

2017 Annual Meeting Speaker Profiles



Allison Clark
Associate Director
MacArthur Foundation
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MacArthur Foundation

Allison joined the Foundation in 2006 to oversee investments made through Window of Opportunity, the Foundation's \$150-million affordable rental housing preservation initiative. Since then, her responsibilities have expanded to include overall portfolio management for the Impact Investing program. Most recently, Allison served on Attorney General Lisa Madigan's task force charged with creating and implementing a program to deploy \$100 million in grant funds from a national mortgage settlement aimed at addressing the foreclosure crisis. She also serves on the board of directors of Neighborhood Housing Services of Chicago.

Clark has worked in affordable housing, economic development and commercial real estate for over 20 years. Prior to joining the Foundation, she worked as a senior underwriting manager in the Community Lending Group (formerly the American Communities Fund) at Fannie Mae, where she underwrote and closed more than \$150 million in debt and equity transactions for affordable housing developments. She also worked for eight years at Bank One in a variety of departments, including commercial real estate and Community Development Real Estate. Before moving to Chicago, she participated in the Urban Fellows Program in New York City, where she worked as a project manager at the New York City Economic Development Corporation.

Clark graduated from Harvard-Radcliffe College with a Bachelor's degree in Government, and earned a Master of Management degree from the Kellogg Graduate School of Management at Northwestern University with a concentration in Nonprofit Management and Real Estate.

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Brian Dowling

Senior Vice President, Community Investments
The Community Development Trust, Inc.

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Brian Dowling is Senior Vice President – Community Investments. Mr. Dowling manages CDT’s equity program, which provides equity capital to affordable housing operators for the purpose of acquiring and preserving existing affordable housing properties. During his time at CDT, he has closed over \$100 million of CDT equity investments, which has leveraged approximately \$500 million in total investment and preserved 6,000 units in affordable housing properties throughout the country. Mr. Dowling has been with CDT since 2005 and spent his entire career in the field of affordable housing development and finance.

Prior to joining CDT, Mr. Dowling served as a Development Associate with Westhab, a non-profit housing developer in Westchester County, New York. Prior to that, he was also a Development Associate with The Richman Group, a national tax-credit syndicator and developer. Mr. Dowling holds a Masters Degree from the Gerald R. Ford School of Public Policy at the University of Michigan and a Bachelor of Arts in Economics and Political Science from the University of Rochester.

The Community Development Trust (CDT)

CDT is a national investor in affordable housing. Working with partners, we make long-term equity investments and mortgages to create and preserve affordable housing throughout the country. In our 18 year history, CDT has leveraged the investment of more than \$1.5 billion in debt and equity capital to properties in 44 states, helping to preserve and create over 44,000 units of affordable housing.

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Frances Ferguson

Vice President (acting), National Real Estate Programs

NeighborWorks America

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Frances Ferguson works with NeighborWorks® America, guiding the development of national resources for nonprofit rental housing organizations which provide high quality rental homes for over 150,000 households. These resources include an in depth asset management practice, including MFInsights, an interactive portfolio database, consultation, grantmaking, and professional development for asset managers. Real estate capital in many forms is provided by NeighborWorks Capital and Community Housing Capital, each related capital corporations of the NeighborWorks network. Resident services are supported through best practice exchange, innovation grants, and training.

A current focus for the department is on enterprise level business strength. This portfolio of projects includes two key focus areas – knowledge development and exchange and innovations in business capital. Knowledge development and exchange includes managing the Strength Matters collaborative and its programmatic offerings such as the Bootcamp and the website and webinars and organizing the annual NeighborWorks CFO Convening. The focus on business capital involves developing and launching new programs such as NeighborWorks Business Strengthening program, the NeighborWorks Strategic Growth Fund, made possible by investments from Kresge Foundation and NeighborWorks Capital Corporation; and pilots such as promoting housing as a platform for elementary educational achievement.

