



**AHMA**  
*NORTHWEST*

Washington State Council for Affordable & Rural Housing - Affordable Housing Management Association of Washington  
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*“Educating our Minds and Celebrating our Successes in Affordable Housing Management!”*

AHMA-CARH Joint Convention: Monday-Wednesday, April 18-20, 2011

*700 Attendees and 50 Vendors Expected*

*One of the Largest Affordable Housing Management Conventions in the United States*



**Greater Tacoma Convention and Trade Center**

**CONVENTION CO-SPONSORS:**



**CONTRACT MANAGEMENT SERVICES**

*and*



**INSURANCE PROGRAM FOR ASSOCIATION HOUSING**

*administered by*



**GOLDEN GEM SPONSOR:**



**PLATINUM SPONSORS:**



*Opening doors to a better life*

**GOLD SPONSOR:**



**SLEEPING ROOMS:** *Sleeping Room Arrangements must be pre-reserved between October 10 and October 31, 2010. Because of the limited number of rooms downtown, conference attendees will be assigned to one of these hotels: The Murano; Courtyard by Marriott; Best Western Tacoma Dome Hotel; Silver Cloud Inn; Shilo Inn; Hampton Inn; Comfort Inn; Baymont Inn & Suites. Contact Joe Diehl on October 10, 2010 for more information. We will try to accommodate as many specific requests as possible.*

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AHMA-CARH Joint Convention: Monday-Wednesday, April 18-20, 2011

**Monday, April 18 2011: Pre-Convention Activities**

11:00 AM to 5:00 PM 15<sup>th</sup> Annual CARH Classic Golf Tournament: **North Shore Golf Course**, Tacoma.  
*Tournament Sponsored by: (TBA)*  
*\$10,000 Hole-in-One Contest Sponsored by: Lovsted Worthington Insurance*



*3<sup>rd</sup> Hole, North Shore Golf Course*

1:00 PM to 7:00 PM Pre-registration opens at the Convention Center. A name tag will be required to gain admittance to any pre-convention event and to the convention itself.

7:00 PM to 10:30 PM Optional Networking Event – for All Attendees at **Tacoma Art Museum** (Costume Party and lots of *Oldies but Goodies*). Dress up in the 50's 60's 70's or 80's! Get your mojo movin' and dance to the music from those eras. Spinning the tunes will be DJ veteran Adam Tieg – who after 15 years in the business, has become an icon among disk jockeys across the United States.  
*Sponsored by: AptFinder.org – Multifamily Affordable Properties (MAP)*



*A special national traveling exhibit on the work of Norman Rockwell will be available for viewing by attendees. Tacoma Art Museum opened its current facility on May 3, 2003, when it moved from a former bank building that was built in 1920. Nearly twice the size of its previous building, Tacoma Art Museum's new \$22-million Antoine Predock-designed structure provides the space to exhibit more of the permanent collection. In designing the building, Predock drew inspiration from the region's light, its relationship to the water, the neighborhood's industrial history and character, Mount Rainier, the Thea Foss Waterway, and the surrounding structures in what is now known as the Museum District.*

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AHMA-CARH Joint Convention: Monday-Wednesday, April 18-20, 2011

**Monday, April 18 2011, Pre-Convention Activities (Continued):**

7:00 PM to 10:30 PM Private Reception – By Invitation Only. **Tacoma Museum of Glass.**  
*Sponsored by: The Summit Group*



*The Museum of Glass is dedicated to the medium of glass art, focusing on Contemporary and Pacific Northwest glass-art. The museum is linked to the downtown area via the Bridge of Glass created by Dale Chihuly. A special “hot shop” demonstration of glass blowing will take place during the evening.*

**Note:** Management Companies and Nonprofit Organization Sponsors will Receive Complimentary Meeting Rooms at the Hotel Murano for “Company Wide” staff meetings on Monday, April 18.

