



**Conference Venue:**  
New Vision Baptist Church  
1750 N. Thompson Lane  
Murfreesboro, TN

## State Conference Agenda

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### Monday, July 15

9:30-10:00 am Registration  
10:00 am – 4:00 pm Bridges Out of Poverty  
Speaker: Nathan Mandsager  
Dinner on your own

### Tuesday, July 16

7:00-8:00 am Registration and Exhibits  
8:00-8:25 am Welcome/Announcements  
8:30-9:45 am Workshops - Session 1  
9:45-10:00 am Break/Exhibits  
10:15-11:15 am HABITATION SERVICE  
11:20-12:30 pm Lunch - Madelynn McCormick, TN State Fire Marshal's Office  
12:45-2:00 pm Workshops - Session 2  
2:00-2:15 pm Break/Exhibits  
2:15-3:30 pm Workshops - Session 3  
3:30-3:45 pm Break/Exhibits  
3:45-5:00 pm Workshops - Session 4  
6:00 pm – 10:00 pm Habitat Tennessee State Impact Awards Dinner & Social  
The Grove at Williamson Place

### Wednesday, July 17

7:30-8:00 am Registration and Exhibits  
8:00-8:25 am Welcome  
8:30-9:45 am Workshops - Session 5  
9:45-10:00 am Break/Exhibits  
10:00-11:15 am Workshops - Session 6  
11:15-11:30 am Break/Exhibits  
11:30-12:45 am Workshop - Session 7

## Monday, July 15<sup>th</sup> - All Day Seminar

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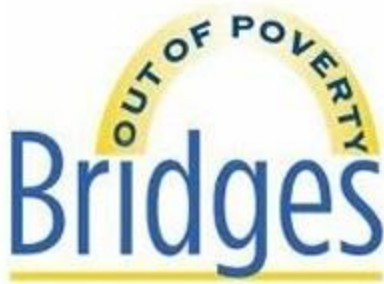
### ***Bridges Out of Poverty: Strategies for Professionals and Communities***

**9:30 am to 4:00 pm**

**New Vision Baptist Church, 1750 N. Thompson Lane, Murfreesboro**

**This seminar is for everyone!**

Bridges Out of Poverty workshop provides both the social service provider and the community member key lessons in dealing with individuals from poverty. Topics include increasing awareness of the differences in economic cultures and how those differences affect opportunities for success. This workshop is based on the book *Bridges Out of Poverty: Strategies for Professionals and Communities*, a collaboration between Ruby K. Payne, Phillip DeVol, and Terie Dreussi Smith.



This workshop is designed for audiences of employers, community organizations, law enforcement, counselors, health care and social service providers.

#### **Presenter: Nathan Mandsager, Associate Executive Director, Schenectady Works, City Mission**



Nathan Mandsager was born in Iowa and lived all over the country before settling in Schenectady, New York, where he has lived for the past 20 years. Nathan launched Schenectady Works, a division of the City Mission of Schenectady, in 2013, and currently serves as associate executive director.

Through innovative initiatives that have led to dynamic, community-wide partnerships among agencies, businesses, faith-based organizations, and community leaders, he seeks to remove barriers, build resources, and support the community in the journey from instability to thriving stability and growth. Nathan enjoys spending time with his wife, Pam and their two kids, Zak (17) and Grayce (almost 13).

## Tuesday, July 16<sup>th</sup> – Habitation Service

**10:15 am to 11:30 am**

**New Vision Baptist Church**, 1750 N. Thompson Lane, Murfreesboro, Tennessee



### **Speaker: Beau Noblitt, Owner, Chick-fil-A**

When Beau Noblitt was in college, he was on a track that would enable him to get into medical school to one day become a pediatrician. Then, he met Truett Cathy, the founder of Chick-fil-A, and the course of his life was forever changed. When Truett spoke of Chick-fil-A, he explained, “We’re in the people business ... We got out of the chicken business a long time ago. We simply use chicken as an avenue to reach people.” The minute he heard that, Beau felt inspired about a possible career opportunity where he could do exactly what he had wanted to do all along — own his own business and serve children.

