



## 9th Annual Indian Country Tax Credit Conference

Aug. 17-19 | Santa Ana Pueblo, N.M.  
Hyatt Regency Tamaya Resort & Spa

### Introduction

The 9th Annual Travois Indian Country Tax Credit Conference will help Tribes learn how to survive the economic storm and provide the tools for a brighter forecast. Sunny New Mexico and the beautiful **Hyatt Regency Tamaya Resort & Spa** will be the perfect setting. The Tamaya is owned by the Pueblo of Santa Ana, one of the 19 Native pueblos within the state of New Mexico.

The conference sessions will cover the basics of the **Low Income Housing Tax Credit program** and the **New Markets Tax Credit program**, **alternate funding opportunities**, trends in **architectural design**, the importance of **compliance** within the LIHTC program, **Tribal college housing and development** and more. Small group sessions are planned to allow for more interaction and answers to individual questions, and attendees are encouraged to visit sponsors' booths to meet one-on-one with investors and LIHTC and NMTC professionals.

### Who should attend?

#### Tribal members who work in housing and economic development, including:

- Tribal housing authority staff – executive directors, occupancy and resident services staff
- Tribal housing board members
- Tribal council members
- Tribal economic development staff
- Tribal college presidents, administrators and finance staff

#### Tax credit support staff:

- Tax credit investors and syndicators
- Accountants
- Tax credit attorneys
- Market analysts
- Surveyors and engineers

Questions?  
Call Beth at 816-442-8986 or e-mail [bheap@travois.com](mailto:bheap@travois.com).



### Hotel information:

The beautiful **Hyatt Regency Tamaya Resort & Spa** is located about 20 miles north of Albuquerque, N.M. A block of rooms has been reserved for conference attendees with rates of \$125 for single rooms and \$150 for double rooms. The deadline to reserve hotel rooms with the discount is **Thursday, July 16**. The daily resort fee has been waived for our group.

**Reserve by phone:** Call 505-867-1234 and mention "Travois, Inc." to receive discounted room rates.

**Reserve online:** Attendees are welcome to reserve a room through the Tamaya's online reservation system. A link is available at [www.travois.com](http://www.travois.com).

### Optional activities:

**Golf Outing** – Monday morning – A golf outing is tentatively scheduled at the Santa Ana Golf Club. An additional fee of approximately \$50 will be required. Please contact Matthew Bland at [mbland@travois.com](mailto:mbland@travois.com) or 816-994-8970 if you would like to participate. We will follow up with more information.

**Welcome Reception** – Monday evening – Appetizers will be provided. Come meet fellow housing and economic development professionals and say hello to Travois staff members. Co-hosted by Raymond James Tax Credit Funds, Inc.

**Karaoke Night** – Tuesday evening – Travois will provide the karaoke machine, and participants will provide the entertainment! Join us at the Cheenah Lounge in the Santa Ana Star Casino. The Tamaya and the casino both have free shuttles available.

### Keynote speaker:

**Richard Litsey**, counsel and senior advisor for Indian Affairs for the U.S. Senate, Committee on Finance, will be the keynote speaker. He will discuss the political climate in the new administration and alternate funding sources in the wake of the current economic crisis. In his position, Mr. Litsey handles issues bearing on Social Security, Indian health care and tribal tax issues. He is an enrolled member of the Muscogee (Creek) Nation and holds a bachelor's degree from Oklahoma State University, a Juris Doctor degree from the Thurgood Marshall School of Law and a Master's of Law in International Economic Law from the University of Houston.



