Upcoming 2019 TAHRA spring workshop

The Tennessee Association of Housing and Redevelopment Authorities (TAHRA) spring workshop committee will welcome members to the 2019 Spring Workshop in Murfreesboro. This two-and-a-half day workshop will provide an opportunity to learn from knowledgeable trainers and to share ideas while networking with colleagues from across the state.

The committee put together a workshop that will provide training sessions (pages 6-7) to give the latest information and help participants evaluate new ideas. Using the information presented at “Oceans of Energy for a Sustainable Future” will help members become more effective and productive.

TAHRA greatly appreciates the patronage of our sponsors who contribute so much to our workshop. Please visit our website at tahranet.org or more information about platinum, gold and silver sponsors.

Annual conference sessions on pgs. 6-7

Monday, April 15
Registration Opens
Opening Session
Break
Exhibits Open
Training Sessions
Lunch
Insurance Committee Meeting
Break
Reception
Miss TAHRA Womanless Beauty Review

Tuesday, April 16
Registration Opens
Exhibits Open
Training Sessions
Break
Lunch
Break

Wednesday, April 17
Registration Opens
Continental Breakfast
Training Sessions
Hello Tahra,

Spring is here, and we’ll be kicking off the 2019 Spring Workshop in just about a month at the Embassy Suites in Murfreesboro, April 14 thru 17.

TAHRA has been busy so far this year. In February, we sponsored and covered the registration fees for participation in Fair Housing Training for association members. There was a nominal fee to cover lunch and snack for the two-day training. Representatives from Nelrod, Inc. provided the training to a full house. It is our intention to provide this training annually as a service to the membership.

February also saw the execution of our TAHRA “Day on the Hill” event in Nashville. The event was well attended as we met with our legislators, providing information about TAHRA and speaking about issues of concern, namely the expansion of the Landlord Tenant Act and its impact on smaller PHA’s. Thanks to Co-Chairs Susan Minor & Michael Miller as well as Lou Alsobrooks (Harris Frazier Government Relations) for their leadership of this very important event.

As your president, I want to challenge you to consider how you can get involved in making our association stronger. Several of you have answered that call. Thank you! We still have room for those of you still considering your level of involvement. Although the workers change from time to time, the work continues, and TAHRA wants and needs your participation.

Lastly, one of the main goals of my term is to encourage succession planning within each of TAHRA’s working committees which will facilitate a smooth transition of leadership when changes occur due to retirements, job changes or other reasons. You have heard me speak about this previously, and I intend to continue with this campaign through the end of my term because it is vitally important to the continued success and growth of our organization.

Please consider volunteering to work with the existing leadership of your committee to begin building the depth of talent and experience for future leadership. You will find it rewarding and more fun than you might expect! I look forward to working with you in 2019 and will see you at Spring Workshop in Murfreesboro. I am at your service!

~Paul A. Dellinger

TAHRA President

Knoxville’s Community Development Corporation’s Five Points 2 in East Knoxville earned a 2019 Orchids Award in the category of new architecture from Keep Knoxville Beautiful at a ceremony on Feb. 28 in Knoxville. Five Points 2 is part of the four-phase revitalization of the Five Points neighborhood.

Knoxville’s Community Development Corporation’s (KCDC) Five Points 2 recently was named a winner of the 2019 Orchids Awards, given annually by Keep Knoxville Beautiful.

Five Points 2, which earned the award in the category of new architecture, is an affordable housing complex in East Knoxville that officially opened last September. The complex covers five acres and features 84 energy-efficient, affordable housing units, infrastructure improvements, new sidewalks, green space throughout and a playground. The new architecture category recognizes developments demonstrating excellence in overall design, aesthetics, form and proportion; appropriate use of materials; and the magnitude of visual impact on the area.

“We appreciate being recognized by Keep Knoxville Beautiful, as this award further confirms that sustainable, affordable housing can also contribute to the beauty of our community,” KCDC Executive Director Ben Bentley said.

Ross/Deckard Architects and Johnson Architecture designed the development with Merit Construction as the construction contractor. KCDC’s owner’s representative on the project was Partners.

The Five Points Master Plan was developed with years of community input as a guide to replace the outdated Walter P. Taylor Homes and Lee Williams developments with modern, affordable housing units. The full master plan is to be completed in four phases. In May 2018, KCDC officials broke ground on Five Points 3, and the final phase of the revitalization, Five Points 4, will break ground this year.