Previously, Frances served as the founding executive director of Foundation Communities, pioneering the provision of service-enhanced rental housing at scale in the Austin and Dallas-Ft.Worth markets. Currently, she volunteers as President of the board of HousingWorks Austin, uniting community and business leaders around public policies to support “all kinds of homes in all parts of town”. She has advised Catellus on the affordable housing plan for 711-acre Mueller Airport Redevelopment, where both inclusionary rental and shared equity homeownership have been successfully launched to sustain long term affordability in 25% of the residential stock.

Frances holds her master’s degree in business from the University of Texas at Austin, and her bachelor’s degree from Oberlin College.

Neighborworks America

NeighborWorks America is a national nonprofit that creates opportunities for people to live in affordable homes, improve their lives and strengthen their communities. NeighborWorks America supports a network of more than 240 nonprofits, located in every state, the District of Columbia and Puerto Rico.

2017 Annual Meeting Speaker Profiles



Jane Graf

President and CEO

Mercy Housing

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In her role as President and Chief Executive Officer, Jane Graf brings a history of proven success and more than 35 years of affordable housing development experience to Mercy Housing.

Graf joined the organization as President of the California region in 1992, when the housing development department of Catholic Charities and Mercy Housing merged. In this role, she presided over three organizational mergers that expanded the reach of Mercy Housing California, and under her tenure the portfolio grew from 706 units to 7,434 units—a tenfold increase.

She was then named President of the Western Region in 1999, responsible for the growth of Mercy Housing in California, Washington, and Idaho. In this role, she oversaw the development of more than 12,000 units of affordable housing. In 2011, she became Mercy Housing's Chief Operating Officer, responsible for all of the organization's five geographic regions covering 19 states. In 2013 she was named President, and in 2014 she became President and CEO.

Graf came to Mercy Housing with significant experience in non-profit housing development. She started her career in Oregon in 1978, addressing housing issues affecting people with disabilities, and in 1981 she founded Specialized Housing, Inc., a non-profit housing development corporation that serves people with developmental disabilities throughout the state of Oregon.

Graf received a Master's Degree in Public Affairs from the University of Oregon and a Bachelor of Arts Degree in Sociology from the University of Minnesota.

Mercy Housing

Mercy Housing, a national nonprofit organization, is working to build a more humane world where poverty is alleviated, communities are healthy and all people can develop their full potential. We believe that affordable housing and supportive programs improve the economic status of residents, revitalize neighborhoods and stabilize lives.

Mercy Housing is one of the nation's largest affordable housing organizations. We participate in the development, preservation, management and/or financing of affordable, program-enriched housing across the country. Mercy Housing serves a variety of populations with housing projects for low-income families, seniors and people with special needs. We acquire and renovate existing housing, as well as develop new affordable rental properties.

Mercy Housing is redefining affordable housing by creating a stable foundation where our residents can explore their potential, supported by practical resident programs such as health classes, financial education, employment initiatives, parenting and after-school programs for children.

2017 Annual Meeting Speaker Profiles



Joe Hagan

President & Chief Executive Officer
National Equity Fund, Inc.

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Since joining National Equity Fund, Inc. (NEF) in 2000, Hagan has raised more than \$13.3 billion in equity investments, resulting in 158,907 new residences across the country. In an industry that has more than 23 LIHTC syndicators, NEF ranked number one in 2016 and has consistently ranked as one of the top three.

Hagan has been in the housing credit business since the program began in 1986. He was the director of multi-family housing at the Ohio Housing Finance agency, which served as the housing credit allocation agency. In 1989 he founded the Ohio Capital Corporation for Housing (OCCH) where he was president for three years. OCCH went on to be the largest state equity fund in the country investing more than \$1.3 billion. He left OCCH to become the president of the newly formed Banc One Community Development Corporation making strategic housing credit investments throughout Bank One's market.

In addition to his role of CEO for NEF, Hagan served as president of The Affordable Housing Tax Credit Coalition (AHTCC) for two years in 2010-11 and he remains on the board and serves as president emeritus.

Hagan has received numerous awards. In November 2013, he was inducted into the Affordable Housing Hall of Fame sponsored by the Affordable Housing Finance Magazine. In 2009, he was presented with the Lifetime Achievement Award from the Affordable Housing Investors Council (AHIC) and in 2004, he was honored by Fannie Mae with the Syndicator CEO of the Year award.

