



HMAC 2021 Membership Meeting

Welcome!

President: Peter Edeburn



Who/What is HMAC?

The **Healthcare Mortgagee Advisory Council (HMAC)** is a non-profit consortium of FHA-approved lenders and industry partners who are active in financing and servicing Residential Care Facilities under HUD's Section 232 programs.

HMAC's primary missions are to:

- Facilitate effective communication between the Office of Residential Care Facilities (ORCF) and its lender partners.
- Partner with ORCF's efforts for continuous improvement through exceptional customer service, processing efficiencies, and streamlined operations.
- Provide advice and support to ORCF senior leadership and key staff.
- Assist in and facilitate the training of ORCF, lender, and industry partners.



HMAC Board of Directors



Peter Edeburn
JLL
President



Jenifer Williams
Berkadia
Vice President



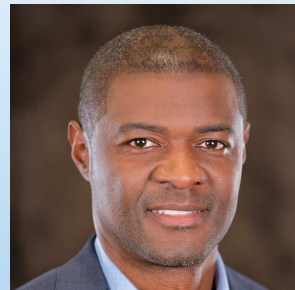
Tina Laurie
PGIM
Secretary



Amber Howard
X-Caliber Capital
Treasurer



Jeff Breese
PNC Real Estate
Director of
Membership



Ernest Benjamin
Bravo Capital
Director of
Publicity



Daniel Barone
Walker & Dunlop
Director of
Finance



Vicki Boyd
Capital One
Director of
Sponsorship



HMAC Board Updates

Vice President: Jenifer Williams

2022 HMAC Conference (Minneapolis, MN)

Lean Handbook Update



2022 HMAC Conference



June 14-17th, Radisson Blu, Minneapolis 

New 232 Handbook

- Anticipated to be released for public comment late 2021 or 1st quarter 2022
 - Will include increases in the corporate credit thresholds (subject to ORM approval)
 - Likely to include additional clarity on existing debt and debt seasoning
 - ORCF will also codify some of the asset management risk mitigation measures they have recently enacted



New 232 Handbook

- HMAC looking to form the following review committees
 - Program Guidance
 - PCNA/Environmental
 - Appraisal & Market Study
 - Mortgage Credit/Operations
 - Legal/Closing
 - Insurance
 - Asset Management



Thank You to These Volunteers!

- Sampada D'silva- Greystone
- Matthew Fisher- Centennial Mortgage
- Alison Lemle- Lument
- Ryan Miles- Dwight Capital



HMAC Board Updates

Secretary: Tina Laurie

HMAC Calendar / Meeting Schedule



Meeting Schedules

- HMAC Board Meetings
 - Board Meetings are once a month
 - Discuss industry issues, plans for webinars, updates for Members
 - Meet more frequently in advance of Conferences
- HMAC and ORCF Management
 - Tentatively meets 3rd Monday of each Month
 - Discuss various topics brought up by Membership and/or ORCF
- HMAC and ORCF Production
 - Meets on an Ad Hoc Basis
 - Depending on urgency of topics



HMAC Board Updates

Treasurer: Amber Howard

HMAC Financial Update



Financial Update

- **Healthy Balance**

- **Source of funds:**

- Your company membership dues
 - Fiscal year 2021: \$325

- **Use of funds:**

- **Organizational expenses**
 - Webinar Hosting Platform
 - Website Hosting and Maintenance
 - **Conference Expenses**
 - Securing hotel, meeting & reception spaces for the annual conference
 - Hosting expenses
 - June of 2022: We look forward to seeing you in Minneapolis!



HMAC Board Updates

Director of Membership: Jeff Breese

HMAC Membership Input

Q4 Webinar Topics



Director of Membership

- General Background
- Bi-Monthly call with ORCF
 - Need input from Membership on Topics
- HMAC/Call Notes posted at HMAC Website
- Q4 Webinar
 - Need input from Membership on Topics
 - Suggestions for Training



HMAC Board Updates

Director of Publicity: Ernest Benjamin

HMAC Website

HMAC Message Board



Communication

Email



Web
HMAOnline.net



LinkedIn



Communication



LEAN Focused Member Forum

The screenshot displays the wpForo Demo Forum interface. At the top, there is a navigation bar with links for Forums, Members, Recent Posts, My Profile, and Logout. Below this, the main content area is titled 'wpForo Demo Forum' and features a 'Simplified Forum Layout' section. This section lists four forum categories, each with a description, topic count, post count, and a 'Last Post Info' box showing the post title, author, and time ago. The categories are: General Forum (Non-Support and Non-Bug report discussions), News & Announcements (Find out the latest news and announcements about wpForo), How-to and Troubleshooting (Problems with installation, configuration, settings, etc...), and Frequently Asked Questions (Here you can find answers on various questions you may have). Below the categories is a 'Forum Statistics' section with five metrics: 4 Forums, 263 Topics, 925 Posts, 12 Online, and 754 Members. At the bottom, there are links for 'Latest Post', 'Our newest member', 'Recent Posts', 'Unread Posts', and 'Tags'. The interface also includes forum icons for unread posts and a 'Mark all read' option, as well as topic icons for various statuses like Not Replied, Replied, Active, Hot, Sticky, Unapproved, Solved, Private, and Closed.



HMAC Board Updates

Director of Finance: Daniel Barone

HMAC Underwriter's Forum



LEAN Underwriter Forum

- Purpose – To discuss the following:
 - Recent experiences with ORCF (success stories and pain points).
 - Brainstorm topics for HMAC Board to discuss with ORCF.
 - General Long-Term Care Industry Discussions.
- Who??
 - LEAN Team Leads and LEAN Underwriters. Individuals who are primarily focused on LEAN Underwriting.
 - Two members from each lender.
- When??
 - Quarterly



HMAC Board Updates

Director of Sponsorship: Vicki Boyd

HMAC Sponsorship Opportunities



2022 Conference Sponsorship Levels

- Multiple Sponsorship Levels
 - Recognition of sponsorship in signage throughout the conference
 - Recognition of sponsorship in conference handout materials
 - Company logo identifying the sponsorship level throughout conference Power Point presentations and screen savers
- Other Opportunities
 - Conference events
 - Enhanced brand presence
 - Other suggestions?



HMAC Membership Forum

Questions & Comments



HMAC 2021 Membership Meeting

HMAC Website: <https://hmaconline.net/>

Thank you!