**Bag Sponsor Recognition:**

*Convention Bags are Sponsored by: ORCA Information*

**Tuesday, April 19, 2011**

6:30 AM to 7:30 AM **Trade Show** Set up

7:30 AM to 8:30 AM **Breakfast. TRADE SHOW OPENING CEREMONIES AT 7:30 AM!**  
*Sponsored by: (TBA)*

8:30 AM to 5:00 PM **On-site Unit Turn!** Rick Graham and Jeffrey Boyd team up to “GREEN Turn” several units at a Mercy Housing community near Tacoma. Limited number of registrants will be accepted. *Co-sponsored by Mercy Housing, Inc. and (TBA)*

8:30 AM to 9:45 AM Welcome and Motivational Speaker: Generational Differences – Lee Silber  
*Sponsored by: Sprague Pest Solutions*



Our industry is aging rapidly. Do we have a succession plan to replace the “Traditionalists” (born 1927-1945) and the “Baby Boomers” (born 1946-1964)? One of the largest retirement cycles (and hiring booms) will be hitting our society soon. Do you know how to communicate with Xers (born 1965-1977) or Millennials (born 1978-1999)? They will inherit what we’ve worked so hard to create. Lee Silber Lee Silber is an award-winning speaker with over 1,100 presentations to his credit. In addition to inspiring people with his talks and training, Lee is also a radio talk show host and the author of 15 books. He is also the founder of six companies including a retail chain.

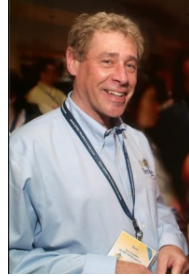
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**Tuesday, April 19, 2011 (Continued):**

9:45 AM to 10:15 AM Break (visit with Exhibitors and Get Your Door Prize Coupons Stamped)  
*Sponsored by: (TBA)*

10:15 AM to 11:45 AM **Spectrum Seminars, “Differences Between Programs” – Steve Rosenblatt**  
*Scholarships sponsored by: Spectrum Seminars, Inc.*



Few affordable housing deals are being done with one funding source. In some cases, a combination of several City, State, Federal and grant funding sources must be arranged in order to make things happen. The Obama Administration is working to “harmonize” and de-silo existing affordable housing. Multiple programs become tricky, posing a real challenge for affordable housing managers. Steve Rosenblatt is considered by some as the leading expert in the fields of HUD, Low Income Housing Tax Credits and USDA/Rural Development Programs. His expertise and use of real-life examples make learning “fun” for his audiences.

11:45 AM to 12:15 PM Break (visit with Exhibitors and Get Your Door Prize Coupons Stamped)  
*Sponsored by: (TBA)*

12:15 PM to 1:45 PM **Luncheon; Government Agency Awards. Keynote by Comedian Frank King.**  
*Sponsored by: Yardi Systems*



Featured on CNN’s Business Unusual, and a writer for Jay Leno for the last two decades, Frank King has been entertaining (and on occasion, educating) convention attendees on the comedy speaking circuit since 1985. He was a quarter-finalist on Star Search.... he lost to a puppet. He’s also appeared on An Evening at the Improv, Showtime’s Comedy Club Network, and starred in an episode of Bananas on PAX TV. He’s opened up for a number of well known entertainers - among them, Jeff Foxworthy, Ron White, Bill Engval, Adam Sandler, and Jerry Seinfeld.

1:45 PM to 2:15 PM Break – visit with Exhibitors at the Trade Show

2:15 PM to 3:30 PM Two Breakout Sessions:

***SEE FOLLOWING PAGE***

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AHMA-CARH Joint Convention: Monday-Wednesday, April 18-20, 2011

**Tuesday, April 19, 2011 (Continued):**

2:15 PM to 3:30 PM Two Breakout Sessions:

**Fundamentals of Fair Housing – Steve Rosenblatt**

*Scholarships sponsored by: Spectrum Seminars, Inc.*

This session is a MUST for most attendees. Everyone from newbies to veterans can use a Fair Housing refresher. The session gives anyone in our complex industry an opportunity to review critical Fair Housing / Section 504 and Americans with Disabilities Act issues. The course pertains to all multi-family housing in the United States inclusive of government-assisted as well as conventional properties; and includes updates on HUD, RD, and important Supreme Court Cases.

**Speed Dating for Trade Show Vendors**

*Sponsored by: (TBA)*

Key Leaders of AHMA and CARH will participate in our first SPEED DATING event! For five minutes at a time (from 2:30 PM to 3:30 PM – following 15 minutes of opening ground rules), our 50 Trade Show Exhibitors will have face time with leaders of our industry who purchase and contract for goods and services. This is the one chance for our loyal Associate Members and Trade Show Exhibitors to trot out their “elevator speech” and make deals with our key management companies and leaders!

3:30 PM to 4:00 PM Closing Ceremonies for Trade Show – Door Prize Giveaway

*Sponsored by: TBA*

4:00 PM to 5:30 PM Four Breakout Sessions:

**Tax Credit Update**

Michael Dill and Tim Sovold (Housing Finance Commission)

*Sponsored by: the Washington State Housing Finance Commission*

**Powerhouse Panel (National Industry Update – All Programs)**

Reneé Greenman moderates an all-industry panel: Kris Cook (NAHMA), Colleen Fisher (CARH), Richard Price (Nixon Peabody), Mary McBride (HUD), Kim Herman (Housing Finance Commission) and Larry Anderson (USDA/RD). Panelists provide a view into the short-term and long-term prospects for our society’s providing of affordable housing.

