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OPENING NOTE FROM SCANPH’S LEADERSHIP:

SCANPH welcomes you to the 34th anniversary of our Annual Conference!

We’re so pleased to welcome you back in person to our annual gathering, as we all know that during the last few years, COVID-19 has negatively impacted our ability to foster connections among our peers, partners, and the affordable housing community in a period of so many challenges. But the SCANPH community is ever resilient and we appreciate your patience, commitment, and enthusiasm for returning to our first in-person conference in more than two years! Woo hoo!

After a period of absence, we know you all are looking forward to the opportunities that make our annual conference special and a date you always save on your calendar: unique programming that helps us all learn, connect, and grow—and unrivaled networking to mingle with the industry’s best and brightest. After all, who wouldn’t miss getting to hang out with the talented, smart, and passionate people in the SCANPH community? We sure missed seeing your faces beyond the confines of a Zoom screen and we’re so proud to see interest in the SCANPH Annual Conference continue to grow.

We ask you to join us in making this year’s conference an inclusive and safe space for all participants: therefore, we ask for your patience, respect, and thoughtfulness in observing all COVID-19 protocols and policies established by SCANPH, our hotel and local regulations. Together, we can all make sure everyone has a positive conference experience. As the premiere affordable housing conference in the region, the event's growth and your attendance are encouraging signs of the devotion and mission-oriented focuses of our industry, as together we will continue to pursue solutions that get more and more people housed in our communities to address our state’s housing and homelessness crises.

So thank you for participating—whether it’s as an attendee, sponsor, workshop convener, exhibitor, volunteer, or speaker. It is your participation that makes the SCANPH Annual Conference the preeminent means of engaging the industry in educational training, technical assistance, and networking. We're all stronger when member engagement is strong so that we can learn from one another and advance policy solutions that will markedly improve the lives of those we serve. If today is your first time attending the conference, we invite you to consider becoming a member organization and adding your voice to our collective power. And if you haven’t met many of the new staff who have joined the SCANPH team in the last few years, please say hello and get to know our team. We’re eager for your ideas, opinions and feedback on how we can build political will and industry capacity.

Finally, we must not forget to acknowledge all the supporters in the SCANPH community. Thank you to all of our members, sponsors, partners, board members, staff, and volunteers for their dedicated efforts in making all the work we do possible.

Thank you,

Nicole Norori
SCANPH Board President
California Housing Partnership
Director, Financial Consulting,
Central Coast Region

Alan Greenlee
SCANPH Executive Director
JPMorgan Chase is committed to investing in communities so diverse individuals and families of all income levels can thrive. We work with a group of partners to identify and provide creative and innovative solutions that respond to community development, address affordable housing needs and drive inclusive economic growth. These partnerships are essential to making a meaningful impact on communities, their residents and businesses.

We are proud to participate in these efforts and support Southern California Association of Non Profit Housing

JPMorgan Chase & Co.

jpmorganchase.com/impact
CONFERENCE AT A GLANCE

DAY 1
THURSDAY, 10/27

12:30 P.M. - SEMINAR REGISTRATION OPENS
1:30 P.M. - SEMINARS BEGIN
3:00 P.M. - COFFEE BREAK
5:30 P.M. - SEMINARS CONCLUDE
6:00 P.M. - KICK-OFF RECEPTION & AWARDS CEREMONY AT FRANKIE

DAY 2
FRIDAY, 10/28

8:00 A.M. - REGISTRATION OPENS
9:00 A.M. - SPECIAL BREAKFAST SESSION: GOLD BALLROOM
10:00 A.M. - SESSION I WORKSHOPS
11:45 A.M. - SESSION II WORKSHOPS
1:15 P.M. - LUNCHEON AND KEYNOTE SPEAKER: PLATINUM BALLROOM
2:30 P.M. - SESSION III WORKSHOPS
4:00 P.M. - CLOSING RECEPTION
Proud Sponsor of SCANPH’s Annual Conference!

Over 30 years as your trusted partner, investing more than $1 billion creating nearly 10,000 affordable homes across California.

We are dedicated to working with mission-aligned developers and funders to make the most challenging affordable housing projects possible. We offer terms that meet project needs today while fostering preservation of affordability for tomorrow.

Visit our website to learn more about our industry support initiative, Commitment to California.

Ari Beliak  
CEO, President  
abeliak@merrittcap.org

David Dologite  
Director of Acquisitions  
ddologite@merrittcap.org

Julie Quinn  
Director of Investor Relations  
jquinn@merrittcap.org

Izaac Singh  
Director of Asset Management  
isingh@merrittcap.org

www.merrittcap.org
12:30 P.M.: Seminar Registration Opens

1:30 P.M.: Seminars Begin

**Developer’s Toolbox: Tips of the Trade for Construction Contracts**
This informative workshop features two segments: Part I. Negotiating Construction Contracts: Avoiding Common Pitfalls; and Part II. Understanding Construction Risk and Insurance: Liability Risk and Insurance. You’ll learn how to advocate for your position in negotiating professional service contracts during this seminar, which will cover the highly complex (and often misunderstood) world of construction contracts. While a great deal of time is often devoted to negotiating loan documents and partnership agreements, little – if any – energy is spent on negotiating the construction contract. On the insurance side, we'll learn about risk concepts, how to speak “insurance,” pre-development concerns, insurance during development, contractual risk transfer, certificates of insurance, and the current state of the insurance market.

