

The 3rd Annual Hudson Valley Affordable Housing Summit

Hudson Valley Housing and Development – Update, Innovations, and Opportunities

May 2, 2019

SUMMIT DESCRIPTION

The Hudson Valley Affordable Housing Summit will provide an overview of the current state of affairs in housing and present strategies for increasing affordable housing through new partnerships in real estate, health, finance, and services. Experts from community development, lending, real estate, and the faith community will come together for three panels to discuss ways that affordable housing can be created.

AGENDA

- 8:00 – 8:30** **Breakfast & Networking**
- 8:30 – 8:45** **Welcome & Introduction**
Tiffany Zezula, Deputy Director, Land Use Law Center
- 8:45 – 9:30** **Keynote Address**
Westchester County Executive George Latimer & Dutchess County Executive Marc Molinaro
- 9:45 – 10:35** **Session 1: Opportunity Zones: Turning Opportunity into Success**
Much excitement surrounds the potential of Opportunity Zones. Much still remains unclear, however, as to how this potential is turned into a community development reality. This panel discussion will bring together representatives from the tax credit syndication, accounting, law, Community Development Financial Institutions and development industries to discuss how the tax benefits afforded by the Federal Opportunity Zone legislation can be leveraged to develop communities and create and preserve affordable housing.
- Moderator: Jason Labate, Esq., Senior Associate, Goldstein Hall*
Mary Amato, CPA Partner, CohnReznick
Thomas McGrath, Senior Vice President and Director of Upstate Revitalization, Community Preservation Corporation
Karen Przypyszny, Managing Director, Special Initiatives, National Equity Fund
- 10:35 – 10:45** **Break**

10:45 – 11:35

Session 2: Affordable Housing Approaches: One Size Does Not Fit All

This panel will examine the connectivity between health and housing and the emerging response through the development of supportive housing in integrated settings. How and whether economic integration is being achieved through inclusionary zoning including upcoming changes in the City of White Plains Affordable Housing Ordinance will also be covered.

*Moderator: Rose Noonan, Esq., Executive Director, Housing Action Council
Christopher N. Gomez, AICP, Commissioner of Planning, City of White Plains
Dana Greenberg, Assistant Director, Bureau of Housing and Support Services, Office of Temporary and Disability Assistance
Sean Kearney, Vice President, The Kearney Realty & Development Group
Lisa Tarricone, Director Systems Advocacy, Westchester Independent Living Center*

11:35 – 12:25

Session 3: Faith Based Housing: Prophets and Profits

This panel discussion will focus on how developers and religious leaders can create housing that both serves the social good and produces a profit. With churches, mosques, and synagogues across the country currently seeking to develop low-cost housing, best practices for creating successful projects are beginning to emerge. The panel will draw from case histories, trends and experience to arm attendees with what they need to know to confidently invest in positive social change and reap financial rewards at the same time.

*Moderator: David McKay Wilson, Tax Watch Columnist, Journal News
Frank Cerbini, Vice President Acquisitions, National Housing Partnership Foundation
Karen D'Attore, Executive Director, IFCA
Colin Jarvis, Executive Director, The Newburgh Ministry, Inc.
Jason Labate, Esq., Senior Associate, Goldstein Hall
Richard Roberts, Principal and Managing Director of Acquisitions, Redstone Equity Partners
James A. Ryan, RLA, Principal, JMC Site Development Consultants*

12:30 – 1:00

Summit Wrap-Up / Networking

SUMMIT SPONSORS

GOLD SPONSORS



SILVER SPONSORS



IN COLLABORATION WITH



The Hudson Valley Affordable Housing Summit

SPEAKER BIOS

George Latimer

County Executive, Westchester County



George Latimer, a third generation Westchester County native, was born on November 22, 1953 in Mount Vernon to the late Stanley and Loretta (Miner) Latimer. In January 2018, Latimer was elected as the ninth Westchester County Executive. His sound business experience, record of public service and dedication to Westchester County in both the public and private sector, have been the driving force behind his efforts for the past 25 years. Latimer has honored his pledge to stand by the citizens he represents. From City Councilman, to County Legislator, to Assemblyman, to State Senator and now County Executive, Latimer takes pride in fighting for what Westchester residents need.