Beau, who currently owns two Chick-fil-As, began his career with the organization when he was a sophomore. He realized early on that he could indeed enjoy a challenging career there while impacting the lives of others; those with whom he works, as well as those on the other side of the counter. Beau has learned a great deal in his journey with Chick-fil-A over the years, but the biggest lesson he’s learned is that in order to fulfill one’s God-given calling, in any career, one must always treat others with honor, dignity and respect — in all situations. The second thing he’s learned is that if you give your absolute best each day you will certainly make an impact where God has placed you.

Beau has been married to his high school sweetheart, Kate for 14 years. They have three children; Landon (8), Georgia (5), and Lincoln (2).

**Tuesday, July 16<sup>th</sup> – State Awards Dinner**

***Habitat for Humanity Tennessee State Impact Awards Dinner***

**6:00 pm**

Doors will open at 5:30pm

**The Grove at Williamson Place, 3250 Wilkinson Pike, Murfreesboro, TN 37129**

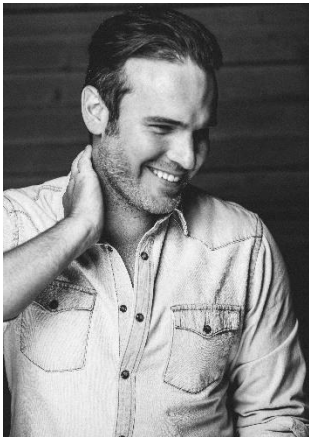


Habitat for Humanity of Tennessee will be honoring volunteers, affiliate staff, affiliates, community leaders and community partners with our annual state impact awards.

These awards recognize those individuals or groups that have significantly impacted the lives of local residents and communities and in the process have inspired others to make a difference. This is a wonderful opportunity to see the great people, work

and partnerships of Habitat for Humanity highlighted!

This year, we will have live entertainment from Stevenson Everett who will share his experiences and sing for us!



Stevenson Everett is a Nashville based singer/songwriter originally from Thomasville, Georgia. In 2011, Stevenson was runner up on the hit show CMT Next Superstar, and had the honor of performing on the 2011 CMT Awards show.

Following the release of his 4th studio album, *Miles to Go*, Stevenson spent time on the road playing acoustic guitar and singing background vocals as a member of country superstar Billy Currington's band.

In 2106, while signed to Warner Chappell, Stevenson worked with CMA, ACM, and Grammy award winning producer Jay Joyce. The subsequent project produced the hit single and video "Born With It." "Cheyenne," a song from his 2018 studio album "Ballads and Blues," was recently awarded the prestigious "Harold Adamson Lyric Award" during The ASCAP Foundation Awards ceremony at Lincoln Center in NYC.

Stevenson has opened shows for Trace Atkins, Diamond Rio, Chris Young, and Luke Bryan. With over 200 shows a year under his belt, Stevenson has become one of Nashville's must-see independent artists. When he's not playing shows, Stevenson enjoys spending time with his daughters, Sophia and Scarlett, and with his wife Christina.