**Presenters:**
William DiCamillo, Partner, Goldfarb & Lipman LLP
Robyn Roesner, JD, CPCU, AAI, CRIS; Area Executive Vice President and National Director – Affordable Housing Nonprofit Practice, Gallagher

**Seminar Sponsors:**

**Improving Subcontractor Diversity in Affordable Housing Development: Solutions for Inclusive Procurement Opportunities**
Between 2015 and 2020, affordable housing developers spent upwards of $52 billion, with 60% going to construction-related costs. But how can we ensure these resources and economic opportunities are more accessible to diverse firms, which are losing out on billions of dollars in potential contracts if we don’t take concrete steps to diversify the pipeline and build capacity among BIPOC-led firms? Join us for a discussion on steps to drive forward racial and economic justice by investing in construction and construction-adjacent professional services firms led by people of color. This seminar will cover a framework for solutions, proposed legislation, a developer’s roundtable on incentivizing inclusive procurement, and barriers deterring supplier diversity.

**Co-Presented in Partnership With:**
Tunua Thrash-Ntuk, CEO, The Center by Lendistry
SCANPH Board Member Denice Wint, Vice President of Real Estate Development at EAH Housing and Chair of SCANPH’s Strategic Affairs Committee

**Seminar Sponsor:** LA FAMILY HOUSING

3:00 P.M.: Coffee Networking Break
5:30 P.M.: Seminars Conclude
6:00 P.M.: Kick-Off Reception & Awards Ceremony at Frankie

**Reception Sponsors:**

**Dessert Sponsor:**
believes access to affordable housing is important for people to achieve financial stability.
DAY 2  FRIDAY, OCTOBER 28, 2022
CONFERENCE PROGRAMMING

8:00 A.M.: Registration Opens

9:00 A.M.: Special Breakfast Keynote Session: Gold Ballroom II & III
Voices of Courage on a Monster of Our Own Making: A Frank Diagnosis of the Barriers to Solving the Homelessness Crisis from Outgoing Leaders

Complimentary Breakfast
Sponsored By:

Speakers:
• Mike Bonin, Councilmember, LA City Council
• Other Special Guests
• Moderator: Shashi Hanuman, Executive Director, Public Interest Law Project

Visit the Networking Lounge!
Open All Day in Gold Ballroom IV
Visit the networking lounge to take a breather, chat with friends, and find a quiet place to sit.

Sponsored By:

10:00 A.M.: Session I Workshops

11:15 A.M.: Networking Break
Grab a donut and coffee!

Sponsored By:

11:45 A.M.: Session II Workshops

1:15 P.M.: Keynote Speaker & Luncheon Program
Keynote Sponsored By:

Welcoming Remarks
Nicole Norori, SCANPH Board President, Director of Financial Consulting, Central Coast Region, California Housing Partnership

Sponsor Recognition
Alan Greenlee, Executive Director, SCANPH

2022 Homes Within Reach Awards: Reception Recap and Developer of the Year

Keynote Speaker
David Ambroz, Author of “A Place Called Home: A Memoir;” national poverty and child welfare expert

2:30 P.M.: Session III Workshops

Coffee Break with CalSolar! Stop By Exhibit Booth #20 for Coffee with CalSolar!

Sponsored By:

4:00 P.M.: Closing Reception
Located in the exhibitor hallway/ballroom foyer. Complimentary drinks!

Reception Sponsored By:
Southern California’s Premier Affordable Housing Builder

11010 Santa Monica Blvd. will provide 50 units of modular housing for unhoused seniors and senior military veterans age 62 and older.

Partnering with Communities to Transform Lives
## WORKSHOP SCHEDULE

<table>
<thead>
<tr>
<th>Track</th>
<th>Time</th>
<th>Location</th>
<th>Speaker/Panelists</th>
<th>Sponsor</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Big Hitters Track</strong></td>
<td>9:00 A.M. – 9:45 A.M.</td>
<td>Gold II &amp; III</td>
<td>Special Breakfast Keynote Session</td>
<td>EAH HOUSING</td>
</tr>
<tr>
<td><strong>#PeoplePowerProgress: Power-Building Track</strong></td>
<td>10:00 A.M. – 11:15 A.M.</td>
<td>Salon F</td>
<td>Housing-Based Care Model: Empowering Residents to Determine Their Own Health</td>
<td>Sponsored By: Los Angeles Department of Water &amp; Power</td>
</tr>
<tr>
<td><strong>Money Talks: Financing Track</strong></td>
<td>10:00 A.M. – 11:15 A.M.</td>
<td>Salon G</td>
<td>Lessons from the SuperNOFA: Outcomes and Outlooks</td>
<td>Sponsored By: REDStone Equity Partners</td>
</tr>
<tr>
<td><strong>We the Housers: Policy &amp; Advocacy Track</strong></td>
<td>10:00 A.M. – 11:15 A.M.</td>
<td>Salon I</td>
<td>Inflation, COVID, and Build Back Better: Federal Housing Policy Update After the Midterm Election</td>
<td>Sponsored By: CPC Mortgage Company LLC</td>
</tr>
<tr>
<td><strong>Outside the Box: Industry Innovation Track</strong></td>
<td>10:00 A.M. – 11:15 A.M.</td>
<td>Plaza I &amp; II</td>
<td>Casa Paloma: A Case Study on Modular Supportive Housing</td>
<td>Sponsored By: The Electric Group</td>
</tr>
<tr>
<td><strong>Ruth Teague: Permanent Supportive Housing Track</strong></td>
<td>10:00 A.M. – 11:15 A.M.</td>
<td>Plaza III</td>
<td>Incorporating Trauma-Informed Care into Permanent Supportive Housing</td>
<td>Sponsored By: linc</td>
</tr>
<tr>
<td><strong>Industry Forums Track</strong></td>
<td>11:45 P.M. – 1 P.M.</td>
<td>Gold II &amp; III</td>
<td>Housing First: In Principle vs. Practice</td>
<td>Sponsored By:</td>
</tr>
<tr>
<td><strong>Networking Lounge</strong></td>
<td>11:45 P.M. – 1 P.M.</td>
<td>Gold IV</td>
<td>Public Funders Forum: Moderated by Mark Stivers</td>
<td>Sponsored By: Collaborative House</td>
</tr>
<tr>
<td><strong>Outside the Box: Industry Innovation Track</strong></td>
<td>2:30 P.M. – 3:45 P.M.</td>
<td>Plaza I &amp; II</td>
<td>Project Labor Agreements 101: Nuts and Bolts</td>
<td>Sponsored By:</td>
</tr>
<tr>
<td><strong>Ruth Teague: Permanent Supportive Housing Track</strong></td>
<td>2:30 P.M. – 3:45 P.M.</td>
<td>Plaza III</td>
<td>Utilizing Veteran Project-Based Units: Challenges, System Improvements, and Best Practices</td>
<td>Sponsored By:</td>
</tr>
<tr>
<td><strong>We the Housers: Policy &amp; Advocacy Track</strong></td>
<td>2:30 P.M. – 3:45 P.M.</td>
<td>Salon I</td>
<td>Sustainability, Equity, and Community with AHSC + EPIC Grant Funding</td>
<td>Sponsored By:</td>
</tr>
<tr>
<td><strong>Industry Forums Track</strong></td>
<td>2:30 P.M. – 3:45 P.M.</td>
<td>Gold II &amp; III</td>
<td>Housing Angelenos At Scale: Social Housing + Innovation Opportunities through United to House LA</td>
<td>Sponsored By:</td>
</tr>
</tbody>
</table>

