

Advance4, LLC located in Cincinnati, Ohio specializes in serving nonprofit and governmental sectors with extensive experience in addressing planning, capacity and resource development issues. Advance4 has a variety of strategic planning experience assisting such organizations as The Council on Aging of Southwest Ohio, Habitat for Humanity of Ohio, and Maumee Valley Habitat for Humanity. Vice President, Bill Simon, has over 30 years of housing development, planning, and community development experience.

Jerolyn Barbee of J.D. Barbee & Associates has over 20 years experience in developing innovative community-based programs and customer service delivery coordination for federally and foundation funded programs. She has risen over \$2.5 million for non-profit organizations from federal, foundation and corporate funding sources and managed budgets in excess of \$3 million over a 14 year period. As a skilled grant writer and special event organizer, Ms. Barbee provides training in the areas of proposal development and grant writing and volunteer mobilization and provides technical assistance with board development and formation of effective partnerships and collaborations. Ms. Barbee has a background in the areas of community development and citizen engagement.

Mark Barbash, a nationally recognized trainer in business and real estate financing and has taught for a wide range of national economic development organizations. In addition to making presentations at hundreds of seminars across the country over the past twenty-four years, Mark Barbash has also been an instructor in a wide variety of economic development training seminars and professional development courses, in the following areas:

- Real estate project development, financial analysis and capital
- Business project development, credit analysis and financing
- Establishing and running revolving loan funds
- Microenterprise development and financing
- Focused courses on specific public and private sector financing tools (brownfield cleanup, bank, national capital markets, venture capital, seed capital, etc.)

David Brainin is a Housing Management and Development Consultant with close to 30 years of experience in developing and managing affordable housing and elderly care facilities. Mr. Brainin has served many faith-based or related organizations such as Episcopal Retirement Homes, Lutheran Social Services of Central Ohio, National Church Residences, and First Community Village. As Executive Director for Housing Services at Lutheran Social Services of Central Ohio (1997-2005), he was responsible for development, construction and management of 21 affordable elderly facilities. He obtained HUD 202 funding on three out of four applications in 2003, and developed successful proposals for the turn-around of two troubled CHDOs. Mr. Brainin has provided consulting services on nine projects largely related to pre-development. Mr. Brainin's areas of expertise include site selection, applications for funding, acquisition of facilities, transition of ownership, management of facilities, marketing, budgeting and financial management, and troubled projects.

Jeanine Colozza of Colozza and Associates located in Cleveland, Ohio currently works with non-profit and for-profit developers in the Greater Cleveland, Akron and Canton areas. Recent clients include Neighborhood Progress, Inc., Enterprise, LISC and the Cleveland Housing Network. She recently served as a Senior Project Manager for the New Village Corporation with Neighborhood Progress, Inc. where she managed real estate development projects from inception to completion of construction and as a CDC Executive Director for Tremont West Development Corporation. Ms. Colozza has skills in the areas of packaging HOME and HDAP projects, foreclosure prevention, acquisition and title clearance, marketing/leasing/sales, partnerships, collaborations and mergers, obtaining bank financing, grant writing, business plan development, strategic planning, and operating budgets and reserves. Colozza has participated in many different strategic planning processes as a CDC Executive Director, Board Member, NPI Senior Project Manager working with multiple CDCs and finally as a facilitator for several processes.

Barbara Conover-Webb is the Executive Director of Three Rivers Housing Corp., a grassroots nonprofit housing developer located in The Plains, Ohio. Ms. Conover-Webb is a 1995 Basic Skills graduate and has given presentations on home-ownership in the Basic Skills program over the past several years. She is particularly skilled in the area of homeownership and providing housing for special populations, such as individuals with mental retardation and developmental disabilities. Ms. Conover-Webb is an experienced housing developer and trainer as well as a licensed lead paint risk assessor. Three Rivers Housing Corporation received the Housing and Economic Development Meritorious Service Award from the Ohio Housing Finance Agency in 1998. Ms. Conover-Webb is a member of The Trainers Guild.

Gerald Diaz Associates located in Columbus, Ohio has over twenty years experience in providing community development program analysis, consultation, and training for housing and development programs and practitioners, and has participated in HUD's national technical assistance contracts for both CDBG and HOME programs. Diaz has designed and implemented affordable housing and homeownership programs with both rehabilitation and new construction components. The team has provided assistance in the development of over 30 strategic plans and assisted over twenty CHDOs in capacity development. Diaz has assisted in the planning foundation and board development of non-profit housing corporations and CHDOs. The firm is MBE and EDGE certified in the State of Ohio and is 8(a) certified through the U.S. Small Business Administration.