*Dress is business casual.*

## Workshops At-a-Glance

<b>Monday, July 15</b>		<b>10:00 am-4:00 pm All Day Seminar</b>	<b>Presenter</b>
EVERYONE		Bridges Out of Poverty	Presenter - Nathan Mandsager
<b>Tuesday, July 16</b>		<b>8:30-9:45 am Workshop-Session 1</b>	<b>Presenter</b>
CONSTRUCTION	101	EEBA "Houses That Work", Part 1 of 4	Andrew Oding, Building Knowledge
RESTORE	102	ReStore Branding & ReStore Style Guide	TBD
FINANCE/ HO SERV	103	THDA Programs	Rhonda Ronnow & Cynthia Peraza,
DEV /VOLUNTEER	104	Cultivating Corporate Sponsorships	Jenni Hargrove, nonprofitjenni.com
ALL	105	Habitat's National Advocacy Campaign	Audry Johnston & Natasha Reid-Rice
HR	106	Habitat HR Connection Across TN, Part 1	Trina Brown Hyman, Habitat Memphis
<b>Tuesday, July 16</b>		<b>12:45-2:00 pm Workshop-Session 2</b>	<b>Presenter</b>
CONSTRUCTION	201	EEBA "Houses That Work", Part 2 of 4	Andrew Oding, Building Knowledge
RESTORE	202	ReStore Road Warriors	Eric Allen, HFHI
VOL / DEV/ LDRSHIP	203	Building Partnership with Rotary	Wendy McIlquham, Holston Habitat
PR	204	Social Media Success: Standing Out!	April Timko & Anna Wilt, Knoxville Habitat
HO SERVICES	205	Owner Repairs - Legal and Compliance	Sonia Lee, HFHI
DEVELOPMENT	206	Charitable and Planned Giving	Daren Chamblee, Hilliard Lyons Wealth
HR	207	Habitat HR Connection Across TN, Part 2	Trina Brown Hyman, Habitat Memphis
<b>Tuesday, July 16</b>		<b>2:15-3:30 pm Workshop-Session 3</b>	<b>Presenter</b>
CONSTRUCTION	301	EEBA "Houses That Work", Part 3 of 4	Andrew Oding, Building Knowledge
VOL / RESTORE	302	The Cost of Volunteer Labor in ReStores	Eric Allen, HFHI
DEV/ FINANC	303	Why Conflict Exists	Ann Charles Watts, Legal Counsel
LEADERSHIP	304	Collaborations and Mergers within HFH	Phillip Bridgewater, HFHI
ALL	305	MyHabitat Yammer and HabitatLearns	Caitlin Lamb, HFHI
HO SERVICES	306	Policy Handbook Adoption, Part 1	Sonia Lee, HFHI
<b>Tuesday, July 16</b>		<b>3:45-5:00 pm Workshop-Session 4</b>	<b>Presenter</b>
CONSTRUCTION	401	EEBA "Houses That Work", Part 4 of 4	Andrew Oding, Building Knowledge
RESTORE/ AFF/ PR	402	PSA's -Plan & Execute Radio Campaign	Rob Selkow, Habitat Montgomery County
DEVELOPMENT	403	Raise More Money - Donor Engagement	Angie Hatcher Sledge, Knoxville Habitat
FINANCE	404	Mortgage Origination and Capital Markets	Daniel Gura, HFHI
LEADERSHIP	405	Leadership Compass	Mary Welch, HFHI
HO SERVICES	406	Policy Handbook Adoption, Part 2	Sonia Lee, HFHI
<b>Wednesday, July 17</b>		<b>8:30-9:45 am Workshop-Session 5</b>	<b>Presenter</b>
<b>Senior Trust Only</b>	501	Senior Trust/Aging in Place: Admin.	Habitat for Humanity of Greater Memphis
CONSTRUCTION	502	Developing Your Home Care Manual	Mike Welch, HFHI
RESTORE	503	Donation Solicitation & Acquisition	Eric Allen, HFHI
VOL / DEV/ HO SERV	504	Tracking Donors, Vol. and Families	Samantha Shirley, Charityproud.org
HO SERVICES	505	Homeowners Death	Ann Charles Watts, Legal Counsel
<b>Wednesday, July 17</b>		<b>10:00-11:15 am Workshop-Session 6</b>	<b>Presenter</b>
<b>Senior Trust Only</b>	601	Senior Trust/Aging in Place: Construction	Habitat for Humanity of Greater Memphis
DEVELOPMENT	602	HFHI's Capacity Build Grant	Donna Golden, HFHI
LEADERSHIP	603	Understanding the S Curve in Org. Dev.	Mary Welch, HFHI
DEV /VOLUNTEER	604	Creating Young Professional Groups	Jenni Hargrove,nonprofitjenni.com
HO SERVICES	605	Educating our Families Now and Future	Regina Harvy and Ryan Harris
RESTORE	606	ReStore Safety	Eric Allen, HFHI
<b>Wednesday, July 17</b>		<b>11:30-12:45 pm Workshop-Session 7</b>	<b>Presenter</b>
<b>Senior Trust</b>	701	Senior Trust/Aging in Place	Habitat for Humanity of Greater Memphis
DEVELOPMENT	702	HFHI's Capacity Build Grant	Donna Golden, HFHI
CONSTRUCTION	703	Construction Round Table	TBD
RESTORE	704	ReStore Round Table	Casey Clark, Upper Cumberland ReStore
HO SERVICES	705	Homeowner Services Round Table	Angie Ezell, Rutherford Co Area HFH
VOLUNTEER	706	Volunteer Round Table	TBD