**SPECIAL BREAKFAST KEYNOTE SESSION**

**9:00 A.M. – 9:45 A.M.**

- **Sponsored By:** EAH HOUSING

**1:15 P.M. – 2:15 P.M.**

- **Keynote Speaker and Luncheon Program**

**NETWORKING LOUNGE**

- **Come visit the Gold Ballroom, Section IV, to take a breather, chat with friends, and find a quiet place to sit. Gold Ballroom is down the escalators. Open all day.**
Empowering our communities.

We honor the organizations that create positive change in our communities.
1. HOUSING-BASED CARE MODEL: EMPOWERING RESIDENTS TO DETERMINE THEIR OWN HEALTH

**SALON F**

**Moderator:** Ayako Utsumi, MPH, Founder, Valon Consulting – Affordable Homes Development  
**Laura Trejo** DSW, MSC, MPA, Director, Los Angeles County Aging & Disabilities Department  
**Beth Southorn**, MACP, Executive Director, LifeSTEPS  
**Christina Green**, MBA, MPH, Program Director, Housing as Health Care Initiative at UCLA Ziman Center for Real Estate  
**Doug Cope**, President/CEO, Menorah Housing Foundation

Many residents of affordable housing are getting older, sicker, and require greater levels of care in the home, particularly after being discharged from a hospital or nursing home. How can housing providers serve as the nexus to facilitate a strong and coordinated system of care that efficiently and preemptively produces better health and housing outcomes? Join this workshop to learn about how housing, health, and services can better serve the vulnerable collaboratively. Panelists will share lessons learned from the early stages of Medi-Cal’s historic Enhanced Care Management (ECM), In-Lieu of Services (ILOS), and other health coordination programs. Other topics will include funding sources for this care, addressing workforce shortage for this care, and learning about models that have worked in other parts of the country. Attendees will learn about what is happening to bring Support and Services at Home (SASH) to Los Angeles as CA Integrated Care at Home (CICH) under LeadingAge California. Housers must play a central role in wellness and disease prevention.

2. LESSONS FROM THE SUPERNOFA: OUTCOMES AND OUTLOOKS

**SALON G**

**Moderator:** Paul Beesemyer, Managing Director, California Housing Partnership  
**Hector Leyva**, Section Chief, Department of Housing & Community Development  
**Alejandro Martinez**, President, CRCD Partners  
**Lara Regus**, Senior Vice President of Development, Abode Communities

The California Department of Housing and Community Development rolled out the first ever Multifamily Housing Finance SuperNOFA during 2022, which reflects a sea change in the state’s approach to awarding resources for affordable homes. The rollout not only featured a combined, streamlined process but also new policy priorities. The SuperNOFA is here to stay and will grow to include more programs in the future. Learn how this change affects every developer in SCANPH’s membership, as the panel of experts from inside and outside state government will explore what is working, what we are learning as the first funding round is evaluated, and what to expect in the future. A new process as complicated as this one inevitably has unintended consequences, and since it will encompass nearly all the gap financing dollars flowing from the state going forward, it is critical for stakeholders to: 1.) understand the results that the first SuperNOFA round is on track to produce and the implications for future affordable housing developments; 2.) give HCD feedback on how to improve the process and policy focus; and 3.) shape the future direction of this critical program.