Pamela Foster, founder and president of Results Unlimited a national non-profit capacity building consulting firm. Ms. Foster is a grant reviewer for the United States Department of Health and Human Services, Office of Community Services and the United States Department of Treasury, Community Development Financial Institutions program. She also provides Technical Assistance for the grantees under the Office of Community Services programs as well as the US Department of Housing and Urban Development Neighborhood Stabilization Program.

With an extensive background that encompasses all facets of community and economic development, Ms. Foster was part of the senior management team of a large regional bank where she was responsible for developing and implementing its sound community development program. Pamela created financial service programs that impacted the bank's lending, services and investments inclusive of the "unbanked", emerging markets and "New Americans." She created outreach programs, managed the local and foundation budgets, and worked extensively with several non-profit organizations where she helped enhance organization capacity in terms of fundraising, board development, financial management and overall operations. In addition to her passion for financial education, Pamela works with Community Development Corporations to improve quality, safe and affordable housing for the underserved communities. She has written and published articles on homeownership, served as a guest speaker on local radio broadcasts, and developed and presented housing seminars to the community at large. Major strengths include grant writing, strategic thinking, excellent verbal and written communications skills, project management, public speaking and training and development.

Charles Gunnell, President of VCS Ltd has over twenty years of experience in affordable housing. Gunnell has housing experience in rehab program management, sales strategy, construction management, program design, project development, and development strategies.

Doug Harsany with Harsany & Associates has been involved in housing and community development for many years. He started out in the construction industry while still in high school, and became a building contractor and developer, first in California, then in Ohio. From there he went to work for the Ohio Department of Development, where he soon became the manager of the State's housing programs, including those funded with HOME Investment Partnerships (HOME), Community Development Block Grant (CDBG), and the Neighborhood Stabilization Program (NSP). After working with the State of Ohio for over 12 years, Doug recently became a consultant. He now provides training, technical assistance, research and evaluation, and product development services to states, local governments, non-profits and other entities involved in economic development, community revitalization, and housing. Examples of current or recent work include the development of a business plan model for organizations desiring to undertake scattered site rental development, the provision of HOME technical assistance to local governments, and training on NSP. Doug has a master's degree in City and Regional Planning, and is certified with the American Institute of Certified Planners.

Brian Higgins currently services as principal in Arch City Development (ACD), a consulting firm that specializes on urban housing and development solutions. Arch City has conducted dozens of market research studies, including nine focusing on the Neighborhood Stabilization Program. ACD has provided development services to a multitude of community based non-profits and technical assistance on behalf of the U.S. Department of Housing and Urban Development.

Previous to creating Arch City Development, Mr. Higgins spent eight years as a Program Director at Enterprise Community Partners' Columbus office, where he specialized in housing development, foreclosure mitigation, environmental sustainability, economic development, brownfield redevelopment, public policy, transportation, land use planning, data analysis and information technology. Higgins' efforts have led to the realization of over \$200 million in projects. Prior to joining Enterprise, Higgins spent a decade working for a neighborhood based community development corporation, he founded and ran a business association in Downtown Columbus designed specifically to leverage capital improvement dollars, engaged in neighborhood based grant writing and worked as a financial analyst for Cardinal Health. Mr. Higgins has also served on a number of local work groups and committees, including the board of the Healthy Neighborhoods Healthy Families Realty Collaborative with Nationwide Children's Hospital, the board of All Aboard Ohio, the board of the Brinmar Group, United Way of Central Ohio – Safe and Decent Housing Committee, the Columbus/Franklin County Foreclosure Response Committee, Jeffery Place Design Charette, Spring Sandusky Interchange Design Task Force, Central Ohio Transit Authority: Fast Trax Advisory Committee, MORPC/City of Columbus: Railroad Corridor Preservation and Transit Oriented Development, City of Columbus: Warehouse District Plan, Ohio State University: Natural Gas Vehicles and the Future of Columbus, Franklin County, Ohio and Ohio State University: East Main Street Neighborhood Plan, Victorian Village Architectural Review Commission and is a past Vice President of the Victorian Village Society. Additionally, Higgins has served as co-editor for two national publications, helped establish the Center for Urban Research and Analysis at The Ohio State University and was editor/graphic designer for a community newspaper, circulation 6,000.

