

Day One

8:30 am	Registration
9:00 am	Course Introduction & Overview Key Concepts in Developing and Operating Permanent Supportive Housing <ul style="list-style-type: none">• Making Rental Housing Affordable• Definition of Permanent Supportive Housing• Financial challenges of Permanent Supportive Housing• Housing First The Players in Rental Housing Development <ul style="list-style-type: none">• Developers• Investors• Lenders• Donors• Public Sector Programs Review of Basic Excel and the Use of Financial Formulas <ul style="list-style-type: none">• Calculating Monthly Payments• Calculating Loan Term• Calculating Interest Rate• Calculating Mortgage Amounts
10:15 am	Exercise 1 Calculating Loan Components Break Complete Exercise 1 and Review Answers Financing for Each Phase of the Development Process <ul style="list-style-type: none">• Predevelopment• Acquisition• Construction• Permanent
Noon	Exercise 2: Loan Terms
1:15 pm	Lunch Typical Subsidy Sources for Financing Permanent Supportive Housing <ul style="list-style-type: none">• Low Income Housing Tax Credits• Multi-Family Mortgage Revenue Bonds• HOME Program• HOME-ARP• State Programs• Foundations• Fundraising – Capital Campaigns

Agenda: Financing Permanent Supportive Housing

Day One cont.

Risks

- Predevelopment
- Acquisition
- Construction
- Operating

3:00 pm

Break

Who is our Target Market

- Income Based Affordable Rents
- Market Based Rents
- Utility Allowances

4:30 pm

Exercise: Net Operating Income and Debt Service Ratios

Adjourn Day 1

Day Two

8:30 am

Review of Day 1

Implementing Housing First

- Tenant Selection
- Coordinated Entry
- Supportive Services
- Paying for Supportive Services

Operating Pro Forma Exercise

Noon

Lunch

1:15 pm

Operating Pro Forma Exercise Continued

Underwriting Rental Housing

Q & A

4:30 pm

Adjourn