“We applaud the design and construction teams and other partners on this project who are making the revitalization of Five Points a reality,” Bentley said.

Keep Knoxville Beautiful, an affiliate of Keep America Beautiful, promotes litter eradication, recycling and beautification efforts in Knox County communities using education, events and volunteer engagement. The organization has hosted the Orchids Awards since 1979 to recognize the architects, contractors, organizations, businesses and artists that have strived to improve the beauty of Knox County.

About Knoxville’s Community Development Corporation:

Since 1936, KCDC has been dedicated to enhancing the quality of life for the citizens of Knoxville and Knox County. KCDC’s mission is to improve and transform neighborhoods and communities by providing quality affordable housing, advancing development initiatives and fostering self-sufficiency. For more information, call 865-403-1100 or visit http://www.kcdc.org.
Kingsport Housing and Redevelopment Authority tries to provide something for everyone when planning the weekly activities to benefit residents. Each Monday, Exercise with Katie 101 is offered for residents to learn some basic moves for proper stretching and exercise. A weekly anger management class is led by Karla for residents needing a little help controlling their emotions. Identifying triggers and control techniques are the focus of the group meetings. Each Thursday, an after-school homework group meets to get help with academics and share a snack. Our gardening group will hold its first meeting of spring in mid-March to discuss planting plans and techniques and to provide residents with seeds and ideas for beautifying the properties in our neighborhoods.

Columbia Housing and Redevelopment Authority tries to provide something for everyone when planning the weekly activities to benefit residents. Each Monday, Exercise with Katie 101 is offered for residents to learn some basic moves for proper stretching and exercise. A weekly anger management class is led by Karla for residents needing a little help controlling their emotions. Identifying triggers and control techniques are the focus of the group meetings. Each Thursday, an after-school homework group meets to get help with academics and share a snack. Our gardening group will hold its first meeting of spring in mid-March to discuss planting plans and techniques and to provide residents with seeds and ideas for beautifying the properties in our neighborhoods.
Tennessee was well represented at the SERC fall workshop in Fort Lauderdale last November. Our own Sean Gilbert, president of SERC, presided over the workshop. “Mastering Change” was the theme of the workshop which included sessions covering tax credits for small and medium housing agencies; budgeting and procurement efficiently in small agencies; changes and updates in public housing; maintenance for managers; and commissioners’ interactive group discussions.

A legislative update was provided on the last day with Timothy Kaiser, PHADA, giving information on how changes in our legislature affect housing. More importantly, he provided suggestions for how to prepare for these changes while still running an efficient agency.
TAHRA Day on the Hill
A huge success!

Over twenty housing authorities from across the state were in Nashville on Tuesday, February 5, for the TAHRA Day on the Hill event. The event was a success with over 50 legislators stopping by to learn more about TAHRA while enjoying Chick-Fil-A biscuits and coffee. Legislators were provided a TAHRA coffee mug and a TAHRA directory along with information regarding TAHRA’s position on the Uniform Residential Landlord Tenant Act (URLTA). TAHRA members fanned out after the breakfast to distribute the mugs, directories and position papers to the offices of the legislators who were not able to attend the breakfast. Several TAHRA members took the opportunity to meet with their legislators in their offices. The entire group was recognized at the beginning of the Senate’s state and local government committee meeting, and it was a powerful showing to have over 20 housing authorities being recognized together.

The event is very important to our organization as it strengthens relationships with our legislators so TAHRA members will become their go-to resource on housing issues.

If you have questions or comments, please email sminor@franklinhousingauthority.com.
2019 SPRING WORKSHOP

Here are some of the workshop session topics you will be able to attend:

HCV Special Program Update, presented by Cheikhtha Dowers, HCV Managing Director, Quadal Consulting & Training, LLC. Join us as we explore updates to HCV Special Programs including changes to Project Based Voucher Programs due to the Housing Opportunity Through Modernization Act of 2016 (HOTMA), Tenant Protection Vouchers, Mainstream Housing Opportunities for Persons with Disabilities, Family Unification Program (FUP), Veterans Affairs Supportive Housing (VASH) and more.

Advanced Public Housing Occupancy, presented by Vicki Brower, Director of Training, The Nelrod Company. Public Housing Advanced Occupancy is a policy-focused course. HUD and statutory requirements will be reviewed. Allowable, local PHA options will be discussed, including what the PHA may add. This presentation is designed to cover the different programs and options for approval. Tips and suggestions will be provided regarding what should be in procedures vs. what should be in the Admissions and Continued Occupancy Policy (ACOP).