## Schedule (subject to change)

### Monday, Aug. 17

8 a.m.–noon: Optional Golf Outing;

Santa Ana Golf Club

1:30–4 p.m.: Registration

2–4 p.m.: Low Income Housing Tax Credits 101

4–5 p.m.: Travois and sponsor booths open

5–7 p.m.: Welcome reception

### Tuesday, Aug. 18

8 a.m.: Breakfast and registration

8:30 a.m.: Welcome and introduction

9 a.m.: **Housing Track** – Best Practices in Housing

9 a.m.: **Economic Development Track** – NMTC: Four Letters Can Make a Big Impact

10 a.m.: **Housing Track** – Design Schemes & the Green Scene

10:45 a.m.: **Both Tracks** – Small Group Sit-Downs  
Noon: Keynote luncheon

1:30 p.m.: **Both Tracks** – Tribal Colleges: Class is Now in Session

2:30 p.m.: Sessions end for the day

8 p.m.: Optional Karaoke Night at the Santa Ana Star Casino; Cheenah Lounge

### Wednesday, Aug. 19

8 a.m.: Breakfast and check-in

8:30 a.m.: **Housing Track** – 8609s, 8823s and More - an Overview of Asset Management

8:30 a.m.: **Economic Development Track**– Best Practices in Economic Development

9:30 a.m.: **Housing Track** – Happenings on the Hill: Government Update

10 a.m.: **Housing Track** – Making It All Work

10 a.m.: **Economic Development Track** – Credit & Capital

Noon: Luncheon

1:30 p.m.: **Both Tracks** – NAHASDA: It's For More Than Just Housing

2:15 p.m.: Game

2:45 p.m.: Raffle drawing

3 p.m.: Closing and wrap-up



**TRAVOIS**<sup>™</sup>

Travois, Inc. is the leading American Indian housing and economic development consulting corporation in the nation. Since 1995, we have brought in more than \$300 million in private equity capital to Indian Country, which has helped build or rehabilitate more than 3,500 homes. The Travois family of companies offers development assistance, compliance support, design services and comprehensive training to the nation's American Indian population with clients across the United States from Washington to Maine.

## Session Descriptions

### Housing Track

**Low Income Housing Tax Credits 101** – This introductory session will be geared to those who are new to the Low Income Housing Tax Credit program or those who need a refresher course. Travois staff and industry professionals will introduce the program and answer questions.

**Best Practices in Housing** – Experienced Tribal developers will go over the do's and don'ts for a successful LIHTC housing project. Learn about working with an investor, meeting your state's requirements and building an affordable housing development.

**Design Schemes & the Green Scene** – Travois Design & Construction Services staff will talk about the latest in green building trends, energy efficiency improvements and tips for improving your affordable housing development.

**8609s, 8823s and More: An Overview of Asset Management** – Learn about the general compliance requirements for the LIHTC program. Travois Asset Management staff will discuss the initial qualification process, recertifications, on-site inspections and annual report requirements. Bring all of your compliance related questions.

**Happenings on the Hill: Government Update** – Get an update on what's happening on Capitol Hill in Washington, D.C., from staffers in the know. Bring your policy questions and recommendations.

**Making it All Work** – Learn how to tie together the various financing programs and grants to get a project off the ground.

### Economic Development Track

**NMTC: Four Letters Can Make a Big Impact** – Learn the basics of the New Markets Tax

Credit program from our economic development experts. Travois staff will explain the program and answer your questions.

**Best Practices in Economic Development** – Experienced Tribal developers and Travois staff will discuss successful businesses financed with the NMTC program. Learn about what it takes to get your project off the drawing board.

**Credit & Capital** – Hear an overview of the current lending environment and innovative ways to secure financing.

### Combined Sessions

**Small Group Sit-Downs** – Attendees can meet with Travois staff to get questions answered and discuss housing and economic development needs. Learn about strategies for success and tips on securing financing. Choose from either a housing or economic development small group.

**Tribal Colleges: Class is Now in Session** – Hear about the variety of programs available to expand your campus and provide affordable housing for students.

**NAHASDA: It's for More Than Just Housing** – Hear how you can use your NAHASDA allocation to encourage economic development in your community in this HUD economic development demonstration program.

### The early bird gets the worm . . .



Be sure to register by Thursday, July 16 to take advantage of the \$50 early bird discount.

Register online at [www.travois.com](http://www.travois.com) or return the enclosed form with payment. The hotel room discount also expires on July 16.

### Thanks to our sponsors:



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