



HEALTHCARE MORTGAGEE ADVISORY COUNCIL

Financing Seniors Housing for America

700 Washington St., Suite 501

Vancouver, WA 98660

ORCF and HMAC

Monthly Call Agenda

1:00 pm PDT/4:00 pm EDT

July 15, 2019

Invited ORCF Attendees: Jennifer Buhlman, Rachel Coleman, Susan Gosselin, Tim Gruenes, Wayne Harris and Philip Head

Invited HMAC Attendees: Angela Folkers, Ed Foulon, Raelee Jones and Jenifer Williams

I. Follow-up items from May 20th call

None.

II. ORCF Topics

- a. Asset Management (AM) Conference in Detroit next week. Training new staff.
- b. Philip looking for a kaizen-type meeting regarding project risk identified by AM. Need to develop more efficient processing of monitoring and minimizing risk.
- c. ORCF looking for HMAC to assist AM in finding team efficiencies. HMAC will gladly do so.

III. HMAC Topics

- a. HMAC Conference wrap-up.
 - i. HMAC appreciative for HUD participation.
 - ii. 285 attendees, including ORCF staff, which is a 23% increase over 2018. Registration included 47 lender members and 32 associate non-lender members. 30 different sponsors.
 - iii. The post conference survey was very positive with a lot of feedback. Survey revealed that over half of the respondents would like to see more AM topics (separate meeting or expand conference one-half day) and would send more people to conference if this happened.
 - iv. HMAC is open to additional feedback to improve the conference for next year.
- b. Lender Dialogue
 - i. 100% debt take out, three-year rule and substantial rehabilitation definition.
 1. ORCF has not had time to revisit these issues, but each could be addressed with the Handbook revision. Currently subject matter experts are working on Handbook revisions.
 2. Scott to speak with John about HMAC participation in the Handbook revision process. Input; the earlier the better.
 - ii. Organize a kaizen around October MBA Lender Roundtable to discuss issues.
 1. Jen to speak with "the Rogers" about a kaizen date.
 2. Request seems reasonable.



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- c. 232 Healthcare documents are published.
 - i. Confusion on implementation date.
 - 1. HUD recognizes the confusion. Tim to follow-up with John regarding the implementation date(s).
 - 2. It may make sense to have an implementation matrix.
 - 3. Emphasize that ORCF does not want to mix and match documents, but underwriting and closing documents could be different versions. Need to determine.
 - ii. Appraisal Sockets will not be used; continue using the Decision Circuit 2.0. **Correct.**
- d. HUD Portal
 - i. Patch implemented two weeks ago may not have correct uploading issues.
 - 1. Susan to discuss tomorrow during portal meeting and get back to HMAAC.
 - 2. ORCF internally are having uploading issues, not just lenders and vendors.
 - ii. We need to remind members to use hhcp@hud.gov if there are issues, not contact ORCF staff.
- e. Office of Risk Management (ORM). **HMAC to reconnect with ORM at end of month to schedule meeting in August. MBA may also attend. Purpose of meeting is purely a meet and greet.**
- f. Corporate Credit Reviews (CCR): status, queues, etc.
 - i. Two under review; both are about complete. Three in the queue, of which one cannot be picked up because of outstanding issues.
 - ii. Jerome being assigned one CCR and he will start working on it after the AM Conference in Detroit next week where he will be discussing accounts receivable financing.
 - iii. \$90 million threshold. A Mortgagee Letter (ML) has been prepared which changes how ORCF looks at corporate credit reviews, especially AM involvement. The ML is on hold for now because, the timing is not right, because of two large claims.

IV. Next Call

1:00 pm PDT/4:00 pm EDT

August 19, 2019

WebEx Meeting