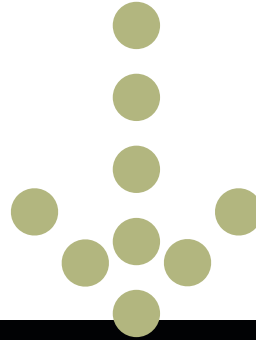


The Buck Stops Here...

Building Excellence in Financial Management

August 1–3, 2007

The Westin St. Francis
San Francisco, California



Calling all Financial Managers... CFOs... Finance Staff... Executive Directors... Board Treasurers... Funders... Lenders... CPAs... Financial Consultants... Intermediary Staff...



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*Helping neighbors
build communities*

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FMPC Financial
Management
Professionals'
Conference

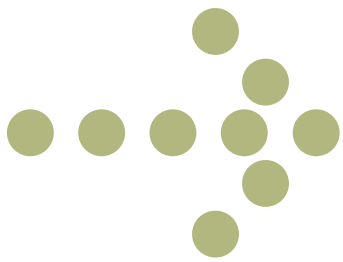
LISC
Bay Area

NEF INC
an affiliate of LISC

Organizational Development Initiative
ODI
Connecting to Capacity

CompassPoint
NONPROFIT SERVICES

INVESTMENT



Conference Agenda

Wednesday, August 1, 2007

5:00PM – 7:00PM
Registration

6:00PM – 8:00PM
Welcome Reception

Thursday, August 2, 2007

8:00AM – 8:45AM
Continental Breakfast and Registration

8:45AM – 9:00AM
WELCOME

9:00AM – 10:15AM
Is Your Organization Financially Viable in the Long Run? — PLENARY

The financial health of an organization can be assessed in any number of ways but at the end of the day, we need to know if the fiscal picture reflects a solid foundation for future growth. But how do we know if we are on solid ground? Is there an optimal level of net assets that an organization should have at any given time? Or, is financial health reflected in the diversity of revenue sources and the organization's access to capital? Join in and hear our distinguished panelists debate what they think makes an organization financially healthy and ready for the long-haul!

Jeanne Bell, Executive Director, CompassPoint

Charles Foster, CFO, Abyssinian Development Corporation

Barry Newstead, Partner, The Bridgespan Group

Paul E. Sussman, CFO, Tenderloin Neighborhood Development Corporation

10:15AM-10:30AM
Break

10:30AM-12:00PM
WORKSHOPS

Rethinking Your Strategic Plan

Building on the morning plenary, **Jeanne Bell** of **CompassPoint** and co-author of *Financial Leadership for Nonprofit Executives* will explore the connection between your strategic plan and your long-term financial viability—assuming there is one! We'll explore the planning continuum, from traditional strategic planning to nonprofit business planning, and consider tools and methods for aligning your planning process to the most pressing questions facing your organization right now.

More Bang for the Buck

At a meeting sponsored by The Bridgespan Group, the topic of economies of scale proved to be a lightning rod for the leaders of twenty fast-growing nonprofits. While a small minority felt that "it would be unconscionable for us not to realize them," the majority view was "we just can't do it without seriously compromising the results we're able to achieve." Struck by the importance of the issue (and the intensity of the debate), Bridgespan organized a research project to explore how three nonprofits were able to reduce costs without sacrificing the quality of their outcomes. Join **Barry Newstead** of **The Bridgespan Group** and discover how you too can get more "bang for the buck!"

Let's Get Technical: Unique Issues in Real Estate Accounting

Financial management guru **Joanne Montagner-Hull** brings you the latest and greatest in real estate accounting techniques and best practices. From LIHTC to rehabs to mixed income projects, what do you, as the CFO and financial leader of your organization, need to know to be at the top of your game? Don't miss your opportunity to ask Joanne the TOUGH questions!

12:00PM-1:45PM
Awards Luncheon

Introductions: *Stephanie Forbes, Senior Program Director, Bay Area LISC*
Speaker: *Gordon Chin, Executive Director Chinatown Community Development Center, San Francisco*
All-Stars Awards Ceremony

1:45PM-3:15PM
WORKSHOPS

Managing Technology from the CFO Seat

Technology is critical to the effective operation of most nonprofit organizations, yet many groups do not have a healthy and secure technology environment. **Sue Bennett** of **CompassPoint** and author of *The Accidental Techie: Supporting, Managing, and Maximizing Your Nonprofit's Technology*, will discuss 10 steps nonprofit managers can take to support the strategic use of technology in their organizations.

Demystifying Insurance

What keeps you up at night? When was the last time your organization did a risk assessment and an insurance coverage check-up? Buying the right type and amount of insurance can be a challenging exercise for all groups, regardless of their size. Join **Peg Jackson** from **Adjunct LLC** and co-author of *Managing Risk in Nonprofit Organizations: A Comprehensive Guide* for a lively discussion that will help you determine just what your nonprofit needs and how to get it...and sleep like a baby!

