



# Multi-Family Developers

December 6, 2019

## 10:30 – 12:00 AGENDA

### Hershey/Crocker

**Objective:** This session of HPN's Multi-Family Developers Community of Practice will focus on efforts by a group of members and HPN to create a financing mechanism with favorable terms for member deals; challenges and innovations in developing supportive housing – especially within integrated developments with a mix of populations; and a few updates on past topics and new ones for future discussions.

10:30 **Welcome and Introductions**

10:40 **New Approaches to Development Financing and Refinancing**

- Status of work by members and HPN to create a new conduit
- Types of capital, projects, and underwriting process

11:10 **The Homelessness Development Challenge**

- Approaches to temporary and supportive housing development
- Development strategies for mixed populations

11:40 **Other Issues and Future Topics**

- Builders Risk – Update from May developers roundtable
- Emergency Fund – is bridge financing for insurance claims useful?
- Common terms for negotiating LIHTC Year 15 exit with investors
- Standardizing specs for more cost effective and higher quality construction
- Organizing development teams for maximum efficiency
- Mixed-Income/Missing Middle strategies

11:55 **Wrap Up and Next Steps**

12:00 **Adjourn**

