



HOUSING PARTNERSHIP NETWORK

ROUNDTABLE

MULTIFAMILY DEVELOPERS

COMMUNITY OF PRACTICE

Facilitator: Dee Walsh, Executive Vice President/COO at Mercy Housing

Thursday, June 1st ▪ 10:30am – 12:30pm

OBJECTIVE

To provide a forum for HPN's multifamily developers to connect, discuss challenges and think through solutions.

WELCOME/OVERVIEW

SESSION TOPICS

Performance. How are you organizing your real estate teams for maximum efficiency? What are the performance criteria you're using (e.g., # of deals per manager, assignment of assistants to managers, etc.)?

Portfolio. How are you maximizing and leveraging the value of your portfolio? Are you reconsidering approaches to dispositions, bundling and repositioning? How are you preserving and recapitalizing your portfolios without using LIHTC?

OPEN DISCUSSION

What's top of mind that you'd like to discuss with the group? What topics should we be focused on in upcoming peer exchanges?

WRAP-UP AND NEXT STEPS