3. INFLATION, COVID, AND BUILD BACK BETTER: FEDERAL HOUSING POLICY UPDATE AFTER THE MIDTERM ELECTION

**SALON I**

**Moderator:** Matt Schwartz, President & CEO, California Housing Partnership  
**Robin Hughes**, President & CEO, Housing Partnership Network  
**Sarah Saadian**, Senior Vice President, Public Policy and Field Organizing, National Low Income Housing Coalition  
**Luke Villalobos**, Director of Policy and Research, National Housing Conference  
**Peter Lawrence**, Director of Public Policy & Government Relations, Novogradac

Join this session for an overview and update on federal housing funding, policy changes, and proposals that will impact the preservation and new construction of affordable rental housing in Southern California. You’ll hear from DC-based housing experts about the potential outlook for affordable rental housing funding and policy in anticipation of the upcoming midterm elections, including proposals in the pending reconciliation bill, proposed funding levels in FY 2023 HUD spending bills, the prospects for LIHTC legislation in year-end tax legislation, Average Income Test final regulations, CRA regulatory reform, and other key regulatory priorities. Come prepared with questions to discuss advocacy priorities & opportunities for the SCANPH region!
4. CASA PALOMA: A CASE STUDY ON MODULAR SUPPORTIVE HOUSING
PLAZA I & II
Moderator: Ryan Lehman, Director of Real Estate Development, American Family Housing
Lana P. Cook, Director of Business Development, Prefab Logic
Paul Miller, AIA, LEED AP, Project Manager, AMJ Construction Management
Hao Li, Vice President, Citi Community Capital
Mark Plautz, Project Manager, Cannon Constructors

While modular construction has been widely talked about as a way to build affordable housing more quickly and potentially at lower cost, it will take a critical mass of successful projects and lessons learned along the way to really scale up this approach. Casa Paloma took advantage of prior lessons learned to go remarkably smoothly, yet the development team still learned a number of valuable lessons that are already informing future projects and could help inform your own developments. Hear about the process employed and lessons learned firsthand from project team members involved on the newly completed Casa Paloma modular supportive housing development located in Orange County. Panelists will discuss details on the techniques employed by American Family Housing and its design/construction team to successfully build this 71-unit building within schedule and budget despite the challenges posed by COVID-19. The construction lender will describe the issues that had to be worked through to obtain credit approval. Powerful visuals will be presented to illustrate the solutions used. Come learn about modular best practices and the practical, specific knowledge that each team member learned along the way as this project was designed, permitted and built.

5. INCORPORATING TRAUMA-INFORMED CARE INTO PERMANENT SUPPORTIVE HOUSING
PLAZA III
Moderator: Suzette Shaw, Advocate, Domestic Violence Homeless Services Coalition
Pamela Crenshaw, Advocate, Domestic Violence Homeless Services Coalition
Amy Turk, CEO, Downtown Women’s Center
Iajhiah Giraud, Domestic Violence Systems Alignment Manager, Los Angeles Homeless Services Authority

Trauma-Informed Care is essential to Permanent Supportive Housing (PSH) and supporting the individuals who reside there. As individuals developing, advocating for, and operating permanent supportive housing, SCANPH members are an integral part of incorporating Trauma-Informed Care into PSH. This workshop will detail the importance of trauma-informed care and steps developers can take to support people with lived experience of homelessness and domestic violence because everyone deserves safety, stability, and respect. The panel of experts will define trauma-informed care and why it is necessary, and discuss the need for trauma-informed supportive services from the PSH service provider. Panelists will also discuss trauma-informed architecture and how developers can create a safer space for individuals to heal from trauma as they develop new buildings. This workshop will feature diverse viewpoints to demonstrate how trauma-informed care can transform the PSH system.
Southern California Association of Non Profit Housing (SCANPH) — We're proud to support you
WORKSHOP SCHEDULE

1. MEETING FAMILIES' NEEDS: INCLUDING CHILD CARE IN HOUSING DEVELOPMENTS
   SALON F

   **Moderator:** Angie Garling, VP of Early Care and Education, Low Income Investment Fund
   Erich Nakano, Executive Director, Little Tokyo Service Center
   Heather Vaikona, President and CEO, Lift to Rise
   Courtney Baltiyskyy, Director, YMCA San Diego County
   Eileen Monahan, Consultant
   Paul Cummings, Senior Vice President and Director, National Affordable Housing Trust

   Come learn about solutions to address the dire need for both affordable housing and child care, particularly in the Southern California region. Child care needs of young families have been historically ignored by state and local planning and community development entities, causing artificial barriers that increase burdens even on families who are able to access income supports. You’ll learn from a unique, cross-sector panel of housing and early care and education (ECE) experts on strategies and best practices for co-locating ECE facilities within affordable housing developments, including successful case studies. Affordable, high-quality housing and child care opportunities are key determinants of short- and long-term development of young children, but too often, high costs force families to settle for substandard living or care arrangements.

2. PREVENTING DISPLACEMENT AND STABILIZING COMMUNITIES: A PRACTITIONER’S GUIDE TO MAKING PRESERVATION DEALS WORK
   SALON G

   **Moderator:** Ruby Harris, Senior Director of Capital Solutions and Partnerships, Enterprise Community Partners
   Stephanie Reyes, Housing Finance Specialist, California Department of Housing and Community Development
   Liz Bieber, Manager, Housing Strategies, Los Angeles County Development Authority
   Debbie Chen, Director of Real Estate, Little Tokyo Service Center
   Roberto Garcia-Ceballos, Co-Director, Fideicomiso Comunitario Tierra Libre

   The preservation of unsubsidized affordable housing (“naturally occurring affordable housing”) is critical to maintaining affordability and preventing displacement of low-income residents and communities, yet it can be challenging for developers to build trust with existing residents, secure adequate acquisition rehab financing, and ensure long-term operational sustainability for these typically smaller, scattered site projects. This panel will explore practitioner successes and challenges on preservation deals (from pre-development through stabilization), and discuss groundbreaking new state funding sources (e.g. the Foreclosure Intervention Housing Preservation Program) that will help bring preservation to the next level.

