

2025 Financial Management Conference

Workouts – Disposition Strategies

Moderator: Dana Moore, Compass Advisors

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Sept. 17, 2025

STRENGTHMATTERS[®]



Continuing Professional Education (CPEs) Requirements for CPAs

- Please find the **SESSION HOST** to **SIGN IN** at the beginning and **SIGN OUT** at the end of every session. We use that attendance log to verify your participation for CPE credits.
- Please **submit all conference evaluations**. Evaluation links are emailed to registrants daily. The session host monitoring the sign-in process has paper evaluations if you prefer.
- For more information on CPE credits, contact Lindsay Wells at consult.lwells@gmail.com.

Agenda

- Introductions
- Review **Learning Objectives**
- Overview of session plan and timing
- Q&A
- Wrap up

Learning Objectives

- Evaluate sale as an end goal for a workout.
- Identify strategies for negotiating guaranty relief with lenders and investors.

Questions

- We will pause during presentation and again at the end for Q&A but will start the session by asking you a question.

Polling Question 1

- *Has your organization ever sold a property before? By show of hands after each possible answer.*
 - A. *Yes*
 - B. *No*
 - C. *No, but thinking about it*

Polling Question 2

- *If you have sold a property, what was the primary reason for the sale? By show of hands after each possible answer.*
 - A. *No longer the best owner*
 - B. *As a problem asset resolution strategy*
 - C. *To raise cash for the organization or investor*
 - D. *Investor exit requirements*
 - E. *Other*

Polling Question 3

- *Do you understand how to assess your leverage in the transaction? By show of hands after each possible answer.*

A. Yes

B. No

Polling Question 4

- *Which of the steps below, if pursued diligently, sets your organization up for a successful interaction with your lender/investor?*
 - A. *Understanding your leverage*
 - B. *Understanding your organization's legal obligations with your lenders, investors, regulators (e.g. recourse vs. nonrecourse, consents required, etc.)*
 - C. *Not the better owner*
 - D. *All of the above*

Polling Question 5

- *Will you think differently about the opportunity to sell a property as a workout strategy? By show of hands after each possible answer.*
 - A. Yes
 - B. No

Evaluation Reminder

- Please submit all conference evaluations.
- Look for the electronic evaluation link in your email.
- Contact consult.lwells@gmail.com if you do not receive the link.

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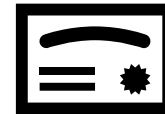
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