

**AGENDA AT A GLANCE- (*Agenda can be subject to change*)**

**Please put an X by the workshops you will attend. Each attendee must register separately for the workshops and conference.**

**Monday, June 11, 2018**

**6:30 a.m.- Breakfast buffet- Embassy Suites Restaurant**

**\_\_\_ 8:00 a.m.- Plenary Session- Ballroom A**

**Welcome- Lyle Hanna, Chair, KyHFH Board of Directors**

**Special Presenter- Clive Rainey- HFHI, The Roots of HFHI**

**Morning Workshop Sessions**

**\_\_\_ 9:30- 5:30 p.m.- Executive Directors Tract- Linden Room, Derek Young, Presenter**

9:00 a.m.- The Role of Leaders

9:30 a.m. – You Are Habitat KY

10:30 a.m.- Clarifying Your Leadership Philosophy

11:00 a.m.- BREAK

11:15 a.m.- Clarifying Your Leadership Philosophy (cont.)

12:00 p.m.- LUNCH

**9:30- 5:30 p.m. Rural Affiliate Tract- Ballroom A- Walter Fields, Tammy Page, Carol Gregory, Todd Fox**

**\_\_\_ 9:30-10:45 a.m.- Organizational Development- mission, vision, basic board development, foundational documents, policies, procedures, planning, fiscal accountability**

10:55- 11:55 a.m.-Community Awareness & Development: Marketing, building on the brand, crisis management, NR

12:00 p.m.- LUNCH

**\_\_\_ 9:30- 5:30 p.m.- ReStore Tract- Ballroom B- Mark Little- The ReStore tract will be tailored to exactly what the ReStores in KY have asked for!**

9:30 a.m.-11:00 a.m.- 10 Steps to Increase Your ReStores Donations

11:15 a.m. till 12 Noon- Art of Making a ReStore Sale (Part I)

12:00 p.m. Lunch

**\_\_\_ 12:00 p.m. – 1:15 p.m.- LUNCH- Special Panel Discussion Sponsored by the FHLB of Cincinnati- Damon Allen, Facilitator, Panel- FHLB Member Bank Representatives**

**Afternoon Workshop Sessions- 1:30 p.m. Till 5:30 p.m.**

**Executive Director's Tract- Linden Room**

1:30 p.m.- 2:30 p.m.- Clarifying Your Leadership Philosophy (cont.)  
2:45 p.m.-3:45 p.m.- Establishing Strategic Relationships  
4:00 p.m.- 5:00 p.m.- Strengthening Your Personal Foundation  
5:15 p.m.- 5:30 p.m.- Establish 90-Day Action Plan  
**6:00 p.m. till 9:00 p.m.- Executive Directors Dinner/Forum- Special  
Presenter, Clive Rainey- Linden Room**

**Rural Affiliate Tract- Ballroom A**

1:30 p.m. -2:45 p.m.- Housing Solutions- Home preservation, how to build with limited volunteers/staff, energy efficiency, safety, rehab vs. repair vs. new  
3:00 p.m. – 4:30 p.m.- Resource Development- fundraising in small, rural communities/markets  
4:45 p.m. – 5:30 p.m.- Wrap Up and takeaways

**ReStore Tract- Ballroom B- continued from the morning agenda**

1:45 p.m. -2:30 p.m.- Art of Making a ReStore Sale (Part II)  
2:45 p.m.-4:15 p.m.- Building a Business Case  
4:30 p.m. -5:30 p.m.- Volunteer Engagement, facilitated

**5:30 p.m.- Managers Reception and Exhibitors Showcase**

**6:30 p.m. Dinner, Ballroom A**

**Tuesday, June 12, 2018**

**6:30 a.m.- Breakfast/Registration**

**8:00 a.m.- Plenary Session- Clive Rainey**

**Morning Workshop Sessions**

**9:30- 11:30 a.m.- Executive Directors Tract- Linden Room**

9:30 a.m.- Review of Major Lessons from Day 1  
9:45 a.m.- Identify Your Top Leadership Challenge  
9:50 a.m.- Open Forum Discussion on Top Leadership Challenge  
11:15 a.m.- Closing Thoughts  
11:30 a.m. Close of Program  
12:00 p.m.- Lunch

**9:30-10:45 p.m.-**

- **Construction Roundtable-** (Construction) Mike Mongeon , HFHI US Construction- Room A- Bring your questions, successes, challenges, plans etc. This networking event is for you and the door is open to talk about anything and answer questions and share!

- **\_\_\_Habitat Jeopardy-** (Finance)- Todd Fox, HFHI- Room B- Finance fun? Yes, and Todd will show you how! Do you love the game Jeopardy? Well, come and learn how to really play it!
- **\_\_\_Growing Your Individual Donor Program-** (Resource Development)- Sarah Mackey, HFHI- Room C- Individual giving is still the largest donor base we all have in the nonprofit world! How can you reach those donors and instill the passion of Habitat in them to give when we all are in competition with every other organization in our service area? Come and learn some facts and strategies on how to grow your donor base and be successful fundraisers.