Lessons from the Field: Knowing When It's Time to Shift Gears

When a nonprofit takes a long, hard look at their programmatic offerings, they often find one that is just "not the right fit" for any number of reasons. But then comes the hard part...actually doing something about it! In this session, you will hear **Karen Gansen, Joanne Lee** and **Veronica Stanford** describe how **Chinatown CDC** wrestled with this exact issue and how their organization came to the conclusion that "shifting gears" was actually the healthy thing to do!

3:15PM-3:30PM
Break

3:30PM-5:00PM

WORKSHOPS

Negotiating a Successful CFO — ED Relationship

This session addresses the core roles of CFOs and executive directors and how they ideally collaborate toward organizational effectiveness and impact. Topics include relationship-building, goal-setting, and collaborative decision-making. **Michelle Gislason**, Projects Director for Executive Leadership Services at **CompassPoint**, will be leading this session.

Auditing and Accounting Regulations: A Technical Update

Learn just what all those new regulations mean for you and your organization. Hear what our industry experts have to say about the recent consolidation pronouncements and their impact on your financial statements. Delve into the latest accounting and auditing developments, such as EITF 04-5 and SAS 112 and glean tips on how to stay ahead of the curve. Join **James M. Kraft** from **Lindquist, von Husen & Joyce** for a lively discussion on these hot topics and learn what your organization should be doing NOW!

Managing Pre-Development Risk

Has your organization ever been forced to pass on a HOT deal because all the pre-development funding was already spent on those so-so projects? Join **Caroline Horton** of **Central Community Housing Trust** and hear how CCHT evaluates and quantifies pre-development risk for each and every deal they consider and learn how your organization can ensure that it too is optimally investing those limited funds!

Friday, August 3, 2007

8:00AM- 8:45AM

Continental Breakfast

8:30AM-9:15AM

STUMP THE EXPERT! Roundtable Discussions

Looking for a more intimate setting to discuss some of the challenges you are facing at your organization? These experts are prepared to help you with a plan for even your toughest financial, performance management, accounting, and reporting dilemmas! Go a round or two with our renowned industry experts and CFO All-Stars! Here are just a few examples:

- The MIP User Group
- The Yardi User Group
- The QuickBooks User Group
- Negotiating with Your CPA
- HR Management Issues
- Asset Manage or Bust!
- And more...

9:15AM-10:45AM

WORKSHOPS

The CFO — Asset Management Partnership

As the CFO, you work long and hard with the development team, from pre-development through construction. But how do you ensure that all the assumptions from the development side of the operations get transferred to the operations side? What should be the role of the Finance Director vis-à-vis the Asset Manager? Join **Peter Poon** from **Resources for Community Development** along with veteran asset /property manager **Jack Geary** as they explore the role of the CFO in monitoring project and portfolio performance and learn how to identify warning signs that are critical for the financial health of your organization.

New Market Tax Credits and the CFO

LIHTCs...no problem... But what about NMTCs? What do you, as the CFO of your organization, need to know about these exciting but complex deals? Learn how some pioneering CDCs have used New Markets Tax Credits to rehabilitate a blighted properties into retail, office, and cultural spaces for their communities. If your CDC is part of a project or even just exploring opportunities, you simply cannot afford to miss this session!

The PR Role of the CFO

Right message, right people, right time . . . how do you communicate your 'financial' story powerfully and effectively? Do your internal reports help your ED and program staff anticipate challenges, make good decisions, and effectively revise their plans? Learn how much information is too much, how little is too little, and the delicate art of finding the right balance in the right format. Impress your stakeholders with powerful reporting packages appropriate to their needs! And back by popular demand to facilitate this session are **Michelle Bush** of **Corporate F.A.C.T.S.** and **Lenora Hardy-Foster** of **Southwest Solutions.**

10:45AM-11:00AM

Break

11:00AM-12:30PM

WORKSHOPS

Managing a Property Management and an Accounting Software Conversion

Managing a system conversion is tough enough but what about when you are managing two conversions at once? This is exactly what **Joyce Boyd** from **Satellite Housing** did recently. Listen as she shares her story about this massive undertaking which, by the way, has been labeled as "one of the most successful software conversion projects" by one of Satellite's funders.

Building a Strong Finance Team

Because of Sarbanes-Oxley, accountants are being lured to CPA firms for salaries that nonprofits cannot afford to pay. How can you hire the talent your organization needs? Do nonprofits have a competitive advantage and are there strategies that can be used to appeal to accountants? Join **Andrea Morrow** of **The Nonprofit Resource Group** and learn how your organization can attract talent to build a strong, sustainable finance team.

Creative Financing Strategies

Interest rates are rising...funding sources are tight...What is a CFO to do? **Laura Selby** of **Hispanic Housing Development Corporation** will join forces with a panel of CFOs who are operating creatively in today's tough environment. These veteran CFOs have done it all...bond financing, refinancings... you name it! Join them in this lively session and glean ideas that will get the interest of your ED and Board!

