com
Contact: Ruth Bowling
Service: Insurance for
housing authorities

Dixie Plywood & Lumber Company Booth 25
3544 All American Blvd.
Orlando, FL 32810

Phone: 407.619.2323
e-mail: nelsyleyba@gmail.com
Contact: Nelsy Leyba
Service: Solid surface; Cement siding;
High pressure laminates

FL Housing Authorities Risk Mgmt Insureds (FHARMI) Booth 27
7331 Office Park Pl., Ste. 3
Melbourne, FL 32940

Phone: 321.255.1010
e-mail: jenniferluckern@bellsouth.net
Contact: Jennifer Luckern
Service: Officer's liability insurance;
Fully reinsured program;
DHUD Approved

EXHIBITORS (cont...)

FL Public Housing Authority Self Insurance Fund (FPHASIF) Booth 21
P.O. Box 12909
Tallahassee, FL 32317

Phone: 850.385.3636
e-mail: brooke.butler@willis.com
Contact: Brooke Butler
Service: Self-insurance fund for all of Florida's housing authorities needs

GLE Associates, Inc. Booth 13
4300 W Cypress St., Ste. 400
Tampa, FL 33607

Phone: 813.241.8350
e-mail: glemen@gleassociates.com
Contact: BJ Ryan
Service: Architects; Engineers; Environmental consultants; Construction managers

Let's Think Wireless Booth 2
651 Hopping Rd.
Belford, NJ 07718

Phone: 610.310.9165
e-mail: mbranson@ltw.com
Contact: Mickey Branson
Service: Wireless video surveillance for housing authorities

Michael Brady Inc. Booth 31
100 Colonial Center Pkwy, Ste. 230
Lake Mary, FL 32746

Phone: 407.585.0330
e-mail: jimc@mbiarch.com
Contact: Jim Carten
Service: Engineering services

Florida Pension Group Booth 39
4190 Belfort Rd., Ste. 300
Jacksonville, FL 32216

Phone: 904.924.6343
e-mail: jpomroy@jacksonville.nef.com
Contact: John Pomroy
Service: Hands on retirement plan solutions for agencies

HD Supply Facilities Maintenance Booth 19
3015 Tallavana Trail
Havana, FL 32333

Phone: 858.831.2787
e-mail: harold.swann@hdsupply.com
Contact: Harold Swann
Service: Wholesale distribution company with products and services for construction and housing markets

Lindsey Software Systems Booth 33
1 Riverfront Pl., Ste. 700
North Little Rock, AR 72114

Phone: 800.890.7058
e-mail: heather@lindseysoftware.com
Contact: Heather Bristow
Service: Housing management software; Fee accounting software

Mutual of America Booth 11
3000 Bayport Dr., Ste. 950
Tampa, FL 33607

Phone: 813.281.2882
e-mail: tampabay@mutualofamerica.com
Contact: Jean Tyre
Service: Retirement plans; 457 savings plans; Group and individual insurance for housing authorities

Gilson Software Solutions, LLC Booth 38
1401 E Broward Blvd., Ste. 101
Fort Lauderdale, FL 33301

Phone: 954.759.4550
e-mail: matt@gilsonsoftware.com
Contact: Matthew Gilson
Service: Comprehensive property management software, and mobile and voice solutions for PHA's

LarsonAllen, LLP Booth 17
811 E Main St.
Lakeland, FL 33801

Phone: 863.687.7034
e-mail: lance.schmidt@cliftonlarsonallen.com
Contact: Lance Schmidt
Service: Auditing services

MAF Background Screening Booth 8
32 N Bay Hills Blvd.
Safety Harbor, FL 34695

Phone: 800.228.7757 ext. 7668
e-mail: cwood11@tampabay.rr.com
Contact: Connie Wood
Service: Tenant and employment background screening solutions

National Hot Water Booth 16
1972 California Crossing
Dallas, TX 75220

Phone: 888.444.4435
e-mail: k.loar@nationalhotwater.com
Contact: Ken Loar
Service: Water heaters and systems

EXHIBITORS (cont...)

Norstar Primercia Multifamily Development Group Booth 34
3629 Madaca Lane
Tampa, FL 33618

Phone: 813.933.0629 ext. 212
e-mail: prhodes@primericagroupone.com
Contact: Paula Rhodes
Service: Full spectrum of development and brokerage servoces for multi-family properties

SACS Software Booth 23
P.O. Box 190
Alexander City, AL 35011

Phone: 256.329.1205
e-mail: sherri@sacssoftware.com
Contact: Sharron Blasingame
Service: Public housing software; Fee accounting

Silent Auction Booth 47



Tenmast Software Booth 20
132 Venture Ct., Ste. 1
Lexington, KY 40511

Phone: 877.836.6278
e-mail: ablock@tenmast.com
Contact: Adam Block
Service: Expert systems software; Training and support; Hardware

The Pest Control Authority Booth 24
11173 Grandview Manor
Wellington, FL 33414

Phone: 561.373.1345
e-mail: scottsiegfried@gmail.com
Contact: Scott Siegfried
Service: Pest control services for public housing & Section 8 properties

Sentry Protection Technology Booth 26
2150 Whitfield Ave., Unit B
Sarasota, FL 34243

Phone: 877.705.2384
e-mail: cf@sentryprotectiontechnology.com
Contact: Chuck Fowler
Service: Prime Save TM; Windows; Storm shutter screens; Security screens; Doors; Patio protection

Sleuth Plumbing Booth 41
226 Field End St.
Sarasota, FL 34240

Phone: 800.849.4610
e-mail: dswain@sleuthpt.com
Contact: David Swain
Service: Investigation, diagnosis and repair sanitary and drain systems, video, cleaning, lining

United Negro College Fund Booth 46
229 Peachtree St. NE, Ste. 2350
Atlanta, GA 30303

Phone: 404.302.8623
Contact: Mya Dyson
Service: Administrator of the Deborah L. Vincent Scholarship

Progress Energy Booth 12
3300 Exchange Place
Lake Mary, FL 32773

Phone: 407.942.9332
e-mail: melvin.philpot@pgnmail.com
Contact: Melvin Philpot
Service: Utilities savings and community outreach programs

SERC Booth 4



Tenant PI, LLC Booth 22
1 Riverfront Place, Ste. 700
North Little Rock, AR 72114

Phone: 501.374.0036
e-mail: troy.mcdaniel@thepicompany.com
Contact: Troy McDaniel
Service: Tenant credit reports; Background checks; Landlord histories

Window Classics Corporation Booth 10
P.O. Box 4198
Hollywood, FL

Phone: 954.966.1148
e-mail: joegarcia@windowclassics.com
Contact: Ralph DeLeon
Service: Window and door solutions for Florida and the Caribbean

EXHIBITORS (cont...)

Yardi Systems

430 S Fairview Ave.
Santa Barbara, CA 93117

Booth
43

Phone: 781.332.3345
e-mail: alyssa.ohman@yardi.com
Contact: Alyssa Ohman
Service: Property and asset
management software

Yeager & Boyd, LLC

5501 Highway 280, Ste. 201
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Booth
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Phone: 205.991.5506
e-mail: ron@yeagerboyd.com
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