



2017 HomeSmartNY Annual Conference
Power Through Partnership
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CitiCommunityDevelopment.com

September 27-28, 2017
Doubletree Schenectady, Schenectady, NY

Wednesday, September 27, 2017

9:00 am

Registration Opens

Breakfast Powered by

M&T Bank

Understanding what's important®

Pre-Function Hudson

10:00 am – 1:00 pm

Free Member Trainings

Session A:

Program Director & Executive Director Training – Shifting program

resources from foreclosure to pre-purchase – presented by Gabe del Rio, Nationwide Mortgage Collaborative

The Mohawk

The training will focus on utilizing the skills and resources developed during the foreclosure crisis to build a robust pre-purchase counseling program. Nationwide Mortgage Collaborative is a nonprofit mortgage

origination platform. They will share their expertise on preparing and documenting mortgage ready buyers. This class is designed for management level staff such as Program Directors and Executive Directors.

Session B:

Housing Counselor Training – Review for HUD Housing Counselor Certification – presented by Teresa Bardwell, RCAC

The Hudson

A high-level overview to help you study and prepare for the HUD Housing Counselor Certification Test. RCAC, is a HUD intermediary that has been approved to provide test preparation training. This class is designed for staff that plan to take the HUD Housing Counseling Certification Exam.

1:00 pm – 1:50 pm

Lunch Powered by



Bar Area

1:00 pm – 2:00 pm

HomeSmartNY Board Meeting (2018 Board of Directors only)

The Edison

2:00 pm – 4:00 pm

Be HomeSmartNY's Future – Members' Planning Session

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Federal Home Loan Bank
NEW YORK

The Hudson/Wabash

5:00 pm – 6:00 pm

Networking Reception

Powered by



Pre-Function Hudson

6:00 pm – 9:00 pm

1st Annual Homer Awards Dinner
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The Rivers Ballroom

Speakers & Honorees

Welcome – Gary McCarthy, Mayor of Schenectady

Welcome – Jennifer Murphy, HomeSmartNY Executive Director

**Community Partnership Award – Eileen Anderson,
NeighborWorks America**

Banking Partnership Award – Hala Farid, Citi

**Government Partnership Award – Eric Schneiderman, NY State
Attorney General**

Thursday, September 28, 2016

8:30 am

Registration Opens

8:30 am – 9:45 am

Networking Breakfast

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The Rivers Ballroom

9:45 am – 12:30 pm

Morning Sessions

The Rivers Ballroom

9:45 am – 10:00 am

Welcome

Michelle Di Benedetto, Board President, HomeSmartNY

Jennifer Murphy, Executive Director, HomeSmartNY

10:00 am – 10:15 am

The Power of Networks

Jennifer Murphy, Executive Director, HomeSmartNY

10:15 am – 11:30 am

Meet Your Partnership Panelists

An overview of partnerships to be presented in the breakout sessions.

Moderator:

Jennifer Murphy, Executive Director
HomeSmartNY

Speakers:

Jason Jefferies,
Affordable Lending Regional Manager – North East
Freddie Mac

Raymond Leech, Community Lending CDT
Fannie Mae

Edward Bartholomew, President
EDC Warren County

Charles Kilbourne, Trustee
The Wright Family Foundation

11:30 pm – 12:00 pm

SONYMA Programs & Partnerships

Sherri Eckles, Senior Vice-President
SONYMA

12:00 pm – 12:30 pm

Nationwide Mortgage Collaborative

Gabe del Rio, President
Nationwide Mortgage Collaborative

12:30 pm – 1:20 pm

Luncheon

Powered by



Bar Area

1:30 pm – 2:30 pm

Concurrent Roundtable Discussions

Roundtable A: Working with GSEs – Fannie Mae & Freddie Mac

The Mohawk

Learn about the affordable lending products and programs offered through the GSEs. Find out how you can access partnership opportunities with Fannie and Freddie.

Discussion leaders:

Jason Jefferies, Affordable Lending Regional Manager – North East
Freddie Mac

Raymond Leech, Community Lending CDT

Fannie Mae

Roundtable B: Working with Economic Development Councils

The Hudson

EDCs are a natural fit for housing counseling partnerships. EDC Warren County and Affordable Housing Partnership have built a strong affordable homeownership program together. Learn from them how you can replicate the program in your community.

Discussion leaders:

Edward Bartholomew, President

EDC Warren County

Sandra Santoro, Housing Advisor

Affordable Housing Partnership

Roundtable C: Working with Funders & Foundations

The Wabash

Foundations and funders are shifting their focuses to more holistic community development. Housing counseling is an important part of strengthening neighborhoods and communities. Talk to your funders about ways to work together to increase access to affordable, sustainable homeownership while also building strong and healthy communities.

Discussion leaders:

Charles Kilbourne, Trustee

The Wright Family Foundation

2:30 pm – 3:00 pm

Closing Plenary

Pre-Function Hudson

Michelle Di Benedetto, Board President, HomeSmartNY

Refreshments Powered By



Fannie Mae®