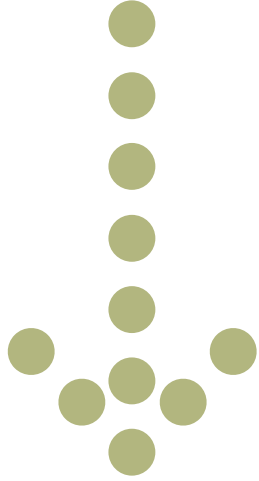
12:30PM-1:00PM

Conference Wrap-up and Raffle

Recommended CPE Credit: Up to 7.5 (1.5 per workshop, excluding the plenary session). To be approved for credits, you must sign-in and sign-out of each session as well as complete an evaluation form. Certificates will be mailed to you several weeks after the conference.



The Local Initiatives Support Corporation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the:
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LISC helps resident-led, community-based development organizations transform distressed communities and neighborhoods into healthy ones — good places to live, do business, work and raise families. By providing capital, technical expertise, training and information, LISC supports the development of local leadership and the creation of affordable housing, commercial, industrial and community facilities, businesses and jobs. www.lisc.org

About the Conference

Registration Information

If you registered for the entire conference, your registration fee includes all conference materials, continental breakfast, the keynote luncheon, and attendance at the reception.

If you registered for Thursday only, your registration fee includes all conference materials, continental breakfast and a keynote luncheon.

LISC-ODI will send a confirmation letter to acknowledge receipt of payment. **If you do not receive confirmation by fax or e-mail, please call Jessica Boykin at 212-455-9325.**

Cancellation Policy and Changes

Full refunds will be issued if written cancellation requests are received by July 13, 2007. Refunds requested after this date will be issued, less a \$100.00 administrative fee. Due to financial obligations incurred, LISC/ODI will not issue refunds on cancellation requests after July 24, 2007.

Hotel Information

Contact the hotel directly to obtain their policy on reservations, deposit and cancellations. Rooms will be assigned on a space-available basis only. To receive our special group rate, mention that you will be attending the 2007 Financial Management Professionals' Conference.

The Westin St. Francis
335 Powell Street
San Francisco, California 94102-1875
Hotel Telephone: 415.397.7000
Hotel Fax: 415.774.0124
Group Rate: \$205.00 per night plus applicable taxes

Getting to the Westin St. Francis

The Westin St. Francis is approximately 30 minutes from San Francisco International Airport, 45 minutes from Oakland International Airport, and 60 minutes from San Jose International Airport.

Ground transportation options include airport shuttles or taxi service. Approximate one-way, per person costs are:

Shuttle	Taxi	
\$14	\$35	San Francisco International Airport
\$25	\$85	Oakland International Airport
\$70	\$130	San Jose International Airport

You can also take BART (Bay Area Rapid Transit) to the Powell Station from the San Francisco and Oakland airports.



The Financial Management Professionals' Conference

is a one-of-a-kind opportunity for financial professionals in the community development industry. Through interactive workshops, case studies, peer-to-peer sessions, and dynamic group discussions, practitioners cultivate best practices, learn the latest industry trends, and share the elements of success that enable today's managers to build and maintain financially sound community development organizations.

What People Had to Say about the 2006 Conference:

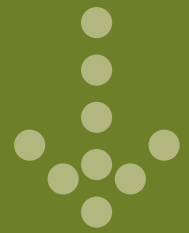
- *This is the best of all the conferences I have attended this year.*
- *I enjoyed that there were technical sessions and non-traditional sessions for CFOs.*
- *Jim Caparo's presentation provided many "Aha" moments. Both the CFO and I were encouraged by his passion and vision.*
- *This conference gave me more confidence in my abilities.*
- *It was enjoyable to network with other people in my field.*
- *I wish my CEO could have been there.*
- *Very well planned — including innovative ways to present difficult and sometimes boring topics.*
- *The networking with other CDCs was great!*

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Local Initiative Support Corporation
501 Seventh Avenue
7th Floor
New York, NY 10018



August 1-3, 2007

The Westin St. Francis
San Francisco, California

REGISTRATION FORM

Mail Registration with Check or Money Order To:
 ATTN: Jessica Spencer Boykin, CMP
 Local Initiatives Support Corporation
 501 7th Avenue, 7th Floor, New York, N.Y. 10018
 OR Send VIA CONFIDENTIAL FAX to 415-329-1490

Register:
 Full conference
 By 7/1/07 \$375
 After 7/1/07 \$425
 I will attend the reception.

Payment Information:
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 Signature _____
 Date: _____
 Please check if credit card billing address is different from the address listed above.

 First Name

 Last Name

 Title

 Organization/Firm

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 City

 State

 Zip

 Business Telephone

 FAX

 Email

 Website

Special accommodations needed, including dietary restrictions.

Thursday only
 By 7/1/07 \$185
 After 7/1/07 \$210