2017 HomeSmartNY Annual Conference
Power Through Partnership
Powered by

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**

![CHASE](image)

*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**

*Powered by*

![Federal Home Loan Bank](image)

*The Hudson/Wabash*

5:00 pm – 6:00 pm

**Networking Reception**

*Powered by*

![Freddie Mac](image)

*Pre-Function Hudson*
6:00 pm – 9:00 pm  
1st Annual Homer Awards Dinner 
Powered by

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 
Powered by

KeyBank

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®