Latimer, a resident of the City of Rye for over 30 years, began his career in public service on the Rye City Council. For thirteen years, Latimer served as a Westchester County Legislator representing District 7, then as Minority Leader, and was later elected the first Democratic Chairman of the Board of Legislators in Westchester County history.

Latimer oversaw the passage of ground-breaking legislation, such as the creation of the Human Rights Commission, Smoke Free Workplace and Waste Haulers Laws. Latimer is always regarded as bi-partisan and transparent, appointing his Republican colleagues to chair various committees. He facilitated a fair redistricting plan that included the input of members of the chamber's minority party, and outside "good government" groups. Latimer also established the first cable TV coverage of the Board of Legislators meetings.

Elected in 2004 to the State Assembly, Latimer established a solid record of accomplishment, sponsoring legislation and advancing funding for environmental matters and a myriad of other issues. Latimer was elected to the State Senate in November of 2012, representing the 37th District.

After attending Mount Vernon public schools, Latimer graduated with a Bachelor's Degree from Fordham University in the Bronx, as well as a Master's Degree in Public Administration from New York University's Wagner School. Upon completing his education, Latimer served as a marketing executive, gaining first-hand business and economic experience at a number of major corporate subsidiaries of Nestle and ITT.

Using inclusion and openness as a foreground, Latimer is fighting to make Westchester a destination for all people to live, work and enjoy. Learn more about Westchester County by visiting www.westchestergov.com.

Marcus J. Molinaro

County Executive, Dutchess County



Marcus J. Molinaro was elected as Dutchess County's 7th County Executive in November 2011. At 36, he took office as the youngest County Executive in county history. He was re-elected for a second term in 2015.

Marc Molinaro was first elected to public office at the age of 18 in 1994, serving on the Village of Tivoli Board of Trustees. In 1995, he became the youngest mayor in the United States. He was re-elected mayor five times and elected four times to the Dutchess County Legislature. In 2006, he brought his passion for public service to Albany when elected to represent the 103rd District in the New York State Assembly. As County Executive, Marc was named in 2015 as Second Vice President

for the New York State Association of Counties (NYSAC) and continues to serve on the board of directors. Marc has been an innovator in New York, establishing a holistic approach to dealing with residents' health. By combining the former departments of Health and Mental Hygiene into the Department of Behavioral and Community Health (DBCH), Marc focused on population health in Dutchess County, looking at the health of the whole person – both the physical and the mental health – to best serve his or her needs.

Mary Amato

CPA, Partner, CohnReznick



Mary Amato, CPA, serves as the Tax Practice Leader for CohnReznick's White Plains office. She is also leading the Firm's tax practice efforts in the cannabis industry. Mary has traditionally focused on the Construction and Commercial Real Estate industries. She has over 30 years of experience dealing with all types and phases of tax matters for middle-market entrepreneurs and closely held and public corporations.

In her role as business advisor, Mary has helped clients analyze the proper structures for business expansion and business succession. She has identified many opportunities for tax savings and has successfully represented her clients before taxing authorities. She has experience with companies operating in multiple states and often with international activities. Mary's clients include companies in the construction industry, real estate developers and operators, as well as manufacturers and vertically integrated cannabis businesses.

Mary's clients have presented opportunities to work closely with matters such as these:

- Representation on audit by New York State Department of Taxation and Finance under the Brownfield Cleanup Program, claiming credit of approximately \$160,000,000.
- Working closely with attorneys and applicants through the New York State application process for Medical Marijuana license.
- Advising on the conversion and restructuring of Massachusetts Registered Marijuana Dispensaries
- Establishing benefits under the New York State Empire Zone program for credits such as the tentative tax reduction credit, the employee wage credit and the credit for real property taxes as well as sales tax exemptions.
- Representation before the New York State Department of Taxation and Finance regarding Sales and Use Tax implications under various local jurisdictions' Industrial Development Agency's agreements.
- Communications with the Internal Revenue Service granting extension of the replacement period for property subject to the provisions of Internal Revenue Service section 1033, as it relates to involuntary conversions and condemnations.
- Representation before the Internal Revenue Service upon audit for establishing material participation of a real estate professional in various activities and the grouping of significant participation activities.

