



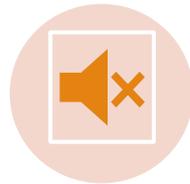
AHIC



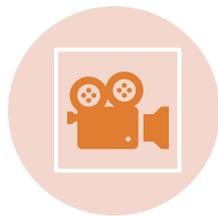
Third Thursday – February 15, 2024
Back-to-Basics: After the Closing



Webinar Instructions



Please mute your line and turn off your camera.



The webinar will be recorded and posted on AHIC's website.



You can ask questions by posting them in the chat.





AHIC Disclaimer

This webinar is provided for informational purposes only. This content is not investment or legal advice. AHIC assumes no liability for the use of the information provided in this webinar. The views expressed during this webinar are those of the individual presenters. Please consult with your own counsel for legal advice.

Anti-Trust Compliance

AHIC is committed to strict compliance with federal and state antitrust laws. Because trade association activities inherently involve competitors who gather for discussion of industry issues, it is important to be conscious of these laws.

Antitrust laws prohibit activities that could result in an unreasonable restraint of trade. Therefore, please avoid discussing pricing and pricing strategies and other topics that could impact prices, including wages, market allocation or topics that discourage dealing with a specific provider during AHIC-hosted events.





AHIC 2024 Spring Meeting
April 30-May 2, Milwaukee, WI
Where the Investors Come Together



Milwaukee





March 21 Third Thursday

Post-IRA Game Changer? Optimizing LIHTC with Section 45L Integration



Adam Galowitz
State Street Bank



Cindy Fang
Cohn Reznik



Regan St Pierre
Cohn Reznik



Ann Melone
U.S. Bancorp Impact Finance

You should have these on your calendars already. If you don't or if you want to add colleagues to AHIC's Third Thursday invitation list, please send names/emails to info@ahic.org.





AHIC Risk Management Meet Ups

Curious as to how the credit officers are looking at risk for your deal? Are you a credit officer looking for your community? Mark your calendars for our 2024 Virtual Risk Management Meet Ups.

- ▶ June 4 – Credit Officers Only
- ▶ August 13 – All Welcome
- ▶ November 19 – All Welcome

If you want to participate, email kduty@ahic.org.

Help us build this group. Connect Kim with your credit officer. Send their information to kduty@ahic.org so she can add them to the invite list.





COMING SOON!

AHIC Membership Survey

We want to hear from everyone!

If you've been to a meeting, attended a Third Thursday, read a newsletter, joined an Emerging Leader event., had any AHIC engagement, please respond.

Your voice matters.





TODAY'S PROGRAM

Speakers



Aiza Galdo
Capital One



Jack Hodgkins
Wells Fargo



Amy Farrell
Citizens Bank



LIFECYCLE OF A HOUSING CREDIT INVESTMENT



ORIGINATION

Task	Role
LOI	Acquisitions/ Relationship Manager (RM)
Document	RM
Close	RM
Book	RM/Portfolio Manager (PM)



PRE-CLOSE/PORTFOLIO MANAGEMENT

Task	Role
Closing/Prep	RM/PM
Reporting Setup	PM/Analyst
Internal Stakeholders	PM
External Stakeholders	PM
Consents/Adjusters	PM



EXIT/DISPOSITION/ UNWIND

Task	Role
Year-15 Forecast	PM/ Dispositions
Indirect v. Direct	Syndicator/ Portfolio Manager



PRE-CLOSE/PORTFOLIO MANAGEMENT

Task	Role
Closing Prep/Initial Funding <ul style="list-style-type: none">• Know Your Customer• Deposit Accounts• Capital Calls Set Up (Wires)	RM/PM
Reporting Set Up <ul style="list-style-type: none">• Quarterly<ul style="list-style-type: none">• Benefit Schedules/Updated Projections• Watchlist Reporting• Annual<ul style="list-style-type: none">• IRR, Reserve Adequacy, End Compliance, Credit Delivery, Syndicator Sponsor Reviews	PM/Analyst





PRE-CLOSE/PORTFOLIO MANAGEMENT

Task	Role
Internal Stakeholders <ul style="list-style-type: none">• Accounting• Corporate Tax (K1s, Projections)• Internal Auditors• Confirms• CRA Reporting• ESG	PM
External Stakeholders <ul style="list-style-type: none">• Regulators: Federal Reserve, OCC, FDIC• External Auditors	PM/Analyst
Consents/Adjusters	
Unwind	