# Workshop Descriptions

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**TUESDAY, JULY 16**

**WORKSHOPS – SESSION 1**

**8:30-9:45 AM**

## **101. EEBA “Advanced Houses That Work”, Part 1 of 4, Advanced Building Science**

*Andrew Oding, Building Science Associate, Building Knowledge Canada*

The physics and building science of the latest IECC and beyond. Understanding the compelling code changes and the cost-effective methods of reaching it without compromising durability and safety.

Learning Objectives:

- Technical things that fly in the face of convention (science vs. what we have been doing in the past)
- Practical ways of meeting the new code requirements for increased air tightness & why it matters
- How building codes respond to desires for higher insulation levels & the best ways for you to comply for your climate zone now and in the future.
- Building according to your climate needs

## **102. ReStore Branding & 2019 ReStore Style Guide**

*Eric Allen, ReStore Development Consultant, Habitat for Humanity International*

This session will provide an overview of the 2019 ReStore Style Guide, including a deep dive on the use of global v. localized identifiers and a lengthy Q&A session to follow.

## **103. Tennessee Housing Development Agency Programs**

*Rhonda Ronnow, Director of Loan Operations; Cynthia Peraza, Director of Single-Family Special Programs, Tennessee Housing Development Agency*

Learn about ways THDA partners with organizations: New Start Program, Blight Elimination Program, Repair Loan Program and Appraisal Gap Program.

## **104. Cultivating Corporate Sponsorships**

*Jenni Hargrove, Founder, nonprofitjenni.com*

Learn where to find corporate sponsors and how to locate good contacts. Discuss how to create a good fundraising packet with compelling information. Also, learn how to successfully engage their employees.

## **105. Cost of Home: Habitat's First National Advocacy Campaign**

*Audrey Johnston and Natosha Reid-Rice, Habitat for Humanity International*

Learn about Habitat for Humanity's first U.S. advocacy campaign and how, over the next five years, we are mobilizing our partners, our volunteers and community members across the country to find the solutions and help create the policies to improve home affordability for 10 million individuals. By participating in the Cost of Home campaign, you will not only be part of a nationwide movement. You will also be equipped to elevate the issue of home affordability, leverage the campaign for advocacy fundraising, raise your organization's profile among coalition partners and policy makers and engage community members in a new way and more. Cost of Home provides the opportunity to engage at a level that's right for your affiliated organization's current capacity and grow to a level that can be sustained far beyond the end of the five-year campaign.

## **106. Providing a Habitat HR Connection Across Tennessee, Part 1**

*Trina Brown Hyman, Senior Human Resource & Organizational Development Manager, Habitat for Humanity of Greater Memphis*

Are you an HR department of One; better yet a HR department of one with countless responsibilities unrelated to HR that pulls you in many, many directions. What kind of support would help you do your job(s) effectively and efficiently? How do you avoid re-inventing the wheel by seeking out resources? What are some HR best practices across the Tennessee? Let's talk about creating Habitat-HR connection and resources across Tennessee.

