

Session 1: Opportunity Zones: Turning Opportunity into Success

Much excitement surrounds the potential of Opportunity Zones. Much still remains unclear, however, as to how this potential is turned into a community development reality. This panel discussion will bring together representatives from the tax credit syndication, accounting, law, Community Development Financial Institutions and development industries to discuss how the tax benefits afforded by the Federal Opportunity Zone legislation can be leveraged to develop communities and create and preserve affordable housing.

Moderator: Jason Labate, Esq., Senior Associate, Goldstein Hall

Mary Amato, CPA Partner, CohnReznick

Thomas McGrath, Senior Vice President and Director of Upstate Revitalization, Community Preservation Corporation

Karen Przepyszny, SVP Equity Placement, National Equity Funds

Outline

- I. Explanation of the tax advantages of Opportunity Zones
 - What we know and what we don't
 - Who might be interested in opportunity zones
 - How opportunity zones work
- II. Opportunity zones in tax credit syndication, effects (and realities) of effects on pricing
- III. Lending or not in terms of borrowers, guarantors, exit timing, etc. and how localities might think about (and work with lenders) to leverage Opportunity Zones for community development and affordable housing
- IV. Zoning opportunities and challenges within opportunity zones for affordable housing

Session 2: Affordable Housing Approaches: One Size Does Not Fit All

This panel will examine the connectivity between health and housing and the emerging response through the development of supportive housing in integrated settings. How and whether economic integration is being achieved through inclusionary zoning including upcoming changes in the City of White Plains Affordable Housing Ordinance will also be covered.

Moderator: Rose Noonan, Esq., Executive Director, Housing Action Council

Christopher N. Gomez, AICP, Commissioner of Planning, City of White Plains

Sean Kearney, Kearney Realty & Development Group

Lisa Tarricone, Director Systems Advocacy, Westchester Independent Living Center

Dana Greenberg, Office of Temporary & Disability Assistance

Outline

- I. Achieving multiple goals – affordable housing, economic integration, improved health, supportive housing and economic development
- II. Relationships between housing and economic development and housing and health

- III. Inclusionary Zoning -- Inclusionary zoning within the context of City of White Plains' experience
 - Why inclusionary zoning?
 - Lessons learned and impact on addressing goals of affordable housing, economic integration and economic development
 - Forthcoming changes in inclusionary zoning and why
- IV. Supportive Housing – A Developer’s Choice - leadership in developing supportive housing in the Hudson Valley
 - Why supportive housing – from the developer’s perspective
 - Experiences and lessons learned
 - Why supportive housing in an integrated setting
 - What a provider brings to the table
 - Key ingredients to successful partnerships with developers
- V. Resources
 - State Housing Priorities
 - Capital, Rent & Service resources for supportive housing
 - Top 5 Tips for Successful Applications

Session 3: Faith Based Housing: Prophets and Profits

This panel discussion will focus on how developers and religious leaders can create housing that both serves the social good and produces a profit. With churches, mosques, and synagogues across the country currently seeking to develop low-cost housing, best practices for creating successful projects are beginning to emerge. The panel will draw from case histories, trends and experience to arm attendees with what they need to know to confidently invest in positive social change and reap financial rewards at the same time.

Moderator: David McKay Wilson, Tax Watch Columnist, Journal News

Frank Cerbini, Vice President Acquisitions, National Housing Partnership Foundation

Colin Jarvis, Executive Director, The Newburgh Ministry, Inc.

Richard Roberts, Principal and Managing Director of Acquisitions, Redstone Equity Partners

James A. Ryan, RLA, Principal, JMC Site Development Consultants

Karen D’Attore, Executive Director, IFCA

Jason Labate, Esq., Sr. Associate, Goldstein Hall PLLC

Outline:

- I. History and current overview of faith-based affordable housing in Westchester
 - Who are we assisting?
 - Why is this important?
- II. What neighborhoods are most in need and where does housing efforts stand in each
- III. “Best practices” in faith-based deals
 - Not-for-profit organizations, faith-based orgs, accountancy/tax law firms, funding institutions and government agencies

IV. Examples of financing partnerships

- What works best, what has flaws?

V. Preservation vs. new construction

- Zoning challenges and opportunities – update on Hudson Valley zoning and approval rules and regulations
- What practical tips can you provide for developers looking at making smart property selection?
- What steps are involved for both parties when conducting due diligence?