3. PROJECT LABOR AGREEMENTS 101: NUTS AND BOLTS
   SALON I

   **Moderator:** Alejandro Martinez, President, CRCD
   Julian Gross, Law Office of Julian Gross
   Ja'Nai Aubry, Senior Policy Manager, Non-Profit Housing Association of Northern California (NPH)

   Many affordable housing projects in Southern California and around the state are being constructed under project labor agreements (PLAs). What are PLAs? How do they differ from prevailing wage requirements, and “skilled and trained workforce” requirements? How are they negotiated? Most importantly, how do they affect construction of affordable housing projects? You’ll learn all of these aspects of PLAs during this workshop, which will provide a “PLAs 101” overview, as well as real-world experience in construction of affordable projects under PLAs, with tips on how to balance these complex labor agreements with other policy goals. Attendees will walk away with a greater understanding of this complex area, learn how to evaluate proposed PLAs, and successfully implement them where necessary.
4. CONSTRUCTION COST PREDICTABILITY IN UNPREDICTABLE TIMES
PLAZA I & II

Moderator: Elise Puritz, Business Development, HED
Welton Jordan, Chief Real Estate Development Officer, EAH Housing
Otis Odell, AIA, LEED AP, National Housing & Mixed-Use Sector Leader, HED
Patrick Otellini, National Affordable Housing Director, Swinerton

Join this workshop to hear a panel of experts discuss thoughtful ways to navigate affordable housing in times of construction cost uncertainty through effective planning and value engineering while also maintaining a positive resident experience through design and construction built for longevity. Attendees will learn about cost trends in the construction industry; the impact of project delivery method and construction type (concrete, modular, mass timber) on construction costs and lifecycle maintenance costs; design considerations to reduce construction costs; potential costs savings from project delivery methods; how to prevent unknown factors that contribute toward cost increases; innovative solutions to value engineer building systems; how to build projects for lifecycle vs. first costs; and more!

5. HOUSING FIRST: IN PRINCIPLE VS. PRACTICE
PLAZA III

Moderator: Nicky Viola, Senior Project Manager, Shelter Partnership, Inc.
Tricia Tasto Levien, Vice President of Operations, Wakeland Housing and Development Corporation
Myong Kim, LCSW, Chief Program Officer, Downtown Women’s Center
Jennifer Lee, LCSW, Director of Supportive Housing Services, PATH
Dora Leong Gallo, President and Chief Executive Officer, A Community of Friends
Pamela Marshall, Vocational Case Manager, FortifiLA
Leepi Shimkhada, Deputy Director of Housing and Services for Housing for Health, Department of Health Services of Los Angeles County

California State Code requires permanent supportive housing developers to employ a Housing First approach and, accordingly, state and local financing authorities have incorporated this requirement into their funding notices. The problem is that there are no clear guidelines for implementation, which can cause confusion or conflicts and often lead to a disconnect between a project’s supportive services plan, property management plan, and day-to-day operations. This workshop will involve a frank discussion about the hurdles practitioners face in implementing a truly Housing First model.

6. PUBLIC FUNDERS FORUM
GOLD BALLROOM II & III (DOWNSTAIRS)

Moderator: Mark Stivers, Director of Legislative and Regulatory Advocacy, California Housing Partnership
Gustavo Velasquez, Director, HCD
Anthony Zeto, Deputy Director, TCAC
Ann Sewill, General Manager, LA Housing Department
Lynn Katano, Director of Housing Investment and Finance, Los Angeles County Development Authority (LACDA)

Get important updates on new policies, trends, regulatory changes, and funding sources from county and state agency leaders. Mark Stivers, Director of Legislative and Regulatory Advocacy at the California Housing Partnership, will ask all the pressing questions you want to hear about public funding and what lies ahead for 2023.
1. HOUSING ANGELENOS AT SCALE: SOCIAL HOUSING + INNOVATION OPPORTUNITIES THROUGH UNITED TO HOUSE LA

SALON F

Moderator: Becky Dennison, Executive Director, Venice Community Housing Corporation
Caroline Calderon, Project Manager, Little Tokyo Service Center
Faizah Barlas, Director of Finance and Operations, Beverly Vermont Community Land Trust
Joan Ling, SCANPH Board Member and Advisor to ACT-LA
Sandra McNeill, Founding Principal, Sandra McNeill Consulting and Facilitator of ACT-LA’s Social Housing Planning Team
Vanessa Luna, Associate Director of Multifamily Housing, Brilliant Corners

If passed by voters this November, the United to House LA initiative will bring unparalleled resources to Los Angeles. The scale of the funding and the flexibility to operate without the constraints of leveraging obligations for this new source of funding means that we have an unprecedented opportunity to innovate and evolve how we build housing. The workshop will expose participants to the various innovative programs that will be funded once House LA passes at the ballot box. Among the expenditures structured into the initiative is an anticipated $180-200 million annually for “Alternative Models of Permanent Affordable Housing.”

2. SUSTAINABILITY, EQUITY, AND COMMUNITY WITH AHSC + EPIC GRANT FUNDING

SALON G

Moderator: David Hetherington, Director of Development, Wakeland Housing
Casey Castor, Building Science Analyst, GGA+
Alejandro Huerta, TA provider of the Mission Heritage Plaza AHSC project and TA provider on behalf of the Strategic Growth Council, Enterprise Community Partners
Rose Mayes, Executive Director, Fair Housing Council of Riverside

How can sustainable building/community traits be brought into development more regularly? You’ll learn during this workshop, which will discuss funding from the Affordable Housing and Sustainable Communities (AHSC) program and its many benefits. Panelists will share tips on how to be competitive within round 7 of AHSC funding next February. Also, the panel will bring a lens on resiliency and building interoperability with the grid, such as the Union Tower project as a case study and its work related to EPIC challenge grant funding. Additionally, there will be a deeper look at the benefits to the community with AHSC funding, with a case study focused on the Riverside Mission Heritage project and the Fair Housing Council.