## **WORKSHOPS – SESSION 2**

**12:45-2:00 PM**

## **201. EEBA “Advanced Houses That Work”, Part 2 of 4, Foundations and Windows**

*Andrew Oding, Building Science Associate, Building Knowledge Canada*

How both foundations and windows have changed and how these two areas are important when trying to optimize performance and cost. A look at where technology is headed for windows and basements with respect to advanced comfort and moisture control

Learning objectives:

- The science and practicality of properly insulated foundation walls – the Final Answers
- Foundations as part of the system of houses and the basis for moisture control
- The new glazing options available to you & how you use them to optimize cost, energy and comfort
- Water management with every larger, more complicated window.

## **202. ReStore Road Warriors**

*Eric Allen, ReStore Development Consultant, Habitat for Humanity International*

ReStore donation pickup drivers are often thought of as entry-level employees, but they are, in fact, an extension of the development team. Trained properly, they could represent one of the affiliate's biggest opportunities for donor engagement. This session will cover the importance of our “road warriors,” along with best practices for hiring, training and managing.

## **203. Building Community and Passion through a Partnership with Rotary**

*Wendy McIlquham, Manger, Holston Habitat - Johnson City Restore*

How can one Habitat Affiliate and one Rotary club build 50 water cisterns in Northeast Brazil? Holston Habitat has done this and we will share the processes we discovered and the challenges we encountered during our Water for Life Project. We will also review the process for accessing Local, District and Global Rotary Foundation Grants. Did you know that volunteers who help you internationally are 40% more likely to become repeat donors? So, funding global activity via Rotary funds provides a low/no cost way to increase the intensity of local connections. Another benefit this project can have on your affiliate is that the grant money from Rotary can flow through as part of your tithe.

## **204. Social Media Success: Standing Out!**

*April Timko, Director of Marketing & Communications and Anna Wilt, Communications Coordinator, Knoxville Habitat for Humanity*

As nonprofits, we must stand out in the crowded world of social media, and doing so requires staying on top of the newest and most effective ways to navigate social media messaging. April and Anna will share best practices and examples of how Knoxville Habitat for Humanity uses social media tools to tell their stories, engage with potential and existing supporters and generate action. They'll discuss how to amplify your affiliate's social media in a way that promotes your brand and stands out in the everyday sea of memes and hashtags. You'll also review examples of unique campaigns and go back to your office with successful tactics that you can use.

### **205. Owner Occupied Repairs - Legal and Compliance Issues**

*Sonia Lee, Director, Affiliate Financial Services, Habitat for Humanity International*

Many affiliates have been surprised to learn that performing repairs and collecting payments for them over time are as regulated as home sales and mortgages. Join this session to see how compliance can easily be accomplished, often within existing policies and procedures, and learn about issues commonly regulated by state consumer protection laws and federal regulations. This foundation will help affiliates to determine appropriate program parameters, adopt policies and implement processes to carry out repairs for homeowners in their communities.

### **206. Charitable and Planned Giving**

*Daren Chamblee, Wealth Advisor, Hilliard Lyons Wealth Management*

How can nonprofits like Habitat take advantage of charitable giving and planned giving programs that allow their donors to get immediate tax breaks for their donation? With the new changes in tax law, many donors are cutting back on donations to nonprofits and many don't know about the ways that they can get immediate tax breaks - even IF they don't itemize! This workshop will address various ways for people to donate to Habitat, including wills, appreciated stock, retirement plans, life insurance plans, and some exciting plans such as Donor-Advised Funds (DAFs), and Required Minimum Distributions (RMDs). Did you know that the IRS requires persons age 70½ or older, to take required minimum distributions (RMDs) each year from their tax-deferred retirement accounts? It's time to educate your donors about these charitable giving programs and grab those donations!

### **207. Providing a Habitat HR Connection Across Tennessee, Part 2**

*Trina Brown Hyman, Senior Human Resource & Organizational Development Manager, Habitat for Humanity of Greater Memphis*

Are you an HR department of One; better yet a HR department of one with countless responsibilities unrelated to HR that pulls you in many, many directions. What kind of support would help you do your job(s) effectively and efficiently? How do you avoid re-inventing the wheel by seeking out resources? What are some HR best practices across the Tennessee? Let's talk about creating Habitat-HR connection and resources across Tennessee.