- Consultations for investors in specific activities regarding the classification as an investor availed of capital gain treatment as opposed to a developer or dealer in property subject to ordinary income tax rates.
- Consultations regarding abandoned projects and or partnership interests.
- Working closely with attorneys on the restructuring of debt and the related tax consequences or benefits.
- Working closely with attorneys and family members to address transfer of wealth to multiple generations and to equalize bequests for those members continuing in the business and those outside of the business.
- Consultations and analysis of UPREIT transactions for legacy partners of the underlying properties.

Mary is certified in public accounting in the state of New York

Frank P. Cerbini

Vice President, NHFP



Frank P. Cerbini joined NHFP in 2010. He is responsible for acquisitions, predevelopment, and development of multifamily affordable housing. He has played a lead role in bringing \$30 million in new acquisitions to the NHFP portfolio, and \$25 million in development funding. He has also disposed of 1,629 units realizing gross proceeds in excess of \$75 million for the NHP Foundation. Prior to joining NHFP, Mr. Cerbini worked as both a principal and advisor with respect to the acquisition, development and preservation of affordable housing properties nationwide. For 15 years, Mr. Cerbini was an officer at Related Capital Corp., which later evolved into Centerline, where in addition to organizing equity private placements for Related's developments, he managed the acquisition, syndication and disposition of over 6,000 apartment units. He was an original member of the Institute for Responsible Housing Preservation and the New York State Association for Affordable Housing. Mr. Cerbini received a B.S. in Finance from Manhattan College.

Karen D'Attore

Executive Director, Interfaith Council for Action, Inc.



Karen D'Attore joined the Interfaith Council for Action, Inc. (also known as IFCA Housing Network) in September 2014 as Executive Director. Established in 1968, by over 30 faith-based organizations, IFCA is the oldest neighborhood preservation organization in Westchester County. Its mission is sustaining community, diversity and opportunity by providing affordable/workforce housing and vital social services. As Executive Director, Karen is responsible for the management and oversight of IFCA's stock of 96 units of quality, affordable, workforce housing, serving approximately 150 tenants. Additionally, Karen oversees transitional housing and case management services for 15 families in Peekskill, NY, through Westchester County's Emergency Housing Apartment Program. Prior to joining IFCA, Karen was Principal of KDT Associates, a consulting firm she founded in 2006 that provided strategic planning, organizational management, brand marketing, fundraising and development services to numerous non-profit and for-profit clients. Her work with leading corporations, non-profits and multilateral agencies gives her unique expertise in bridging non-profit and for-profit cultures to establish highly successful and effective partnership initiatives. Clients ranged from global development organizations such as UN Women and World Food Programme (WFP) to grass roots organizations such as Chefs for Humanity (founded by celebrity chef Cat Cora), as well as start-up social enterprises such as Wonderbag and the Smallholder Farmer's Alliance (Haiti). The common thread that runs throughout all Karen's work is a deep commitment to social justice and equality and the belief that these will only be achieved through collaboration and partnership amongst all sectors of society.

Christopher Gomez, AICP

Commissioner of Planning, City of White Plains, NY



Christopher Gomez, AICP, currently serves as the Commissioner of Planning for the City of White Plains, NY which is currently undergoing a building boom with over 5,000 multi-family dwelling units in the development pipeline, including nearly 500 affordable rental units managed by the Department of Planning. White Plains is in the midst of a major revision to the city's affordable housing regulations to both increase set-aside requirements and establish a more robust affordable housing assistance fund.

Previously, as Director of Planning and Development for the Village of Port Chester, NY, he spearheaded the adoption of the village's award-winning comprehensive plan and downtown zoning amendments. Chris's prior positions include the role of associate land use planner with the County of Westchester and city planner with the New York City Department of Transportation Manhattan Borough Commissioner's Office.