National Equity Fund, Inc.

National Equity Fund® is a nonprofit Chicago-based affiliate of the Local Initiatives Support Corporation and a leading syndicator of Low Income Housing Tax Credits. Since inception, we have played an integral role in creating affordable housing options, revitalizing communities and strengthening local economies. Our investments total more than \$13.3 billion in 2,494 LIHTC developments, which created 158,907 affordable homes for low-income families and individuals.

2017 Annual Meeting Speaker Profiles



Caroline Horton
Chief Financial Officer
Aeon
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Home Changes Everything

Caroline is responsible for Aeon's real estate asset management, finance and accounting functions. She has expertise in developing management systems that ensure the long-term viability of assets and monitor organizational risk factors. Since 2007, Caroline has been a member of the STRENGTH MATTERSTM CFO Working Group which has developed a series of white papers on external reporting best practices for the nonprofit affordable housing industry. Caroline earned her BSBA in accounting from Boston University School of Management, and is a CPA (inactive). She was recognized as one of the 2013 Top Women in Finance by Finance & Commerce. She has been with Aeon since 1998.

Aeon

Aeon is a responsive nonprofit developer, owner and manager of high-quality affordable apartments and townhomes which serve more than 4,500 people annually in the Twin Cities area. For 30 years, Aeon has been committed to helping people create a home in a safe, secure environment and connect to the community around them. We believe that Home changes everything.

2017 Annual Meeting Speaker Profiles



Lori Little

SVP, Director of Capital Markets and Investor Relations
National Affordable Housing Trust

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Lori Little is Senior Vice President, Director of Capital Markets, Investments & Asset Management at NAHT. She has over 25 years of experience in mortgage banking, tax credits and corporate law. She is a member of NAHT's Senior Management team.

Lori is responsible for identifying and securing institutional capital for structured, multi-investor and proprietary fund offerings as well as placement of investments within these funds. In addition, she leads the development of new capital markets products for NAHT and has oversight of Asset Management.

Lori has spent over a decade dedicated to NAHT's mission, she has been an integral part of the organization's upward growth and expansion.

Prior to joining NAHT in 2002, Lori served as Vice President of Operations at JP Morgan Chase. While there she oversaw risk management on portfolio, claims management for return on capital and disposition of real estate inventory. She was also an Associate at Blalack & Williams Law Firm where she provided counsel to credit unions across the country.

Lori holds a B.A. in Government from Abilene Christian University, as well as her J.D. from Baylor University School of Law.

About National Affordable Housing Trust

National Affordable Housing Trust (NAHT) is a nonprofit low income housing tax credit (LIHTC) syndicator, specialized financial intermediary and development advisory firm. It was established in 1986 and focuses on providing tax credit equity for low income properties developed by non-profit developers financed with low income housing tax credits. NAHT raises LIHTC equity from national and regional investors. NAHT is an affiliate of Stewards of Affordable Housing for the Future (SAHF) and provides equity to its Members and other nonprofit developers and owners and also offers development advisory services.

NAHT's mission is to lead financial innovation in the preservation and development of affordable multifamily rental housing that offers residents a safe, affordable and quality place to call home. NAHT has helped create and preserve over 18,000 affordable homes and has provided over \$1 Billion of Investor equity to make these developments a reality.

SAHF is a nonprofit collaborative of eleven exemplary multi-state nonprofit affordable housing providers who own more than 118,000 affordable rental homes. SAHF's mission is to lead policy innovation and advance excellence in the delivery of affordable rental homes that expand opportunity and promote dignity for residents.

2017 Annual Meeting Speaker Profiles



Maria T. Maffei

Vice President of Acquisitions
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Maria Maffei is responsible for the analysis and review of POAH's rental housing acquisition opportunities including transaction structuring, acquisition prospecting and relationship building. Maria identifies project opportunities, develops acquisition strategies, and negotiates agreement details with sellers, lenders and investors. She determines a potential acquisition's financial feasibility and makes recommendations to internal and external investment committees.