3. UTILIZING VETERAN PROJECT-BASED UNITS: CHALLENGES, SYSTEM IMPROVEMENTS, AND BEST PRACTICES

SALON I

Moderator: Amy Perkins, MSW, Consultant, VA & LAHSA
Christina Frausto-Lupo, Assistant Manager of Housing Assistance Division, Los Angeles County Development Authority
Jennifer Lee, LCSW, Director of Supportive Housing Services, PATH
Gen Escobosa, ACSW, Veteran Systems Coordinator, Los Angeles Homeless Services Authority (LAHSA)
Estelle Ana, LCSW, HUD VASH Deputy Coordinator, Greater Los Angeles VAMC

The veteran project-based pipeline suffers from under-utilization for a myriad of reasons, and it requires coordination, partnership, and collective commitment to make progress. Such efforts include active participation from and collaboration between the VA, LAHSA, the public housing authorities, and PSH developers. You’ll learn about challenges associated with under-utilization, including income and unit AMI limits; location of VASH Project-Based (PB) units; and documentation issues. You’ll also hear about massive process/system improvements to achieve efficiency and expedite VASH move-in timelines.
4. CATALYST FUND FOR CHANGE: PAVING A PATHWAY FOR TRANSFORMATIONAL AFFORDABLE HOUSING PRODUCTION RESULTS WITH AN INNOVATIVE FUNDING MECHANISM + CROSS-SECTOR COLLABORATIONS
PLAZA I & II

Moderator: Anya Lawler, Policy Advocate, Public Interest Advocates
Eduardo Garcia, Assembly Member, District 56
Gustavo Velasquez, Director, Housing and Community Development
Michael Walsh, Deputy Director, Riverside County Housing Authority
Heather Vaikona, President and CEO, Lift to Rise

As communities continue to grapple with the widening affordability crisis and community development leaders navigate complex policy and investment landscapes, tangible and scalable solutions feel very out of reach. But you’ll hear about an important solution achieving transformational results during this workshop: panelists will delve into a regional investment vehicle capable of driving the production of affordable housing in a way that coordinates and aligns city, county, and state resources to realize maximum unit production and community impact. Lift to Rise, Riverside County, and 70+ cross-sector partners have spent more than four years laying the groundwork for a replicable model and a roadmap of how shared priorities and a shared pipeline can coalesce diverse community partners; bridge disparate local, state, and federal funding mechanisms; and ultimately pave a pathway to transformational affordable housing production results.

5. RECUPERATIVE CARE FOR DIGNIFIED HEALING: REDEFINING INTERIM HOUSING TYPOLOGIES AND PUBLIC/PRIVATE SOLUTIONS IN A CONTINUUM OF CARE
PLAZA III

Moderator: Greg Kochanowski, AIA ASLA – Design Principal, GGA+
Ali Barar, AIA –Principal, GGA+
Hongjoo Kim, ASLA – Principal, Hongjoo Kim Landscape Architects
Leslie Jordan - Capital Construction Program Manager, Los Angeles County Department of Health Services Housing for Health Program
Elizabeth Boyce - Deputy Director, Los Angeles County Department of Health Services Housing for Health Program

The workshop will focus on what is a critical step toward permanent housing: interim housing. Learn from a team of leading experts about successes achieved in redefining a once highly institutional typology into residential environments that promote healing and stabilization. Panelists will outline the need for a range of interim housing typologies and share successful solutions, including examples like the rapid repurposing of underutilized County buildings into safe-landing shelters and major capital installations like the County’s Crisis Residential Treatment program. In all cases, there is a critical need for early engagement from and coordination between a robust group of public departments and agencies, local leadership, healthcare professionals, and the architect and building community. The panel will use the Rancho Los Amigos Restorative Care Village campus to illustrate the healing power of design and landscape that reinforces and reflects trauma-informed care and leverages existing public health infrastructure in providing service-enriched housing solutions.

6. INVESTOR & LENDER FORUM
GOLD BALLROOM II & III (DOWNSTAIRS)

Moderator: Adrienne Bussell, Principal, CTY Housing
Brian Roberts, Managing Director of Community Development Finance, Union Bank
Cecile Chalifour, Managing Director and Head of West Region Community Development Banking, J.P. Morgan Chase
Lisa Gutierrez, Senior Vice President and Director of Business Development - Affordable Housing, U.S. Bank
David Dologite, Director of Acquisitions, Merritt Community Capital
Claudia Lima, Managing Director of Community Lending and Investments, CIT: A Division of First Citizens Bank

SCANPH member Adrienne Bussell of CTY Housing will moderate a discussion with leaders in finance for a new Investor & Lender Forum on a variety of hot topics facing the industry. Get your lender questions answered!
BUILDING THRIVING COMMUNITIES, INSPIRED BY OUR PARTNER IN IMPACT: SOUTHERN CALIFORNIA ASSOCIATION OF NONPROFIT HOUSING

See how we’re helping our communities thrive at capitalone.com/about

Tamar Sarkisian
Senior Manager, Capital Officer • Community Finance
714-277-8069 • tamar.sarkisian@capitalone.com

David J. Musial (he/him)
Senior Director • Community Finance
213-222-5208 • david.musial@capitalone.com
The Houser’s Hero Award is the highest honor that the Southern California nonprofit development community can bestow upon an exemplary individual for contributions to the affordable housing industry. This special award recognizes either a lifetime of service or recent and notable industry accomplishments that warrant recognition for furthering the field and mission of providing housing for those most in need. A recipient is chosen by the SCANPH Board of Directors.