Introduction to Plumbing Basic, presented by John Aller. Owner and Operator, South East Total Plumbing Company. The trainer will address the challenges associated with the most common service request on site. Topics will include: safety, water supply, drainage system and vent system, correct water pressure and water pressure regulator, types of drain traps, proper procedure when unstopping lavatory and kitchen sink, commode, bathtub and main sewer line. Hands-on training will also be available.

Commissioners, presented by Mickey McInnish, Attorney. Come join other Commissioners as Mickey presents Session One which deals with Ethical Considerations and will conclude on Tuesday afternoon with Session Seven which is titled: Recent Developments and Questions/Answers/Discussion. There will be five more sessions in between in which Commissioners can learn more about their roles, be more effective, explore possibilities and make better informed decisions.

Budget 101, presented by Chad Porter, CPA, Smith Marion & Co., LLP. How do you do a budget, why do you do a budget? Chad will walk you through the budget process to help you develop a tool that can help your Authority monitor its financial stewardship. Making a budget is only half the work, monitoring is where the real work begins.


Defensive Driving with a Focus on Distractions, presented by Phil Hinton, Loss Control Consultant, Arthur J. Gallagher & Company. Driving is a full-time job when you’re behind the wheel — right? Now when you add cell phones — for talking, texting, checking Facebook, as well as eating, putting on your makeup, and reading the paper, the list goes on and on. It’s all dangerous and we know it but still do it…. Let’s focus on the task of driving. Come learn and participate, it might save your life!!!!!

RAD/LIHTC, presented by Chad Porter, CPA, Smith Marion & Co., LLP. A look from an Independent CPA’s view of the good and bad of RAD deals. Should you go PBV of PBRA? What you need to know about LIHTC deals and the pitfalls to avoid. Chad will share his experience with several RAD deals and gear the conversation toward small to medium sized authorities.

Tennessee Public Policy Update, presented by Meagan Frazier, Government Affairs Consultant and Lou Alsobrooks, Government Affairs Consultant, Harris Frazier Government Relations. Join the TAHRA Legislative Committee and our state government experts from Harris Frazier Government Relations at the Tennessee Public Policy Update to learn about all of the changes taking place across the political landscape in Tennessee for 2019. We’ll provide you with updates on Governor Bill Lee’s first six months in office, legislation impacting TAHRA members, and give you an insider’s take on all of the other developments taking place during the first session of the 111th Tennessee General Assembly. In addition to our state government updates, you’ll also get an informative update about what’s taking place at the federal level in Washington D.C. and what that means for TAHRA members.

Sexual Harassment, presented by Phil Hinton, Loss Control Consultant, Arthur J. Gallagher & Company. Harassment — Sex, Religion and Beyond. This session is designed to cover the different forms of harassment in the workplace — sexual harassment, as well as other possible forms of harassment in the workplace. We will cover what sexual harassment is — what it’s not and how to avoid and handle such claims should they arise in the workplace. As the late “Queen of Soul” song says — R.E.S.P.E.C.T — that is what it’s all about!


Insuring the Conversion, presented by James Bush, Area Vice President and Kevin McDonald, Producer, Arthur J. Gallagher & Company. Are you thinking about converting to RAD? Do you have existing RAD properties? If you are, insurance is probably the last thing on your mind, but it happens to be a major factor in the conversion process. We will discuss the process from an insurance perspective and the options available to you.

Reasonable Accommodations Refresher, presented by Zachary D. Blair, Senior Equal Opportunity Specialist, U.S. Department of Housing & Urban Development, Office of Fair Housing & Equal Opportunity. This session will help participants better navigate their role in reasonable accommodations under the HCV program. Learn the definition of an individual with a disability and understand the difference between a “reasonable accommodation” and a “reasonable modification.” Understand what constitutes the need for an accommodation and modifications and which costs are the owners and which are the residents. Receive an update on the most recent HUD guidance on assistance animals.

SERCulator Articles and Awards

It’s Time Newsletter of the Year Award & Best Website of the Year Award

Categories:

- SMALL PUBLIC HOUSING AGENCY:
  - 0-250 total units
- MEDIUM PUBLIC HOUSING AGENCY
  - 251-500 total units
- LARGE PUBLIC HOUSING AGENCY
  - 501-1500 total units
- EXTRA LARGE PUBLIC HOUSING AGENCY
  - 1501+ total units

Eligible applicants:

- Public housing authorities that are members in good standing with SERC-NAHRO

How to enter:

- Each state representing SERC-NAHRO will hold their state’s individual competition and forward their winning entries to
  - the Public Affairs/SERCulator Committee Chair: Reta Thomas

    rthomas@augustapha.org

- Newsletters will be judged on appearance, clarity, format, content and structure. Submission may be electronically submitted or by hard copy and must have been published in the last 12 months.