Martin Jarret is the founder and President/CEO of Jarret Consulting Services (JCS), a consulting firm established in 1994 located in Toledo, Ohio. JCS is focused on providing strategic planning, organizational development, community planning and housing/economic development services to community development corporations. Services have also been provided to CDC support organizations including Local Initiatives Support Corporation, National Equity Fund, Ohio Capital Corporation for Housing and the Ohio CDC Association. Strategic planning services have successfully assisting more than a dozen CDCs, special needs and economic development organizations. Jarrett served as the part-time Interim Executive Director of two established CDCs during transition periods. Served as a reader/evaluator for three allocation rounds for New Markets Tax Credits applications administered by the Community Development Financial Institutions Fund. Prepared four full LIHTC strategies and applications for CDCs – all of which have received reservations. Currently co-managing the non-profit Toledo-Lucas County Housing Fund.

Laura Junglas of The Org Doc, based in Cleveland, Ohio, has over 20 years of experience working with nonprofit organizations, including CHDOs and Community Development Corporations. Ms. Junglas has extensive expertise in developing and delivering training on local, state and national levels covering a wide range of topics, such as roles/responsibilities training for Boards, Strategic Planning, Creating a Pro Forma, Mergers, Collaborations and Alliances, Executive Coaching, Creating a Project Development Team, Project Management, Formation of Non-Profit Organizations and CHDOs and Preparing Proforma Budgets for Organization and Real Estate Projects. She is familiar with managing real estate development project teams including the management of construction teams, coordination of financing and working with a variety of partners. Ms. Junglas also has community development lending experience that includes real estate development projects, commercial and mixed use financing and operating lines of credit. Ms. Junglas recently conducted two CHDO Strategic Planning trainings for OCDCA.

Frances Leighty with Leighty and Snider, Inc. has 44 years of experience in CDBG, NSP, HOME and assorted other related programs. He has been responsible for obtaining and assisting entities to carry out more than \$105 million in CDBG Programs. Mr. Leighty was an Associate Partner with Woolpert Consultants in Dayton, Ohio where he directed their Urban Renewal Program. Subsequently, he worked with more than 200 governmental entities, private developers, and non-profit groups to undertake a wide variety of projects and programs. Mr. Leighty served as a Field Representative for the HUD.

David Maywhoor is a private consultant, based in Columbus, specializing in organizational development, strategic planning and board governance training and capacity building. He has years of community experience starting with fifteen years in a rural community action agency where he advanced from Head Start teacher to Executive Director. Mr. Maywhoor also spent seven years with the Ohio Hunger Task Force, managing a \$9 million statewide advocacy and direct service anti-hunger organization. He has provided services to ReSTOC, a CHDO in Cincinnati, during 2002-03 with board roles and responsibilities and strategic planning and to the Coalition on Housing and Homelessness in Ohio (COHHIO) where in 2002 and 2003, he provided trainers materials and resources for 10 half-day capacity building workshops for nonprofit organizations.

Meera Parthasarathy, AIA, NCARB, LEED AP is a Green Building Consultant and trainer based in Columbus, OH. Ms. Parthasarathy has taught Green Building at Columbus State College, and serves the affordable housing industry as a consultant for green-building development. Ms Parthasarathy is also the Founder and President of the Columbus Green Building Forum. She a registered architect is certified as a designated Building Operator (BOC) and has passed the LEED accreditation examination conducted by the US Green Building Council. She is capable of providing training on various aspects of green affordable housing including energy efficiency measures, sustainable land use, planning, design and material selection, and strategies to improve durability and performance for the home. She also provides an Introduction to Green Affordable Housing in which she presents green housing initiatives around the country and resources available to nonprofit housing developers.

Stephen Percy Real Estate Consulting Services (SPREC), based in Cincinnati, Ohio, brings 23 years of experience in housing/community development and property management services. A consultant since 1993, Mr. Percy has been involved in all aspects of development and management for market rate housing, condos, retail and office complexes, Sections 202,221d(3), 235, 236, Sec. 8 public housing and LIHTC developments. He has obtained over \$5,000,000 in grants from various sources for these projects. Mr. Percy has extensive experience in community organizing, consumer education, resident empowerment, housing counseling and employee supervision and management.