The idea of women and children or elders having no place to be, no safe, decent place to live was unconscionable to Channa Grace. Her work for more than 40 years came out of the vision of ensuring, to the best that she could, that there would be more homes created that were truly affordable—that families and elders of little means should be treated respectfully and have a place to lay their head.

Channa became actively involved in affordable housing development as a receptionist at the Los Angeles Community Design Center in the 1980’s and rose to become the acting executive director there, before branching out on her own as a development consultant. In 1995, she formed Opportunities for Neighborhood Empowerment (ONE Company), a for-profit affordable housing development firm, along with three women partners and then went onto become a founder – President and CEO - of Women Organizing Resources Knowledge and Services (WORKS).

During her career, Channa has leveraged over a half billion dollars in loans, equity and grants to develop over 2,000 homes in California and Oregon. She’s created a number of programs and social enterprises, but is most proud of the formation of equitable roots—a program that expanded access to healthy, fresh food.

We could list the honors she’s received and the many boards and commissions she’s been part of, including the SCANPH board, but what’s most important is how she works. Channa’s steady, persistent and doesn’t give up. She’s a smart worker and encourages her partners to make sure the deals work for the long haul. She always brings joy, laughter and spirit into the work, so we remember why we do this work together. One of her favorite songs reminds us of her focus and longevity: it’s Sweet Honey in the Rock’s Ella’s Song—“We who believe in freedom cannot rest…. We who believe in freedom dare not rest until it comes.”

Channa has four birth children and two chosen children, 12 grandchildren, and two great grandchildren. Never stepping out of her role as a community healer, she’s opened her Highland Park home over the years to dozens of youth who had no other home to go to. She’s consistently made a practice of supporting our communities in remembering those who came before us and inviting us to walk together to make change that matters.
SVB is proud to support Southern California Association of Non Profit Housing

Affordable housing is essential for healthy communities. SVB has invested and loaned more than $2B for housing since 2002.

Learn more at svb.com
David Ambroz is a national poverty and child welfare expert and advocate. He was recognized by President Obama as an American Champion of Change. He currently serves as the Head of Community Engagement (West) for Amazon. Previously, he led Corporate Social Responsibility for Walt Disney Television, and served as the President of the Los Angeles City Planning Commission and as a California Child Welfare Councilmember.

There are millions of homeless children in America today and in his new book “A Place Called Home: A Memoir,” Ambroz writes about growing up homeless in New York, then Boston for eleven years and his subsequent years in foster care across Massachusetts, offering a window into what so many kids living in poverty experience every day. Told with lyricism and sparkling with warmth, “A Place Called Home” depicts childhood poverty and homelessness as it is experienced by so many young people who have been systematically overlooked and unprotected. It’s at once a gripping personal account of deprivation—how one boy survived it, and ultimately thrived—and a resounding call for readers to move from empathy to action.

Through hard work and unwavering resolve, he received a scholarship to Vassar College, his first significant step out of poverty. He later graduated from UCLA Law with a vision of using his degree to change the laws that affect children in poverty.
People.
Power.
Progress.

Places.

Adams Terrace
Winner, Senior Development of the Year
86 Affordable/Supportive Homes
Scattered Site

abodecommunities.org
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Lift to Rise

Mark Wilson  
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Denise Wint  
EAH Housing

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Jeannette Brown  
**Senior Director of Public Affairs & Programs**

Francisco Martinez  
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Arianna Bankler-Jukes  
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Kiana Gutierrez  
**Membership and Communications Associate**

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Blanca Melchor  
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CONSULTING AND TECHNICAL ASSISTANCE DIVISION:

Gwendy Silver
INVESTING IN COMMUNITIES SINCE 1979

With residents and partners, LISC forges resilient and inclusive communities of opportunity across Southern California - great places to live, work, do business and raise families.

CONTACT
ALEXANDRA DAWSON
Senior Community Development Officer, Los Angeles
213-338-8083 | adawson@lisc.org

INVESTMENT
Leveraged $2.4 billion and deployed $954 million in grants and loans.

HOUSING UNITS
Supported the development of over 12,000 affordable housing units.

CAPACITY BUILDING
Supported the development of hundreds of industry staff through the Housing Development Training Institute.

BUILDING ON A FOUNDATION OF 35 YEARS PROVIDING AFFORDABLE HOMES, COMMUNITIES AND FUTURES.

National Equity Fund, Inc. is a leading nonprofit Low-Income Housing Tax Credit (LIHTC) syndicator and pioneer in affordable housing with a mission to create and deliver innovative, collaborative financial solutions to expand the creation and preservation of affordable housing.

Todd Fabian, Managing Director Originations-West Region
M: 213-479-4602 | tfabian@nefinc.org

A CORNERSTONE IN AFFORDABLE HOUSING SINCE 1987.
CONTACT
ALEXANDRA DAWSON
Senior Community Development Officer, Los Angeles

Supported the development of hundreds of industry staff through the Housing Development Training Institute.

CAPACITY BUILDING
Leveraged $2.4 billion and deployed $954 million in grants and loans.

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Supported the development of over 12,000 affordable housing units.

L I S C  L A ’ S  I M P A C T
INVESTING IN COMMUNITIES SINCE 1979

With residents and partners, LISC forges resilient and inclusive communities of opportunity across Southern California — great places to live, work, do business and raise families.

213-338-8083 | adawson@lisc.org

Together we can bring affordable housing to those in need.

KeyBank was the second largest affordable housing lender for 2021.*

Let’s start the conversation.