Chris has a degree in architecture and urban studies from Lehigh University and an M.S Urban Planning degree from Columbia University. He also maintains professional certifications from the National Form Based Code Institute (FBCI), National Development Council (NDC), and National Charrette Institute (NCI).

Dana Greenberg

Assistant Director, Bureau of Housing and Support Services, Office of Temporary and Disability Assistance



Ms. Greenberg has worked for the Office of Temporary and Disability Assistance (OTDA) for sixteen years is currently an Assistant Director for the Bureau of Housing and Support Services (BHSS). During her tenure at the BHSS, she has served as a project manager for the Homeless Housing and Assistance Program (HHAP), a capital development program that provides grants and loans for the development of emergency, transitional and permanent supportive housing for homeless families and individuals. In her duties as an Assistant Director, Ms. Greenberg oversees the HHAP procurement and all projects in development. The majority of Ms. Greenberg's experience is with projects that involve blended funding sources, including low income housing tax credits. Prior to joining the OTDA, she worked at various

homeless shelters through the State of New York. Ms. Greenberg holds a Bachelor of Science Degree in Psychology from Marist College and a Masters of Social Work from the State University of New York at Albany.

Colin Jarvis

Executive Director, The Newburgh Ministry



Mr. Jarvis was born in Antigua, a small island in the Caribbean. The fourth of eight children in a family that struggled to provide enough food to feed all of the kids, yet he has always considered himself fortunate and blessed. Inspired by his parents' teachings of dignity and gratitude for what they had, Mr. Jarvis used those life lessons to build a 27-year career serving those in need with long term programs with the United States Aid for International Development (USAID), the Pan American Health Organization, and the World Health Organization as well as the Freedom from Hunger Foundation and the Inter-American Foundation, organizations well known for addressing poverty in

the Third World and Latin America.

In 1979, Mr. Jarvis's career began as a youth worker to bring family planning education to the remotest outposts of Antigua and Barbuda for the Pan American Health Organization. As a direct result of his success within the organization, Mr. Jarvis was awarded a scholarship to St. John Fisher College in Rochester, NY, earning his bachelor's degree in 1988. Upon his return to Antigua, Mr. Jarvis ran a United Nations construction training program for high school drop outs funded by USAID, an experience he counts as one of the most rewarding of his career.

In 1992, Mr. Jarvis returned to the US to complete his masters degree in human services at Metropolitan College of New York and make the US home. His work ranged from

projects servicing the homeless population to workforce development programs for disenfranchised youth and adults and has secured grant funding for his projects ranging from \$10,000 to 2.5 million dollars, which has been pivotal for poor communities.

Mr. Jarvis is the Executive Director at the Newburgh Ministry, a "grassroots, no-frills agency" that recently celebrated its 30-year anniversary fighting poverty in the City of Newburgh. He also serves on the Boards of Cornerstone Family Health Center and Independent Home Care.

"Every day I see poverty, hopelessness, and despair reflected on the faces of those who walk through our door. Their struggle motivates me to usher in a new day, each with new opportunities for people who have suffered so long."

Sean Kearney

Vice President, The Kearney Realty & Development Group

Sean Kearney currently serves as the Vice President of The Kearney Realty & Development Group (KRDG), the Vice President of Tern Construction & Development (TDC) and is a managing member of Parkview Development & Construction (PDC).

At his roles with KRDG and PDC, he has overseen the development of over 900 units throughout New York State and oversees the management of over 1,300 units of a diverse housing stock including senior, workforce, veteran, supportive, middle-income, and artist housing. As Vice President of TDC, he is responsible for all contracting and purchasing of roughly \$35 million of construction contracts annually. Recently, his focus has been on downtown revitalization projects utilizing New York State Homes and Community Renewal's new middle-income housing program.

He is an active member in the communities where he works and has been on the Board of Directors for the Bardavon 1869 Opera House, Board of Directors for the Walkway over the Hudson, and Board of Directors for Peekskill's Business Improvement District.

Sean and his wife Adriana reside in the Village of Cold Spring, New York.