- Websites will be judged on the following seven criteria on a scale of 0-10 points: Color and Design; Innovation; Content; Technology; Interactivity; Copywriting; User-friendly.

Submissions:

- Only state editors or state representatives may submit winning newsletters as hard copies or electronically as a pdf. They should also submit eligible authorities website addresses.

Awards Ceremony:

- Opening session at the Annual Conference in Orlando, FL, June 23.

SERCulator Spring Edition: Articles for the next edition are currently being accepted.

Submit to: Paula Robertson
Pauladesigns22@gmail.com

Deadline for all submissions: April 26, 2019
Introduction to Plumbing Basic II, presented by John Alier. Owner and Operator, South East Total Plumbing Company. The trainer will address the following: safety, new plumbing equipment and its use, new plumbing tools and their use, pipe connection versus pex, how long does pex plumbing last, proper shank bite installation and sizes, hydro jetting and camera monitoring. Hands-on training will be available for participants.

RAD Workshop for Small-Medium PHAs, presented by Shannon Lestan, Managing Director and Nicole Wickliffe, Senior Vice President, RECAP Advisors. Is RAD a good option for your PHA? Explore the myths and truths of converting to long-term Section 8 through RAD. This workshop is broken into four consecutive sessions. The end goal is to educate small-medium PHAs on the pros and cons of public housing conversion in order to make a well-informed decision as to whether or not RAD is the best option for both the PHA and its residents.

Ask Joe, presented by Joe Schiff, President, The Schiff Group, Inc. Spend the day with Joe Schiff, one of America’s most knowledgeable public housing consultants. He will answer all questions posed to him on items that matter to you. YOU STRUCTURE THE SESSION!

Dealing with Difficult Tenants, presented by Kathy Trawick, Executive Director, Tennessee Fair Housing Council. Difficult Tenants. Those two words immediately conjured at least one, but likely more, names to your mind. In this session, we will examine situations with difficult tenants you may face on any given day. We will discuss how to handle tenants that may have a non-visible disability that is driving their behavior, without allowing them to drive you off the road; and that act of treating everyone the same vs. reviewing mitigating factors. The session will briefly touch on reasonable accommodations and hoarding.

Conservation Maintenance, presented by Dan Collins, HD Supply Trainer, HD Supply. The course will present and clarify operation fundamentals of residential appliances and fixtures that consume or process energy and water resources and how to improve efficiency. Topics covered in this class will include: Safety procedures and programs, measurements used by power, gas, and water utilities, incentive programs promoted by federal and state agencies like EPA and OSHA, local sources of incentives and rebates for energy and utility equipment, goals and means for reducing use of utility supplied energy and water while improving service, opportunities for reducing monthly on-site utility consumables costs, free on-line calculator applications provided for estimating savings from new technologies and preventative maintenance.

The Essentials of Preventive Maintenance, presented by Larry Daniels, Maintenance Supervisor, Instructor/Trainer, Chattanooga Housing Authority. The participant will gain a wealth of knowledge and a better understanding of preventative maintenance (PM). Learning objective: low income public housing expenses, implement site base PM, how to measure PM success, train site employees, implement quality control site inspection. Develop standard processes and procedures, increase HUD/REAC scores, ensure REAC compliance at every level of maintenance, proactive versus reactive and scheduling PM.

HUD Financial Hot Topics, presented by Brian D. Allen, CPA, Partner, BDO PHA Finance. This session will present the latest updates on 2019 funding, HUD compliance and reporting.

Trauma-Informed De-Escalation Training, presented by Lindsey Krinks, Education & Street Chaplaincy Coordinator, Co-Founder, Open Table Nashville. If you serve in an environment where people who have experienced stressful circumstances congregate, you know that it doesn’t take much for tensions to arise and situations to escalate. This training will better equip you to understand what is happening before and during escalated situations, to be prepared with intervention strategies, and to feel more equipped to step in and assist. Not only is this training interactive, but it is also steeped in evidence-based practices like trauma-informed care.

