



CONFERENCE SPEAKERS

OUTLOOK ON THE MULTIFAMILY MARKET & CONSTRUCTION

ALI WOLF, Chief Economist, Zonda

Wolf is a specialist on housing, labor markets, and consumers for the largest new home construction data company in North America. As head of the Economics Department, she manages and analyzes the content for Zonda, runs special research projects, strategizes with the nation's largest homebuilders, and presents nationally on topics across the housing market and wider economy. She is the creator of Zonda's proprietary indices, including the New Home Pending Sales Index and the New Home Lot Supply Index. Wolf has focused much of her career on understanding prior recessions and led the charge on 'Millennials discussing Millennials' in the homebuilding space. As an industry expert, she is quoted frequently on CNBC, *The Wall Street Journal*, *Forbes*, and has appeared on Bloomberg TV and Marketplace. She serves as an advisor to the White House, providing data and insights on the U.S. housing market. Wolf has a master's degree from the London School of Economics in Real Estate Economics and Finance.

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PROPERTY MANAGEMENT PRO TIPS FOR DEVELOPERS

CHRIS SCHLEYER, Elm Grove Companies

As Principal and Head of Property Management, Schleyer oversees a real estate company with experience in all aspects of property and asset management, development, and construction. He is a Certified Tax Credit Specialist and has 20 years experience in the management of LIHTC assets. He also is a licensed NH and MA real estate broker and a member of the National Apartment Association (NAA). During his career, he has specialized in the branding and revitalization of distressed Market Rate and LIHTC assets. Schleyer is a member of Governor Sununu's Housing Stability Council, the 2013 class of Leadership Greater Manchester, and a past member of the Manchester Board of Mayor and Alderman Substandard Housing Commission.

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MARIE POOLE, Easterseals NH

As the Senior Vice President of Property Management for Easterseals NH & VT, Poole oversees all aspects of property and facilities management of the Easterseals portfolio of owned and leased residential education facilities, community-based residence homes, substance use treatment facilities, family support facilities, child care centers, transitional and supportive housing, and affordable housing properties. She has spent more than 35 years dedicated to the management and development of affordable housing in New Hampshire. Poole previously worked at New Hampshire Housing on the asset management and compliance side, and for other housing-related organizations in director roles.

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FINDING THE FINANCING

MITCH GALLO, RBC Capital Markets, LLC

Gallo is the Director, Municipal Finance Housing and joined RBC Capital Markets in 2005 after working with a leading multifamily Fannie Mae DUS lender. His background includes capital markets executions for housing and real estate transactions, specializing in municipal single and multifamily bond offerings. Since 1999, he has been involved in financings for governmental and for-profit organizations, primarily consisting of housing finance agencies, public housing authorities, and real estate developers. Gallo has experience with multiple fixed income executions, credit enhancement alternatives, derivative strategies, and structured products. He is a FINRA registered representative and has lectured on public finance, affordable housing, and economic development.

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DANIEL J. KIERCE, RBC Capital Markets – Community Investments

As Managing Director, Co-Head of Originations and Sales, Kierce is responsible for co-managing and providing leadership and guidance to Community Investments' originations and sales team. He is also responsible for originating, structuring and negotiating LIHTC investments in the Central Region. Kierce joined RBC in 2003, and has over 30 years of experience in LIHTC syndication and has closed equity transactions in over 30 states. His experience includes working with for-profit and non-profit developers on a wide range of projects, including 9% tax credit and tax-exempt bond projects, historic tax credit projects, RAD conversions, high profile urban projects and rural communities. He is a frequent speaker at state and national industry conferences.

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NANCY OWENS, Evernorth

A recognized leader in the affordable housing field, Owens is the President and Co-Founder of Evernorth, a nonprofit tax credit syndicator and developer working in northern New England. She guides the overall strategic direction and business development for the organization. Before uniting under the Evernorth banner, Owens served as President of Housing Vermont since 2008. Under her leadership, the organization helped communities to advance critical housing, economic, energy, and environmental goals. Owens serves as vice chair of VEIC, a nonprofit energy efficiency utility, and is a past member of the Federal Reserve Bank of Boston's Community Development Advisory Council. In 2019 her work in community development was recognized by the Vermont Housing Conservation Board and by Champlain Housing Trust. She is a graduate of Achieving Excellence, a leadership program of Harvard's Kennedy School of Government and NeighborWorks.

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CONFERENCE SPEAKERS

GAINING COMMUNITY SUPPORT FOR MULTIFAMILY HOUSING DEVELOPMENTS

JUDI BARRETT, Housing Opportunity Planning Grant Consultant

Barrett is the founder and managing director of Barrett Planning Group LLC, and a community planner, housing consultant, and economic development professional with 35 years of experience in state and local government and private consulting. Her group is engaged as a grants consultant for an InvestNH Housing Opportunity Planning (HOP) Grant. Barrett has prepared numerous comprehensive plans, neighborhood revitalization plans, zoning ordinances and bylaws, and housing plans, and is known for her work in socioeconomic analysis and inclusionary zoning. She is the principal author of the Massachusetts Housing Partnership (MHP) Chapter 40B Handbook for Zoning Boards of Appeal, and a member of the Housing and Economic Development Product Council of the Urban Land Institute New England, CNU, and the board of the MA Chapter of the American Planning Association.

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JOANNA KELLEY, Portsmouth City Council

Kelley is serving her second term on the Portsmouth City Council and is the Assistant Mayor. She is the first African American elected to the council. A Portsmouth native and business owner, Kelley operates the Cup of Joe Cafe & Bar downtown. She is passionate about nonprofit and advocacy work in the state. Kelley is one of the founders of the New England BIPOC cultural festival, and serves on the boards of the Seacoast African American Cultural Center, Strawberry Banke Museum, and 603 Forward Foundation.

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MAX LATONA, Center for Ethics in Society, Saint Anselm College

Max Latona, Ph.D., is a Professor of Philosophy at Saint Anselm College, Executive Director of the college's Center for Ethics in Society, and the former Bready Chair of Ethics, Economics, and the Common Good. He has published numerous articles about philosophy and ethics. His work on behalf of the Center's *Housing We Need* initiative is guided by the belief that our organizations and communities are desperately in need of opportunities for education, reflection, civil dialogue, and collaboration on the ethical issues and challenges that we face.

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JOE TAMPOSI, Tamposi Brothers Holdings

Tamposi is a third-generation real estate developer and co-founder of Tamposi Brothers Holdings, LLC and several affiliated companies. He has extensive experience in real estate, including acquisitions, permitting, appeals, financing, and construction in highly regulated markets. He has seen firsthand how New Hampshire and Massachusetts are suffering from some of the worst housing shortages and affordability crises in the country due to restrictive zoning, high costs of land and construction, and the challenges of local permitting. In the past four years, Tamposi has spearheaded development efforts which will create nearly 600 units of affordable housing, including five 40B projects in Massachusetts, two twinned LIHTC projects in New Hampshire, the acquisition/rehab and renewal of a NH contract to serve people with disabilities, as well as other projects.

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CONFERENCE SPEAKERS

NEW HAMPSHIRE HOUSING PRESENTERS

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