## **WORKSHOPS – SESSION 3**

**2:15-3:30 PM**

### **301. EEBA “Advanced Houses That Work”, Part 3 of 4, Walls and Roofs**

*Andrew Oding, Building Science Associate, Building Knowledge Canada*

Understanding how future codes are trending towards a total thermal effectiveness of wall and attic assemblies including the role and options for exterior insulation.

Learning objectives:

- Conditioned attics and the latest trends in conditioned, unvented attics – the Final Answers
- Which insulation system is best for your climate and your construction process?
- Code requirements and how to calculate and make decisions based on actual thermal effectiveness.
- Exterior cladding and creating the holy grail of vented rainscreens.

### **302. The Cost of Volunteer Labor in ReStores**

*Eric Allen, ReStore Development Consultant, Habitat for Humanity International*

Retaining great volunteers takes time, effort and investment. This session features video testimonials of ReStore volunteer experts from the field to encourage discussions on recognition, tools and other investments to help keep these valuable folks happy, engaged and dedicated to the mission and work of your store.



### **303. The Yin and Yang of Affiliate Operations: Why conflict exists (especially between finance and development) and how to leverage it to strengthen your affiliate**

*Ann Charles Watts, Dinsmore & Shohl LLP, Legal Counsel*

Healthy affiliates are full of people—volunteers, donors, staff, and homeowners, to name a few. And when people interact, conflict is inevitable. If your affiliate has experienced conflict, you're not alone. Take heart! Not all conflict is bad. This session will explore typical areas of tension in the lifecycle of an affiliate and offer practical strategies to address them. By the end, you will be able to differentiate between positive and negative conflict, apply simple techniques for managing tensions (regardless of your role), and identify opportunities for organizational growth stemming from interpersonal disputes. Successful affiliates know that human passion and commitment lie at the heart of almost every disagreement. Learn to harness those energies, and help your affiliate thrive.

### **304. Organizational Restructuring: Collaborations and Merger Explorations within HFH**

*Phillip Bridgewater, Senior Analyst, Strategic Restructuring Operational Excellence, Habitat for Humanity International*

This workshop will explore the reasons to consider and explore collaborations in general and mergers with another HFH affiliate in particular. Workshop will explore the HFHI Merger Process, due diligence factors and factors in not pursuing a collaboration or merger.

### **305. Maximize your use of MyHabitat: Knowledge Center, Yammer and HabitatLearns**

*Caitlin Lamb, Senior Knowledge Specialist, Habitat for Humanity International,*

Attendees in this session will participate in a demo of both the Knowledge Center and Yammer. Practical steps will be shared regarding managing Yammer profiles and notifications, as well as using search. Participants will obtain a clear sense of the architecture of information presented in the Knowledge Center. Learning resources available via HabitatLearns will also be highlighted. Participants can anticipate a hands-on interactive workshop with tips shared by peers and colleagues. Hear about new resources and features that are on the horizon. Participants will also have an opportunity to share input on features and capabilities they would like to see in future iterations.

### **306. Policy Handbook Adoption, Part 1 of 2**

*Sonia Lee, Director, Affiliate Financial Services, Habitat for Humanity International*

Affiliates must have a policy for Selection and Mortgage Origination; You asked for one and we listened! This session will walk through the policies in the handbook and provide tips on customizing it for your affiliate's operations.

## **WORKSHOPS – SESSION 4**

**3:45-5:00 PM**

### **401. EEBA “Advanced Houses That Work”, Part 4 of 4, Mechanical Systems**

*Andrew Oding, Building Science Associate, Building Knowledge Canada*

This segment will outline the 3 major technologies that can be used to meet the heating, cooling and ventilation comfort expectations of homebuyers in high performance homes. The session will also identify high efficiency hot water heating technologies that are now available to the industry.