Jason Labate

Senior Associate, Goldstein Hall PLLC



Jason Labate practices in the areas of faith-based development, not-for-profit law, affordable housing and community development, banking and finance, and general real estate law. Jason represents a wide range of for-profit, not-for-profit and public organizations in various corporate, tax-exemption and real estate matters. Jason graduated cum laude from Brooklyn Law School with a focus on economic empowerment and community development and was a Sparer Public Interest Fellow. He participated in Brooklyn Law School's Community Development Clinic, where he advised local groups on not-for-profit corporate formation, corporate governance, and tax issues. Jason has an MPA from NYU's Wagner School of Public Service and a BA from the University of Chicago with Honors in Public Policy.

Thomas McGrath

Senior Vice President and Director of Upstate Revitalization, Community Preservation Corporation



Thomas McGrath is Senior Vice President and Director of Upstate Revitalization and has served both CPC and CPC Resources (CPCR) for nearly 29 years. Mr. McGrath is responsible for leading efforts to increase CPC's presence in Upstate New York, and works closely with the company's Upstate field teams to drive growth strategy and find unique ways CPC can enhance its impact in the communities it serves. Prior to taking on this role, Mr. McGrath oversaw CPCR, the for-profit subsidiary of CPC that provides equity and develops affordable housing in underserved communities throughout New York State. Mr. McGrath previously served as Senior Vice President and Director of Investor Relations at CPC, where he managed CPC's relationships with approximately 70 banks, insurance companies, and pension funds. Earlier, he served as the first Regional Director for CPC's Hudson Valley office.

Rosemarie Noonan

Executive Director, Housing Action Council



Ms. Noonan is the Executive Director of Housing Action Council. She began her housing career as Director of the National Leased Housing Association, the leading trade association for government assisted rental housing development and management in Washington, DC. She attended Trinity College in Washington, DC, received an advanced degree in Government from Georgetown University, and is a graduate of Pace University School of Law. She has advised State and local housing officials on designing and implementing affordable housing programs and plans. She managed the Yonkers Affordable Housing Office which was responsible for implementing a housing desegregation order. She has designed housing seminars and trained professionals nationwide. She is experienced in integrating the housing development process with health and human service programs. She has fostered the creation of several Westchester not-for-profit organizations including The Preservation Company and Washingtonville Housing Alliance. The goal of these organizations is the development of housing which serves low income families and individuals of modest means. She has advised many civic groups, religious groups, and community organizations on appropriate roles for themselves in housing development and assisted them through the development process. She has managed the relocation of residents of several public housing developments as their housing has been re-developed. She affirmatively

markets many of the affordable housing developments in Westchester County. Her services are primarily focused in the Hudson Region; however, she has provided this service throughout New York State and in many areas throughout the country. She has a strong working knowledge of Federal, State, County and local housing programs and is skilled in integrating them to develop financially feasible and affordable housing developments.

Karen Przepyszny.

Managing Director, Special Initiatives, National Equity Fund, Inc.



Ms. Przepyszny is the Managing Director of Special Initiatives at the National Equity Fund where she is working on new programs, including Opportunity Funds, policy initiatives and implementing an internal strategic plan. She spent the past ten years as SVP of Investor Relations where she was responsible for overseeing the placement of \$500 million of product annually with of NEF's proprietary investors. Prior to that Ms. Przepyszny was SVP of Acquisitions where she helped to restructure the production process for the acquisition department. She started with NEF in December 2000. Previous to her position at NEF, Ms. Przepyszny was the SVP of Equity and Lending at Banc One Community Development Corporation overseeing production in 15 markets.