She monitors the progress of projects through the acquisition and development process. She works with strategic partners including affordable housing advocates, lenders and investors in a variety of jurisdictions and geographies and identifies opportunities for policy recommendations that would benefit POAH's core business and the industry's.

Maria is a graduate of the University of Massachusetts and earned a Master's Degree in Urban and Environmental Planning from Tufts University. She serves on the board of directors of Boston Community Capital and is the former co-chair of the Housing and Community Development Group of CREW New England. She is also active in her community where she serves as treasurer for two non-profit organizations.

Preservation of Affordable Housing

Preservation of Affordable Housing (POAH) is a nonprofit developer, owner and operator of nearly 9,000 affordable homes in 9 states and the District of Columbia.

POAH's primary mission is to preserve, create and sustain affordable, healthy homes that support economic security and access to opportunity for all.

Since 2001, the POAH team has advanced its mission with a blend of expertise and creativity, solving complex problems that others have seen as insurmountable. We have secured long-term affordability for residents while addressing the interests of owners, funders, public agencies, and other stakeholders.

2017 Annual Meeting Speaker Profiles



Linda Mandolini

President

Eden Housing, Inc.

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Linda Mandolini has served Eden Housing as President of Eden Housing since 2001. Eden Housing is one of California's oldest and most successful non-profit housing development companies, currently managing nearly 9,000 affordable units throughout California. Linda oversees affordable housing production, resident support services, and property management components of the organization, its many affiliates, and a staff of 390 employees.

Linda held various community development positions in Boston prior to moving to California in 1996. She served as Director of Transportation and Land Use Development at the Silicon Valley Leadership Group in Silicon Valley. Linda received her B.A. from Wheaton College in Massachusetts, and an M.B.A. from Boston University.

Linda is a Board Member and the immediate past Chair of the Board of the California Housing Consortium, a statewide housing advocacy organization. She was a founding member of the board of The Housing Trust of Silicon Valley. Nationally, she serves as the Vice Chair of Board of Governors for the National Housing Conference, a member of Enterprise Communities' Leadership Council and was recently elected to the Board of the Housing Partnership Equity Trust and MakeRoom USA, a national housing advocacy campaign. She is also a member of the Urban Land Institute's Terwilliger Center and Workforce Housing Council.

Linda has received a number of awards including being named the San Francisco Business Times' Bay Area's Most Influential Women in Business in 2015, 2014 and 2011, and was named in 2017 to the Forever Influential List, the San Francisco Business Times' Northern California's Real Estate Women of Influence award in 2011, and the Affordable Housing Management Association's (AHMA) Pioneer in Affordable Housing award in 2011. She was also honored by the East Bay Business Times as a "Woman of Distinction" in 2008. In 2017 she was elected to the Alameda County Women's Hall of Fame.

Eden Housing

Eden Housing is a non-profit leader in the provision of high-quality affordable housing in California. What began in 1968 as an experiment by a group of committed volunteers is now a proven solution to the state's critical need for affordable homes for working families, seniors living on fixed incomes and disabled individuals. In 49 years of service, more than 65,000 people have called Eden Housing properties home. Eden Housing currently manages a portfolio of 8,500 housing units in 131 properties, and has more than 1,000 units in its development and acquisition pipeline. In addition to high quality property management, Eden provides residents with access to supportive resident services at all properties. Eden Housing revitalizes California communities through their affordable housing development and property management activities, through the partnerships they establish and the investments they make in California neighborhoods, and through the free social services and supportive programs they provide to meet the needs of their residents.

2017 Annual Meeting Speaker Profiles



Dana Moore

President and Owner
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M. Dana Moore, WMS President and Owner, is a seasoned real estate professional with more than 25 years of experience in commercial real estate finance, asset management, credit, development, work out and property management. Her positions have included serving as the Chief Underwriter of the NationsBank CMBS program, and as Senior Vice President managing the multifamily credit and asset management platforms overseeing \$138 billion in multifamily assets for Fannie Mae. Ms. Moore brings to each transaction her experience and creativity acquired through years of participating in the entire life cycle of an asset (from development through rehab), the entire capital structure, and as both an owner of and lender to properties.

