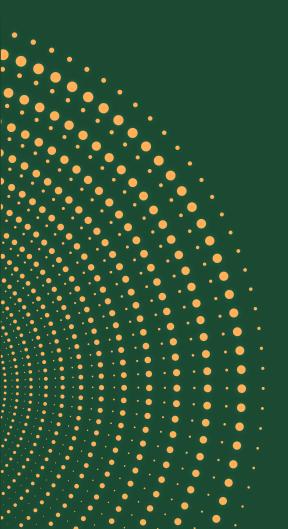
STRENGTHMATTERS®

REIMAGINING REINVENTING REBALANCING

2021 Financial Management Conference



The CFO's Perspective Organizational Readiness for Aggressive Growth

Travis Gordon, Avenue CDC
Griffin Moore, People's Self-Help Housing Corp.
Dana Moore,
Compass Advisors and NeighborWorks® Capital (Moderator)

October 28, 2021

Questions

- All participant lines are muted.
- Please use the Raise Hand feature if you would like to speak.
 - Raise hand feature is located in the Participant panel.
- You may also use the Chat feature to ask questions.
- Send a Chat to the Host if you have a technical issue.

Continuing Professional Education Requirements for CPAs

- Polls are Required for CPEs
 - If you are seeking CPE credits, please submit ALL polls within each session, and the conference evaluations.
 - If you miss a poll, send a Chat message to the Host immediately.
- We use Polls and the Zoom attendance record to verify participation throughout the webinar.
 - Participants must submit ALL polls and be logged in no later than 10 minutes after the scheduled session start time to receive a certificate.

Continuing Professional Education Credits (CPEs) for CPAs

- Check your Zoom display name
 - If the correct name is not shown, email your Zoom display name and your full name to <u>consult.lwells@gmail.com</u>.
- You may request a certificate of completion via the conference evaluations.
 - Links to the evaluations are emailed to all registrants.
- For more information on CPE credits, contact Lindsay Wells at consult.lwells@gmail.com.

People's Self-Help Housing

• PSHHC in 2013

- 1,156 units across 3 counties (only one project in one of the counties)
- Real estate development pipeline consisted of ~5 projects
- Construction capacity of up to 2 projects internally

PSHHC in 2021 & Beyond

- 1,930 units across 3 counties in Central California
- Expect 50% growth over 3-5 years, which will add ~1,000 units
- Real estate development pipeline consists of 18 projects
- Construction capacity of up to 6 projects internally
- Active in at least 2 RFQs for partnering with either Housing Authorities, Local Government and Faith Based Organizations.

People's Self-Help Housing

- Key Focal Points in PSHHC's Accelerated Growth
 - Financing Relationships build these early for readily available capital resources
 - Government Strategies and Funding Sources try to predict, but know early when changes occur
 - Board Governance how much Board involvement will be necessary?
 - Cash Projections need to incorporate a dynamic model (scenarios & monthly expectations)
 - Human Resources can the staff facilitate growth; focus on RE development staff
 - Systems scaling to size need to standardize procedures and simple tasks
 - Internal Communication CEO, CFO, Development Team
 - Community Needs working capital (programs) v. investment capital (development)
 - Entitlements & Local Relationships listen and learn to facilitate compromise
 - Look Ahead at least 5 years annually

CPE Feedback Poll

- If you are seeking CPEs, please complete this brief feedback poll.
- Note: All registrants will receive links to the conference evaluations via email.
 - Please complete the conference evaluations to request CPE credit and to provide qualitative feedback.