Rhonda Robinson, President of RDR Public Relations, LLC has a professional career portfolio encompassing more than 25 years in government and business combined. Specifically in the areas of workforce development for low-income families and socially and economic disadvantage business enterprise, including marketing and promotion, fundraising and donor development.

Robert Santucci is a HUD-Certified HOME Specialist. He is the Senior Development Consultant of Urban Renovation Consultants, Inc, located in Beaufort, NC. Mr. Santucci provides diverse technical assistance, training and system development to governments, foundations, universities and developers in the areas of program design, production management, cost estimation, specification writing, value engineering, business plan creation and hazardous materials mitigation. URC and Santucci have provided strategic and business planning services through Enterprise Communities for over 18 years. Their many successes include the creation and establishment of the City Homes model, an acquisition and rehab for rental system that purchases, rehabs, and manages a unit a week. Mr. Santucci offers several courses of interest to OCDCA including the Sustainable Building series; Construction Management Series, including an Advanced Construction Management Track, Policy and Management Series, Business & Strategic Planning Practicum, Asset Management Practicum, and Post Graduate Practicum's. He has written numerous publications and manuals on construction and rehab practice. He has trained organizations across the US for Neighborhood Reinvestment Corporation, the Enterprise Foundation and Habitat for Humanity. Mr. Santucci provided a "green building" workshop for OCDCA in 2007 and conducted the Rehab Lab Series in 2009.

Urban Renovation Consultants, Inc (URC) would conduct the CHDO Strategic Planning Process in a group format with simultaneous team TA and one-on-one mentoring for up to eight CHDOs. For each CHDO, at least one and up to three employees and/or board members would be charged with participating in four strategic planning sessions. Each intervention will include a significant amount of direction over a four month period involving two onsite days per period followed by one-on-one mentoring and distance learning sessions. URC will mentor staff and board members through the process of preparing the plan, with approximately a normal amount of effort of a day a week for the participants. URC primary expertise is in the creation and expansion of high volume, acquisition and rehab or home improvement programs.

Wendy Smith is a HUD Certified HOME Specialist. She is a Senior Consultant at Capital Access, Inc (CAI), located in Philadelphia, PA. She has a breadth of experience working with municipalities, intermediaries, and CHDOs. She specializes in facilitating Housing Program Management Planning, developing program management tools and templates, analyzing housing markets, and creating neighborhood revitalization strategies. Ms. Smith worked rigorously with City of Fort Wayne housing staff to assess, redesign, and launch housing programs such as Emergency Repair, Homeowner Rehab, TBRA, and Revitalization/Stabilization. She developed Homeowner Affordability Analysis spreadsheets that help staff adhere to program guidelines and improve recordkeeping. Ms. Smith has helped create revitalization plans in Fort Wayne, IN, Ypsilanti Twp., MI, Covington, KY, Aurora, IN, and Cincinnati, OH. Ms. Smith brings 14 years of experience in community development ranging from executive director of a CHDO in Dayton, OH, CDBG Project Manager for the City of Dayton, an Associate Consultant for a real estate consulting firm in Cincinnati. Ms. Smith recently conducted the Advanced Level CHDO Strategic Planning Training for OCDCA. Ms. Smith works remotely from Central Kentucky and therefore has a preference to work with CHDOs in the Cincinnati region.

Paul Webb is a HUD-Certified HOME Specialist. He is Principal of the Paul Webb Company and a member of The Trainer's Guild, located in Albany, Ohio and provides both training and on-site technical assistance for CHDOs in Ohio. Mr. Webb has extensive experience in the provision of training and technical assistance for CHDOs. He provides training and technical assistance in the HOME program in the areas of program management, regulations, CHDO requirements, monitoring and compliance, rental housing programs, homeownership projects and program design. Mr. Webb also provides training in other federal requirements such as financial management (e.g. 24 CFR Parts 84&85 and OMB circulars A-110, A-133 and A-122), relocation and acquisition, labor standards, equal opportunity and fair housing, lead-based paint, environmental reviews and performance measurement. He has trained for HUD, NeighborWorks, TDA, the Ohio Consortium on Housing and many state governments and organizations. Mr. Webb is the lead trainer for the Basic Skills in Affordable Housing workshop series which takes participants from pre-development to project completion.