Washington Management Services

Washington Management Services is a property management company that specializes in Washington Management Services began providing residential property management services to the Washington, D.C. area more than a quarter of a century ago.. Our team reflects decades of experience in the underwriting, origination, financing, management, and disposition of single properties valued in the millions and portfolios valued in the billions. We develop acquisition and financing strategies, assess counterparty risk, and provide legal documentation, legal services management, and asset management, including for non-performing assets, and asset disposition services. We are also a woman-owned registered government contractor

Compass Advisors LLC

Compass Advisors LLC is a solutions based commercial real estate advisory organization that specializes in designing and implementing strategies for maximizing returns for debt and equity investments. The Compass team brings to the table decades of experience analyzing commercial real estate in both up and down markets, and effectively brings this expertise to bear in structuring creative outcomes for a wide range of property types and investment positions. The Compass platform also provides the mechanism for managing these strategies for the client throughout the entire life cycle of the asset.

The principals and staff of Compass have served in a variety of roles including underwriters, managers, credit officers, lenders, workout specialists and asset managers for a diverse range of local, regional and national financial institutions, as well as analyzing opportunities as investment principals in ownership situations. This background also includes extensive experience in the complex, multi-layered world of affordable housing finance, as both lender and tax credit equity investor. Aggregate investment balances total in the billions, numbering thousands of transactions across the full range of commercial real estate, giving Compass the requisite creativity, judgment and skills necessary to effectuate a successful solution.

Compass is a woman-owned small business that works closely with our sister organization, Washington Management Services, a woman owned registered government contractor, to coordinate property and asset management activities as well as assist governmental entities in their commercial real estate needs.

2017 Annual Meeting Speaker Profiles



Walter Moreau

Executive Director

Foundation Communities

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In his role at Foundation Communities, Walter Moreau works in Texas to create affordable housing where families succeed. During his 25 year career he has secured subsidy financing of more than \$200 million to create more than 3,500 units of service-enriched, nonprofit-owned affordable housing. FC operates ten onsite learning centers, five supportive housing communities for the homeless, and is the largest private producer of solar power in Central Texas. FC provided short and long term housing to over 400 evacuees from Hurricane Katrina. Walter led FC to develop the Community Tax Centers and Insure Central Texas, which serve over 25,000 families each year.

Moreau received the JAJ Fannie Mae Fellowship in 2007, and the Texas Houser Award in 2004. He holds a Masters Degree in Public Affairs from the University of Texas LBJ School of Public Affairs (1994).

Foundation Communities

Foundation Communities is a local, homegrown nonprofit. We provide affordable, attractive homes and free on-site support services for thousands of families with kids, as well as veterans, seniors, and individuals with disabilities. We offer an innovative, proven model that empowers our residents and neighbors to achieve educational success, financial stability, and healthier lifestyles. We own and operate 22 communities all over Austin and in North Texas.

2017 Annual Meeting Speaker Profiles



Michelle Norris

EVP, External Affairs & Strategic Initiatives

National Church Residences

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Michelle Norris was named Executive Vice President of External Affairs and Strategic Initiatives in early March 2016 after serving for four years as Senior Vice President of Development and Public Policy.

In her current role, Norris is guiding National Church Residences' Mission toward greater focus, impact and investment. Her primary responsibilities include Mission expansion and impact, public policy, community affairs, communications and public relations.

Norris joined National Church Residences in 1993 as Director of Corporate Financial Services. She later became Chief Operating Officer of Housing Management, overseeing the management operations of the organization's affordable housing portfolio. She was later promoted to Chief Development Officer, overseeing the team that specializes in development of all new National Church Residences products, including HUD 202 and Low-Income Housing Tax Credit new construction, acquisitions and substantial rehabs. She was named President of National Church Residences Investment Corp. in 2014.

Norris holds a Bachelor's Degree from Miami University in Oxford, Ohio. She is past-President of the Ohio Housing Council and the National Affordable Housing Management Association (NAHMA). She currently serves on the boards of Leading Age Ohio, Stewards of Affordable Housing for the Future (SAHF), and Corporation for Supportive Housing (CSH).