Make Ready Maintenance, presented by Dan Collins, HD Supply Trainer, HD Supply. The course is an overview providing information on all aspects of importance and procedures of making ready units. Topics covered in this class will include: inspecting the unit, accountability & documentation, organizing the make ready process, scheduling contractors, timely completion of make readsies, final inspection and follow up of the move-in.

Riding the Change Cycle; Are You Peddling as Fast as You Can?, presented by Gary Minor, Executive Director, 21st Century Leadership Institute. In this time of transition in housing, many agencies are going from a primarily social service agency to a for-profit business model, with private investors and tax credit funded housing. This is a different model and business as usual will no longer be sufficient to prove successful in the years ahead. Strategies will be presented along with case studies to deepen understanding of how the human brain processes change, so you are better equipped to deal with change on a personal level and move your team members through change as the role they play in their organization changes.

Developments in Employment Law for Housing Authorities, presented by Jeffrey G. Jones, Attorney, Firm Manager and Mary Dee Allen, Member, Wimberly Lawson Wright Daves and Jones, PLLC. This session will explore developments in the area of employment law that are a must for managers and directors of housing authorities.

Got Gas? Let’s talk!, presented by Ted Wilkinson, PE, Engineer/Utilities Inspector II, Tennessee Public Utilities Commission – Gas Pipeline Safety Division. Certain housing authorities in Tennessee are (or should be) regulated under both federal (i.e., Department of Transportation - DOT) and State of Tennessee gas pipeline safety regulations. The regulations refer to these entities as “master meter systems.” This session will provide guidance to help you determine if you are in fact regulated as a master meter system. It will also provide a general overview of the more significant regulatory requirements which apply to master meter systems. The Gas Pipeline Safety Division plans to mail a survey soon to all Tennessee housing authorities whose regulatory status is currently unconfirmed. It is expected that this session will be of mutual benefit.
INNOVATIVE TRANSACTIONS
STRATEGIC ADVICE
CNA ASSESSMENTS

Recap has a proven 30-year track record executing cutting-edge transactions, guiding property repositioning and stabilization, and designing innovative programs and strategies for clients across the United States. Recap offers the following services:

Public Housing Repositioning
Strategic Planning, Portfolio Feasibility Analyses, Rental Assistance Demonstration (RAD) conversions, Section 18 Demolition/Disposition, implementation of Project-Based Voucher (PBV) Program.

Modernization Management
Efficient Modernization Management to ensure your Capital Fund Program and Capital Improvements are well planned, properly designed and constructed correctly.

Capital Planning and Energy Auditing
On-Site Insight, a subsidiary of Recap Advisors, a recognized leader for high-quality capital needs assessment and energy audit services.

Multifamily Affordable Housing Preservation
RAD for PRAC, Section 8 Contract Renewals including Mark-Up-to-Market, LIHPRHA Refinancing, Acquisition and Disposition.

An independent, third-party advisor with a single goal: to deliver exceptional service and results for our clients.

Please see our press-release in this issue for an important note.
Recap Real Estate Advisors (Recap) is proud to announce that Strategic Management Team, Inc. (SMT) has accepted an offer to merge its affordable housing services with its own. Effective April 1, the SMT staff will be employed by Recap. SMT will bring all the services its clients have become accustomed to receiving over to the Recap brand enabling them both to offer their clients a more expansive range of services and opportunities.

Shannon Lestan, managing director of Recap, joined Stan McCall, president of SMT, in collaborative efforts to provide specialized RAD training to SMT’s clientele last year. Through these efforts, Recap Chief Executive Officer Christopher Hesen saw value in SMT’s pro-active approach to help small PHAs navigate the intricacies of HUD and reached out to Stan for further discussions.

After a few weeks of brainstorming, Hesen chose to make Stan and SMT Marketing Strategist Shelby Kee an offer of employment that would include agreeing to bring SMT’s consulting services to Recap’s company profile. Stan will serve as a vice president at Recap with a focus on business development to small PHAs, modernization management, project management and strategic planning. Shelby will continue as a marketing strategist and strategic planning facilitator. Both are excited about the opportunity given them.

“On behalf of everyone at Recap, I am pleased to welcome Stan and Shelby to our team of nationwide professionals who are dedicated to helping our clients create, improve, sustain and preserve affordable housing. Our clients will greatly benefit from the addition of Stan, Shelby and the expanded services we can now provide.” Hesen stated.