Matthew Haas
matthew_a_haas@keybank.com
310-869-1858
key.com/rec

KeyBank Opens Doors™

*Affordable Housing Finance, March 28, 2022
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Celebrating 30 years of transforming lives and communities, National CORE is an award-winning affordable housing developer, creating a platform for individual and community change. In partnership with the Hope through Housing Foundation, National CORE provides impactful resident programs and services to help children and teens achieve success, improve families’ financial well-being, and promote senior health and wellness.

www.nationalcore.org | www.hthf.org
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THE GOOD WORK OF OUR FRIENDS AT

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We are proud to support
SCANPH

Thank you for your continued commitment to providing affordable housing to those that need it most.

Let’s Connect.
Dan Bronfman | Managing Director
310.779.7729 | dbronfman@pacwest.com

Jennifer Riddle | SVP, Real Estate Lending Officer
714.674.5344 | jriddle@pacwest.com

PACWEST.COM
Selection Process
SCANPH was fortunate to receive more than 60 workshop proposals this year, and we were equally fortunate to have the expertise and support of three volunteers who comprised this year’s workshop committee. Committee members generously donated their time to carefully evaluate so many great submissions. Although the committee’s participants change every year, those invited to judge the workshop proposals are selected for their area of expertise in the affordable housing industry to help support the selection of the conference’s content and programming. Committee judges are also SCANPH members and chosen for their commitment to affordable housing. SCANPH staff members also participate to ensure that yearly programming objectives are considered in the selections.

Christina Miller
Program Officer, Homelessness
Conrad N. Hilton Foundation

Alexander Russell
Chief Operating Officer
Many Mansions (and former SCANPH Board President)

Kelsey Brewer
Senior Director, Business Development & Government Relations
Jamboree Housing

SCANPH Staff:
Alan Greenlee, Executive Director
Jeannette Brown, Senior Director of Public Affairs & Programs
Arianna Bankler-Jukes, Public Affairs Manager


This is Citi Community Capital.

As the nation’s premier affordable housing capital provider, we have the experience, expertise and resources you need to make your business a success.
For nearly 40 years, we’ve worked toward one mission: to make home and community places of pride, power and belonging.

Enterprise is proud to sponsor Southern California Association of Non Profit Housing

Housing.LACounty.gov
LOS ANGELES COUNTY HOUSING RESOURCE CENTER
A one-stop shop for housing information in Los Angeles County
For nearly 40 years, we've worked toward one mission: to make home and community places of pride, power and belonging. Enterprise is proud to sponsor Southern California Association of Non Profit Housing.

www.enterprisecommunity.org  |  bwe.com

Jimar Wilson
Vice President & Market Leader
Enterprise Community Partners
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213.787.8215

Reagan Maechling
Vice President, Acquisitions
Enterprise Housing Credit Investments, LLC
rmaechling@enterprisecommunity.org
213.787.8238

CA Lic. 853495 | HI Lic. RB-16985

EAH Housing is a nonprofit housing development and management company serving California and Hawai’i. Since 1968, EAH has been dedicated to building affordable, well-designed, and sustainable communities for families, seniors, veterans, formerly unhoused, individuals with special needs, and transitional age youth (TAY). In addition to stable housing, EAH provides resident services and community enrichment to ensure that a roof is just the beginning.

www.eahhousing.org
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EAH HOUSING
A roof is just the beginning
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25,000 RESIDENTS
23 COUNTIES
2 STATES
700+ DEDICATED EMPLOYEES

Serving over

25,000 RESIDENTS
23 COUNTIES
2 STATES
700+ DEDICATED EMPLOYEES

EAH HOUSING
A roof is just the beginning
CA Lic. 853495 | HI Lic. RB-16985

Celebrating 40 Years of Building Community!

Community Corp. appreciates SCANPH's work to make positive progress for our region.

@CommunitycorpSM
Community Corp. of SANTA MONICA
communitycorp.org
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**BE SURE TO VISIT ALL OF OUR EXHIBITORS!**
CONFERENCE MAP AND SCHEDULE

Session I Workshops
10:00 A.M. – 11:15 A.M.

Salon F
Housing-Based Care Model: Empowering Residents to Determine Their Own Health

Salon G
Lessons from the SuperNOFA: Outcomes and Outlooks

Salon I
Inflation, COVID, and Build Back Better: Federal Housing Policy Update After the Midterm Election

Plaza I & II
Casa Paloma: A Case Study on Modular Supportive Housing

Plaza III
Incorporating Trauma-Informed Care into Permanent Supportive Housing

Session II Workshops
11:45 A.M. - 1:00 P.M.

Salon F
Meeting Families’ Needs: Including Child Care in Housing Developments

Salon G
Preventing Displacement and Stabilizing Communities: A Practitioner’s Guide to Making Preservation Deals Work

Salon I
Project Labor Agreements 101: Nuts and Bolts

Plaza I & II
Construction Cost Predictability in Unpredictable Times

Plaza III
Housing First: In Principle vs. Practice

Gold Ballroom II & III
Public Funders Forum

Session III Workshops
2:30 P.M. – 3:45 P.M.

Salon F
Housing Angelenos At Scale: Social Housing + Innovation Opportunities through United to House LA

Salon G
Sustainability, Equity, and Community with AHSC + EPIC Grant Funding

Salon I
Utilizing Veteran Project-Based Units: Challenges, System Improvements, and Best Practices

Plaza I & II
Catalyst Fund for Change: Paving a Pathway for Transformational Affordable Housing Production Results

Plaza III
Recuperative Care for Dignified Healing: Redefining Interim Housing Typologies and Public/Private Solutions in a Continuum of Care

Gold Ballroom II & III
Investor and Lender Forum
SAVE THE DATE!
SCANPH 35TH
ANNUAL CONFERENCE
NOVEMBER 2-3, 2023