In addition to her work in affordable housing, Ms. Norris enjoys long distance running, backpacking, and other outdoor activities. She is also an active member of the Vineyard Columbus Church.

National Church Residences

National Church Residences has dedicated a proven track record of excellence in providing homes and services to seniors, enabling them to live healthier and more satisfying lives. Our residents and clients include seniors of all income levels.

Quality Housing for Seniors . . . and More

Since the opening of our first retirement community in 1961, we have expanded our mission to include full-service retirement communities, affordable housing, an array of health care services, and housing for the disabled and other vulnerable populations. Today National Church Residences has 340 communities in 28 states and Puerto Rico

2017 Annual Meeting Speaker Profiles



Brendt Rusten

Partner & Senior Vice President of Asset Management

Dominium

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Brendt Rusten has been actively involved in multifamily acquisition, development and management for over 35 years. As head of the Dominium's Asset Management group Mr. Rusten is responsible for oversight of Dominium's approximately 2.8 billion in assets representing over 27,000 apartment homes. Dominium's Asset Management functions include quality control, dispositions, refinances, Limited Partner relations and Compliance functions.

He began his career managing a portfolio of multifamily units for a Midwest based development/management firm. In 1984 he joined Dominium. In 1994, Mr. Rusten began providing private consulting services to the multifamily industry. In addition, he provided asset management reviews on over 450 multifamily assets throughout the United States. In 2008, Mr. Rusten re-joined Dominium as Senior Vice President of Asset Management.

Mr. Rusten serves on Dominium's Executive Committee. He is one of the original founding Board Members of the Midwest Association of HUD Management Agents and continues to be actively involved in many of the industry's major trade associations.

Dominium

Dominium is one of the country's largest affordable housing development and management companies. Dominium employs a wide range of disciplines, checks and balances, and proven procedures throughout all phases of the development, acquisition, and management process for each and every property the company acquires, owns or manages. Dominium's innovative, integrated, and entrepreneurial approach delivers outstanding outcomes for Dominium investors, financial partners, customers and other key stakeholders.

Departments within Dominium all work together toward the common, unifying goal of providing creative, tailor-made solutions to the unique needs of each of its communities – even the most challenging. The Development and Acquisition Team seeks out and finds new, exciting, innovative and often challenging opportunities that fit Dominium's business model. The Asset Management Team spearheads the integration of newly acquired and transition properties into Dominium's holdings. The Property Management Team fosters and maintains high levels of financial performance and customer satisfaction throughout all of Dominium communities. The Corporate Services Team provides the accounting, financial analysis, treasury, IT, HR and training support for the entire organization.

Dominium's well-proven approach to meeting the particular challenges of any given community has rendered a growing and diverse portfolio of properties. All Dominium residents enjoy clean, well maintained, and affordable housing – developed, managed and supported by the industry's best affordable development and management organization. This is what is known as the Dominium Difference.

Dominium was founded in 1972. Our portfolio includes 212 properties with more than 27,000 units in 23 states. Dominium's long-term goal is to grow to 40,000 units by 2025.

2017 Annual Meeting Speaker Profiles



Matt Slepín

Managing Partner

Terra Search Partners

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Matt founded Terra Search Partners in 2006 to provide a highly consultative and both a client and candidate centric approach to real estate search. Prior to forming Terra Search, Matt was a Partner with several executive search firms, including Heidrick & Struggles and Ferguson Partners. In addition to leading the firm, he advises clients and manages senior level searches for many of Terra's clients.

Prior to starting in search in 1998, Matt held leadership, management and functional roles within the real estate industry for more than 20 years. He was founder and executive director of the Multifamily Housing Institute in Washington, DC. Matt has also worked in key development, advocacy and finance positions for the National Housing Partnership (developing and acquiring housing for seniors), National Association of Housing Cooperatives (as a lobbyist) and the Resolution Trust Corporation (helping lead the RTC's affordable housing program). He further rounded out his real estate expertise with NV Commercial, a northern Virginia-based commercial property company, and Reilly Mortgage, one of the country's leading apartment lenders. Matt graduated with a bachelor's degree in political science from Oberlin College.