### **11:00 a.m. till 12 p.m.**

- **\_\_\_Aging in Place-** Carol Gregory, ODC Aging in Place, HFHI- Ballroom A- We all know our population is not getting any younger. Many of our more 'senior' population are living on fixed incomes and don't have the personal funds to make those critical repairs to their homes to make them safer, healthier, and more affordable. HFHI is putting an emphasis on those who are and want to age in the homes they know. Learn how your affiliate can add this type of program to your affiliates service area.
- **\_\_\_2+8=10-** Todd Fox, HFHI, Ballroom B- Putting together your affiliates financial reports does not have to be difficult. But, we all must be in compliance with not only HFHI but the Federal Government as well. Come and let Todd show you and your board how to do this in an easy, comprehensive and fun way. Financial statements FUN? YES!!!
- **\_\_\_Campus Chapters/Youth Programs-** Evan Davis, Ballroom C- Volunteers are down. It's hard to find volunteers to partner with our affiliate. We could do and accomplish more if we had the volunteers. Ahhhhh, Youth! Yes, the youth. Generation X, the millennials, and others. Habitat has the passion and mission they are looking for to put into action. We have great CC's and other youth programs in KY. And some of them even travel! But, learn how you can reach out to the youth groups in your service area to do all sorts of volunteer work, including fundraising, volunteering, ReStore work, and even construction/repairs.

**\_\_\_12:00 p.m. – 1:30 p.m.- Lunch- Special Presenter Sarah Mackey,  
Collaborative Operating Model presentation**

### **Afternoon Workshop Sessions**

#### **1:45 p.m.- 2:45 p.m.-**

- **\_\_\_Veterans Build-** (Construction, Capacity Building, Resource Development) Mike Mongeon, Room A- Learn about how to engage veterans in your community, available funding and how to serve them and their needs.

Also, learn about strategic partnerships that can help you raise funds and serve more in your service area.

- **\_\_\_How to Safely and Securely Leverage Your Mortgages-** (Resource Development) Debbie Wykes, Krambo Corp.- Linden Room- We all know that money is tight! What are new and innovative ways to have that cash on hand that you need to build and serve more. Come and learn how to use your mortgages successfully, safely and wisely in order to grow your capacity in so many different ways!
- **\_\_\_MPAR for Affiliate Leaders and Board Members-** Sonia Lee, HFHI, Room B- This session provides affiliate leaders (i.e. board of directors, executive directors), a high-level summary of the federal mortgage regulations and related Habitat mortgage policies (including qualified loan originator requirements) and explains how they impact affiliates' lending practices, sustainability and why compliance is essential. Learners will gain an understanding of how the federal regulations and Habitat mortgage policies impact affiliates' overall mortgage origination and servicing.
- **\_\_\_Transforming Volunteers into Donors--** (Resource Development)- Sarah Mackey, Room C- We let those valuable volunteers just come and go without ever asking them that important question- would you like to give a donation to our mission! Come and learn how much they want to be asked, right then and there, and how much they want to give!

### **3:00 p.m. -4:00 p.m.-**

- **\_\_\_Costing, Pricing, and Payment for Repairs- (Construction)** Walter Fields, HFHI Room A- learn everything you need to know about getting into repairs and increasing your capacity and even attracting more volunteers and community help! How do you develop and implement a successful repair program.
- **\_\_\_Answers to Those Kentucky Specific Mortgage Questions (MPAR)-** Kristin Goose, Director of Compliance, Limestone Bank- Room B- Come and learn about what specific to the Commonwealth of KY you need to know about mortgage origination. Also, get a bit of a recap on TRID, too! We all need that refresher course!
- **\_\_\_National Advocacy Campaign-** (Advocacy) Linden Room, Elisabeth Gehl, HFHI GRA Office- If you can believe it, this is the 1st time in history that HFHI is developing a National Advocacy Campaign. This is a document with ideas that you will be able to use to tell your story, to move your local donors, supporters and volunteer and to advocate on behalf of the families we serve both locally and nationally with your elected officials.
- **\_\_\_Getting Things Done: Habitat and Americorp NCCC-** Stephanie Chan, Assistant Program Director, Southern Region, Americorp NCCC, Room C- What could you get done if you had an extra 7-10 volunteers, 40 hours a week, for a month or two? AmeriCorps NCCC (National Civilian Community Corps) is a full-time, team-based residential service program for individuals aged 18-24. These young adults commit 10 months to giving back to their

country through a variety of community service projects that each last 3-8 weeks and take place at sites around the country. Though an application is required, there is no fee or cost-share to sponsor one of our AmeriCorps NCCC teams AND they come with their own transportation! Come learn more about one of the best kept secrets in volunteerism and hear about how other Habitat affiliates have benefited from sponsoring our teams.

**4:15 p.m. -5:30 p.m.-**

- **\_\_\_Capacity Building Grant-** (Capacity Building) Tammy Page, HFHI, Capacity Building Dept., Room A, The Capacity Building grant allows affiliates to hire a high impact staff position (outside of construction and fund-raising) and assists in paying that's person's salary for a three year period. In return, an affiliate agrees to increase their capacity in several areas- families served, support raised and organizational effectiveness. This session will explain how to apply for the CB grant, what positions are frequently funded, and what is expected of affiliates. We will offer tips on having a better CB application and how to avoid the most common applicant mistakes. If you are thinking of growing your affiliate and need additional staff, this program could be helpful to you.
- **\_\_\_Housing Policy in Your Neck of the Woods-** (Advocacy) Linden Room. Elisabeth Gehl, HFHI GRA Office- In thinking towards the future and the need for affordable housing, let's find out what is going on in Kentucky. Who are the players, what are the challenges and as affordable housing advocates in KY, what do we need to do! We need to strategize!
- **\_\_\_ MPAR Loan Origination Overview and QLO- Sonia Lee, HFHI, Room B-** Participants will gain an understanding of federal laws that impact homeowner selection, including qualified loan originator. The session should provide learners with knowledge to implement compliant practices for their affiliate.

**\_\_\_6:30 p.m.- Affiliate Awards and Celebration Banquet- Ballroom**

**Wednesday, June 13, 2018**

**6:30 a.m.- Breakfast**

**8:30 a.m. Plenary Session- Clive Rainey, HFHI**