*Sponsored by: (TBA)*

**Eliminating Clutter in our Lives.**

Lee Silber. Clutter impacts the quality of your life and those of your tenants. Lee will provide insights, tips and techniques for eliminating the clutter-bug in all of us.

*Sponsored by: (TBA)*

**Landlord Tenant Basics.**

Joe Puckett. Joe will “hold court” and hold our attention as he provides the basics of Landlord Tenant Law for property managers.

*Sponsored by: (TBA)*

5:30 PM to 6:30 PM *Private Reception with Les Brown: By Invitation Only, Contract Management Services*

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**Tuesday, April 19, 2011 (Continued):**

6:30 PM to 8:30 PM Banquet; Site Manager(s) of the Year Ceremony; Presentation of Certificates to the Graduates of Everett Community College’s Property Management Program; Annual Door Prizes; Keynote Address by Les Brown

*Scholarships to ECC’s Program Provided by Spectrum Seminars, Inc.*

*Keynote Speech Sponsor and Conference Co-Sponsor: Contract Management Services, Bremerton, WA*



Born in the low-income projects known as Liberty City in Miami, Florida, Les and his twin brother, Wes, were adopted when they were six weeks old by Mrs. Mamie Brown, a single woman who had very little education and financial means, but a very big heart. As a child his inattention to school work, his restless energy and the failure of his teachers to recognize his real potential resulted in him being mislabeled as a slow learner. The label and the stigma stayed with Les, damaging his self-esteem to such an extent that it took several years to overcome. A world renown public speaker, author and television personality – and recipient of an Emmy award, Les Brown has risen to national prominence by delivering a high energy message. It is a message Les Brown has learned from his own life and one he is helping others apply to their lives!

**Wednesday, April 20, 2011**

6:00 AM 14<sup>th</sup> Annual “Run, Walk or Whatever” 5-K Race

7:30 AM – 8:30 AM Full Breakfast. AHMA and CARH Membership Meetings and Elections.

9:00 AM – 11:45 AM Breakout Sessions (which also continue into the afternoon):

*(A short “stretch break” will take place from 10:15 am to 10:30 am)*

**USDA/RD Program Training**

Led by Rural Development Staff

*Sponsored by: United States Department of Agriculture, Rural Development*

**HUD Specialists Training: REAC, EIV, MORs, TRACs, Tenant Files and HUD Program Update**

Moderated by Rhonda Hue, Seattle Housing Authority. Hands-on, nitty gritty trainers include Rick Graham, Sheila King, Karen Crosta, Lanier Hylton; and HUD Multifamily Housing Staff (Seattle).

*Sponsored by: (TBA)*

**Tax Credit Program Workshop**

Steve Rosenblatt, Spectrum Seminars

*Sponsored by: The Washington State Housing Finance Commission*

**Preservation Workshop: Realistic Paths to Preserving the Existing Stock; Developing, Rehabilitating and Managing “Green” Affordable Housing for the Future**

Paul Purcell (Beacon Development) will moderate: panelists - Colleen Fisher (National CARH); Jim Winskill (CE&C); Richard Price (Nixon Peabody); Larry Anderson (USDA); Lynn Davison (Consultant)

*Sponsored by: Nixon Peabody, LLP (Washington, DC)*

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**Wednesday, April 20, 2011 (Continued):**

12:15 PM to 1:45 PM    **Luncheon; Management Agent of the Year Awards.**  
**Affordable Housing Game Show** – everyone participates and gets a chance at fabulous door prizes...if you “know your stuff!” Our master of ceremonies will be Maurice King, of High Tech Solutions.  
*Sponsored by: Propel Insurance, Administrators of the Insurance Program for Association Housing (IPAH)*



1:45 PM to 2:15 PM    Break  
*Sponsored by: (TBA)*

2:15 PM to 3:55 PM    Breakout Sessions (Continued from the A.M.)  
*(A short “stretch break” will take place from 3:00 to 3:10 PM)*

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*Sponsored by: Nixon Peabody, LLP (Washington, DC)*

3:55 PM to 4:00 PM    Final Door Prize Drawings and Closing Remarks  
*Grand Door Prizes Sponsored by: (TBA)*