Community Commitment: Matt is a founding Board member of ExtraFood.org, a Marin County based food recovery organization. He is a Governor of the Urban Land Institute Foundation, a member of the Board of ULI's San Francisco District Council and a member of the Urban Development and Mixed Use Council. Matt is past Secretary of the Board of Directors of the Jewish Home of San Francisco, one of the largest skilled nursing homes in California. He is also a participant on the Policy Advisory Board of the Fisher Center for Real Estate at the Haas School of Business at the University of California at Berkeley. He is a supporter of ExtraFood, Oberlin College, Mercy Housing, the Jewish Home of San Francisco, and other charitable organizations.

Terra Search Partners

We created Terra Search Partners in 2006 as a boutique search firm focused exclusively on the real estate business with an absolute focus on, and commitment to, exemplary work. Most everybody will claim that goal, so I want to sincerely articulate the meaning of this focus and the guiding principals and values of Terra Search Partners.

The senior professionals at Terra Search Partners come from the real estate business. We know the business. We understand the business. We understand the drivers. We care. This is our world and our clients are our long term peer group, so every assignment and indeed all interactions have long term consequence.

We treat every assignment and interaction as a building block for our business and reputation. So, the stakes are high.

Of course, our clients come first. But we work hard to treat our candidates and sources with that same level of respect. We work hard to communicate transparently and to provide meaning in interactions throughout our work including clients, candidates and sources.

How does search work? In the model search, we call a hundred people, we interview ten, the client interviews 4-6, and we finalize with one person. But it's rarely so cut and dry. Search more frequently follows the twists and turns that are inevitable when dealing in human endeavors. The twists and turns are where this firm shines and adds value.

2017 Annual Meeting Speaker Profiles



Pete Vilim

Vice Chairman and Co-Founder
Waterton

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Mr. Vilim co-founded the company with David Schwartz in 1995 and serves as vice chairman. Mr. Vilim assumed the role of vice chairman in January 2017 to spend increasing time with philanthropic and civic organizations focused on ending homelessness and providing affordable housing. Mr. Vilim continues to office from Waterton's Chicago headquarters and participates on Waterton's leadership and investment committees.

Prior to co-founding Waterton in 1995, Mr. Vilim was an investment officer with Berkshire Realty Company, Inc., responsible for Midwest acquisitions, dispositions and financings. Prior to joining Berkshire, he was the investment officer for AMLI Realty Co. Mr. Vilim started his career as a certified public accountant, working in the national real estate tax practice departments of both Coopers & Lybrand and Peat Marwick Mitchell.

Mr. Vilim holds a Bachelor's Degree in Accountancy from the University of Illinois and a Master's Degree in taxation from DePaul University. He is President of the Board of Directors of All Chicago – Making Homelessness History; a member of the Board of Directors of Housing Partnership Equity Trust and Chair of their Audit Subcommittee; sits on the Presidents Advisory Council for Mercy Housing Lakefront and is an advisor to other non-profit program supportive housing organizations.

Waterton

Waterton is a real estate investor and property management company with a focus on U.S. multifamily apartments and hospitality properties. Founded in 1995, Waterton executes value add strategies and manages a national portfolio of multifamily and hospitality properties on behalf of institutional investors, family offices and financial institutions. Waterton manages its investments through wholly owned property management subsidiaries.

Waterton has expertise in selecting and managing attractive risk adjusted real estate investments located in major markets around the United States. Waterton is privately held by its co-founders and is headquartered in Chicago with regional offices throughout the United States. As of March 31, 2017, Waterton's portfolio includes approximately \$3.4 billion in real estate assets, including 39 multifamily investments totaling over 13,000 units and 11 hotels with more than 2,500 rooms.

2017 Annual Meeting Speaker Profiles



Charles Wehrwein

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Chuck Wehrwein is the Chief Operating Officer and Executive Vice President for the Housing Partnership Network. In this role, Chuck oversees operations, multifamily enterprises, membership, governance, and the International Housing Partnership. He serves as a member of HPN's Executive Leadership Team and plays a key role in managing collaboration among HPN programs and member-driven social enterprises.