When asked what the predominate factor was to merge SMT’s services with Recap, Stan stated, “It was just too much of a win-win. We have worked diligently for over three years to develop strategies in the best interest of the small PHAs wanting to better serve their residents and communities. The opportunity for us to merge with Recap affords us the ability to provide even more expertise to our clients and gives a much bigger platform to serve the affordable housing industry. These are exciting times for Shelby and me, and I am extremely honored that Chris and Shannon placed enough confidence in our efforts to invite us on board. We look forward to serving our current clients better and expanding that service to the entire affordable housing industry.”

About Recap Real Estate Advisors
Recap Real Estate Advisors is a Boston-based professional services firm that provides solutions to public housing authorities and owners, operators and investors in affordable housing. The company helps clients create, improve, sustain, and preserve affordable housing through strategic advice, innovative transactions, and comprehensive capital needs assessments. Recap has completed transactions for more than 900 properties nationwide, with aggregate property value of more than $3.5 billion. On-Site Insight, a Recap Real Estate Advisors company, has performed more than 12,000 capital needs assessments. Visit www.recapadvisors.com for more information.

Use RFQs for architectural services
Recently a PHA asked me to review a draft Request for Qualifications (RFQ) they planned to issue to “hire an architectural/engineering (A/E) firm.” While reviewing the document, I realized there was confusion about the purpose of the RFQ process and the RFP process. While somewhat similar, the two processes have different purposes, techniques and methods.

RFQ’s are only used to hire an A/E firm to perform A/E services. HUD and state rules permit the RFQ process only to hire an A/E firm to perform professional architectural services. “Architectural services” means services that require the firm to be licensed by the state of Tennessee. Professional architectural services include things such as creating drawings, drafting specifications and creating master plans. The key issue is whether the architectural firm is performing services for which licensure is required. If licensure is not required, we cannot use the RFQ process, but should use the RFP process. The RFP process is allowed for A/E services only and by using the RFQ process, you do not consider price until you have determined the most qualified firm. An extremely brief recap of the RFQ process includes:

- Determine the need for licensed architectural services
- Assemble a list of A/E firms to be solicited for professional A/E services
- Prepare and issue the RFQ
- Accept responses
- Score the responses
- Create a short list of the most qualified firms
- Interview the short listed firms
- Determine the most qualified firm
- Negotiate a price

When a PHA needs services other than for true architectural issues, use an RFP. For what types of services might a PHA use RFPs? Mowing, custodial, auditing, consultants, capital budget preparation, services to complete grant applications, complete HUD reports, agency plans, annual and five year plans, capital fund programs administrative services. These services do not need an architectural license and accordingly should be procured through an RFP process in which cost is an evaluation factor. The question to ask yourself is, can a non-architectural firm perform this service? If so, an RFP is likely the best procurement method since it allows cost and other factors to be scored. RFP steps include:

- Prepare and issue an RFP
- Accept responses
- Score the responses including for the cost offered
- Create a short list of the most qualified firms (if desired)
- Interview the short listed firms
- Finalize the scoring and select the “winner.”

Visit www.recapadvisors.com for more information.

“Note that while the opinions expressed in this article result from my professional judgement based upon my experience and knowledge, I am not an attorney and you may need to consult with your legal representative and others before making procurement decisions in response to my comments.

Should you have procurement questions, please feel free to contact me at tmckee@kcdc.org.

Terry McKee
2019 SERC-NAHRO
Annual Awards
Orlando
June 23-26

Entries submitted by an individual authority will not be eligible.

Newsletter of the Year Awards
Category Sizes:
Small  Medium  Large  Extra-large
Deadline: April 26, 2019

Best Website Of the Year Award
Category Sizes:
Small  Medium  Large  Extra-large
Deadline: April 26, 2019

Visit SERC Website for Additional Details

Point of Contact:
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706 312 3105
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Published: Quarterly

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Affiliate members receive a 10% discount off rate per single ad.

Cost:

| Four Color | Full page  $250
|           | 1/2 page $175
|           | 1/4 page $150

(purchase of all issues= 10% discount)

Questions?
Contact Paula Robertson at pauladesigns22@gmail.com

2019 Advertising Reservation ~ Tales of TAHRA ~

Yes, we want our business in Tales of TAHRA, the official publication of the Tennessee Association of Housing and Redevelopment Authorities.

Reserve my space in the following issue(s):

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Artwork: Send camera ready artwork, preferably electronically in jpg format

☐ To follow  ☐ Enclosed  ☐ Sent electronically
☐ Pick up from ____________________ issue

Send artwork (if applicable) and payment to: TAHRA, 415 North Maple Street, Murfreesboro, TN 37130