From 1989-1997 she worked in various capacities at Enterprise Social Investment Corporation, assisting in structuring and managing state and local LIHTC equity funds. She has also served as an underwriter with the Illinois Housing Development Corporation and a planner at the City of Chicago Department of Housing. She graduated from the College of William and Mary in Virginia and received a Masters in Urban and Regional Planning from the University of Illinois at Champaign-Urbana in 1982

Richard Roberts

Principal and Managing Director of Acquisitions, Red Stone Equity Partners



Richard Roberts is Principal and Managing Director of Acquisitions for Red Stone Equity Partners, LLC assisting in the origination and management of developer relationships in the Northeast and the development of new business strategies for the firm. Richard has extensive career in affordable housing and urban market investments having worked in these areas for over 20 years. Prior to joining Red Stone, he worked in the government, for profit and nonprofit sectors including serving as the Commissioner of the New York City Department of Housing Preservation and Development, one of the largest allocators of Low Income Housing Tax Credits in the country, where he was responsible for the investment of more than \$1 billion into New York City's neighborhoods and the creation

of over 30,000 units of affordable housing. He is also the founding Managing Director of the Goldman Sachs Urban Investment Group where he devised and led a creative strategy responsible for the establishment of the firm's community development investment platform.

Richard is active on a number of civic, philanthropic and industry organizations and serves on the boards of Citizen's Housing and Planning Council (Chair), the New York State Association for Affordable Housing (executive committee), and Habitat for Humanity-New York City.

Richard holds both a BA and JD from Yale University.

James A. Ryan, RLA

Principal, JMC Planning Engineering Landscape Architecture & Land Surveying PLLC



Mr. Ryan is a Principal of the firm and a Registered Landscape Architect with experience in site planning, landscape architecture, civil engineering and construction management with 34 years of experience providing site development services to a wide array of national retailers, builders, senior housing providers, institutions and municipalities. Since joining the firm in 1984, Mr. Ryan has been responsible for the site selection and due diligence, supervision of zoning, environmental analyses, land planning and site design.

In 1997, Mr. Ryan began work on the first of what would be over fifty newly constructed senior/assisted living facilities across the country. Over the last twenty years, Mr. Ryan has acquired a passion for the development of diversity of housing and has become a strong advocate for the elderly. He has assisted in the evaluation of nearly 200 potential locations for elderly housing, working closely with community leaders and property owners. Mr. Ryan is currently leading the process of community approval and construction of elderly housing in the northeast for several development groups.

A 1980 graduate of the University of Rhode Island, Mr. Ryan holds a Bachelor's degree in Environmental Sciences. He has completed advanced studies in environmental assessment, civil engineering and master planning. He is a member of the American Society of Landscape Architects, American Seniors Housing Association, The Urban Land Institute and the International Council of Shopping Centers. He is a Registered Landscape Architect in New York, Connecticut, New Jersey, Rhode Island, Virginia, Maryland, Massachusetts and Pennsylvania. Mr. Ryan is also active in his community of Newtown, Connecticut, and was the former chairperson of the Town's Conservation Commission.

Lisa Tarricone

Director Systems Advocacy, Westchester Independent Living Center



Current: In her position as Director of Systems Advocacy for Westchester Independent Living Center (WILC), she works to promote the full integration of individuals with disabilities in every aspect of community life. Her work includes coordinating legislative communications and forums, promoting media coverage of WILC's advocacy activities, writing op-ed articles and testimonials regarding political and social issues that impact persons with disabilities, establishing partnerships with affiliate community organizations and grassroots networks, and advocating for affordable and accessible housing locally and statewide.

Background: Journalist with over twenty-five years of professional experience in various capacities within the communications field. Her articles have been published in local, regional and national newsletters, newspapers, magazines and online publications. She produced and hosted a local public access television show, *The Third Wave* from 1997 – 2001, which addressed timely social and political issues of concern impacting women in Westchester County.

2010 recipient of the Maureen Keating Tsuchiya Advocate of the Year Award.

One of the founding members and current co-chair of the Westchester Disability Advocacy Partnership.

David McKay Wilson

Tax Watch Columnist, Journal News/lohud.com



David McKay Wilson is the Tax Watch columnist for the Journal News/lohud.com in Westchester County, which is part of the USA Today Network. His work in Westchester dates back to 1986, when he began covering White Plains City Hall in the midst of the city's homeless crisis. He has written on affordable housing in the northern suburbs for more than 30 years, with his coverage of the county's federal housing consent decree instrumental in creating – and preserving – affordable housing in several communities. He has done the overnight shift several nights for his church congregation's emergency shelter program.