Chuck returned to HPN following four years at NeighborWorks America, where he served as Chief Operating Officer from 2012 until 2016. During his tenure, he led field operations, national initiatives, applied research, training, organizational assessment, and information management. He also served as acting Chief Executive Officer in 2014 before resuming his role as COO.

Previously, Chuck was a member of HPN's executive team from 2007 to 2012, where he was instrumental in managing growth and development of the award-winning business collaborative.

A recognized leader in the housing and community development sector, Chuck has held a number of senior-level roles throughout his career, including seven years as Senior Vice President for Real Estate Investment and Strategic Investment at HPN member organization Mercy Housing, Inc. In addition, Chuck served as Chief Operating Officer of the National Equity Fund, Deputy Assistant Secretary for Multifamily Housing at the U.S. Department of Housing and Urban Development, and Deputy Administrator for Multifamily Housing at the U.S. Department of Agriculture's Rural Housing Service and Chief Financial Officer of Thrush Development Company. Chuck is also a certified public accountant.

Housing Partnership Network

Housing Partnership Network is collective of nearly 100 top-performing, high-capacity nonprofit housing developers, owners and financial institutions throughout the United States. Our shared mission is to help millions of people gain access to affordable homes and thriving communities that offer economic opportunity and an enhanced quality of life. We respond to changing market challenges and opportunities by leveraging our collective talent, market power, and business innovation to achieve more together than we could acting alone. As leaders in the field, we have built a network and a group of innovative social enterprises that deliver powerful results for the people and communities we serve.

2017 Annual Meeting Speaker Profiles



Rick Wishcamper

President

Wishrock

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WISHROCK

As President and member of Wishrock's Executive Committee, Rick is responsible for business development and the formulation of the company's investment and development strategies while also being responsible for the day-to-day operations of the enterprise, from ensuring audits are completed and submitted accurately and on time to making sure there is plenty of TP in the washrooms. While Rick's primary real estate expertise is in acquisition and rehabilitation of affordable housing, over the course of his career he has experience in new construction, adaptive reuse, urban planning and development, commercial development, and mixed-use development.

Rick loves living in Missoula, Montana where he spends his free time trail running with his wife, fishing, hiking, hunting, backpacking and generally spending as much time outdoors in the mountains as possible. When he isn't preserving affordable housing or playing in the mountains he is usually either reading a good book or petting one of his two German Shepherds (or both).

Prior to working in the field of real estate development, Rick taught entrepreneurship and strategic management at the University Of Montana School Of Business. He currently serves on the boards of several Missoula non-profit organizations where he most recently led successful funding campaigns to build a new homeless shelter and a new food bank.

Rick holds a Master's in Business from The University of Montana, a Master's in Fine Arts from New England College, and a bachelor's degree in human ecology from the College of the Atlantic.

Wishrock

Wishrock develops and invests in affordable housing properties nationwide. Collectively, our principals have developed or redeveloped over 11,000 units of affordable apartment housing since the early 1970's.

Wishrock specializes in preserving affordable and work-force housing apartment complexes by leveraging tax credits or private capital with government backed debt, grants or other soft funding sources. Levels of rehabilitation vary depending upon the physical needs and acquisition strategy.

Wishrock's primary focus is on preserving quality affordable housing for low-income and working-class residents; we have never terminated a subsidized rent contract. We take great pride in preserving the affordability of the communities we redevelop and, in our commitment to doing so, we place great emphasis on both improving the quality of the lives of our residents through dedicated empowerment services and operating at the forefront of sustainability. Our resident service programs are augmented and partially subsidized by our affiliated non-profit partners, and while some resident service coordination positions are funded through grants, more typically they are funded voluntarily by Wishrock through a capital reserve built into the acquisition financing. Our sustainability department is reflective of a deeply held core value and integral to our corporate culture, as a member of the Department of Energy's Better Buildings Challenge, we are committed to reducing energy consumption by 20% by the year 2024 across our portfolio.