Learning objectives:

- Advancements in variable output and zoned HVAC systems that meet the latest comfort expectations
- Planning for and defining your ventilation strategy for the next 3-7 years.
- Optimizing humidity levels in high-performance houses that have changing moisture levels using high SEER AC equipment that can still provide proper de-humidification
- Combustion Safety and depressurization for large, tight houses, how to put in large range hoods without compromising health, safety, performance"

#### **402. PSA's How to Plan and Execute a Public Service Announcement Radio Campaign**

*Rob Selkow, Executive Director, Habitat Montgomery County*

As a former radio guy, Rob Selkow will provide strategies and examples of how to take advantage of free publicity through local radio. He will share how his ReStore increased donations and customers in a short period of time.

#### **403. Raise More Money Through Innovative Donor Engagement**

*Angie Hatcher Sledge, Chief Development Officer, Knoxville Habitat for Humanity*

This workshop will be the best information dump on donor relations you've ever hear. You'll learn the latest and most innovative ideas for donor relationship building including the latest research from Penelope Burke (author of Donor Centered Fundraising), as well as numerous creative ways to breathe new life into your annual development plan in order to develop deeper relationships with your donors in FY20.

#### **404. Learn About the Habitat Mortgage Solutions Loan Origination Platform and Capital Markets Benefits**

*Daniel Gura, Director of Capital Markets and Financial Systems, Habitat for Humanity International*

Increased mortgage regulations, cost of land and building materials have dramatically increased the need of U.S. affiliates to efficiently and uniformly originate loans and also access capital and secondary markets. In response, HFHI, through Habitat Mortgage Solutions (HMS), recently became a Community Development Financial Institution, or CDFI, and has 1) created the HMS loan origination system Platform so that any affiliate can gain online access to help in the manufacturing process of a loan and 2) has been working with national lending and government partners to form creative partnerships to meet affiliates' capital needs. This session will provide an overview of the loan origination Platform and general capital and secondary markets, along with an in-depth look at the products that HFHI has created.

#### **405. Leadership Compass**

*Mary Welch, Senior Director of Affiliate Services, Habitat for Humanity International*

Learn to use a great tool in assessing the styles of board members and staff! This interactive session will enable attendees to understand at a higher level why they work the way they do, as well as identify skills and strengths to enhance.

#### **406. Policy Handbook Adoption, Part 2 of 2**

*Sonia Lee, Director, Affiliate Financial Services, Habitat for Humanity International*

Affiliates must have a policy for Selection and Mortgage Origination; You asked for one and we listened! This session will walk through the policies in the handbook and provide tips on customizing it for your affiliate's operations.

### **WEDNESDAY, JULY 17**

#### **WORKSHOPS – SESSION 5**

**8:30-9:45 AM**

#### **501. SENIOR TRUST GRANT AFFILIATES ONLY**

##### **Senior Trust/Aging in Place: Administration**

*Habitat for Humanity of Greater Memphis*

This session will cover disbursements and serve as a time for question and answers to your administrative needs.

### **502. Developing Your Home Care Manual**

*Mike Welch, Manager, Home Builders Blitz, Habitat for Humanity International*

Prepare your homeowners for success by providing a comprehensive Home Care Manual with each new home. Topics include regular maintenance, energy efficiency measures, home schematics, and special features. Session includes affiliate samples, template documents, and review session. Attendees are encouraged to bring any current versions in for discussion.

### **503. ReStore Donation Solicitation & Acquisition**

*Eric Allen, ReStore Development Consultant, Habitat for Humanity International*

This session walks through the process of soliciting and acquiring both corporate and residential donations, with increased focus on the donor experience.

### **504. Databasics – Tracking Donors, Volunteers and Partner Families**

*Samantha Shirley, Director of Business Development, Charityproud.org*

If you're a small or medium-sized affiliate looking for solutions to your data management puzzle, this session is for you! Samantha will share her expertise to help you understand where to begin with data essentials and best practices to track all of your donors, volunteers and partner families.

### **505. When Homeowners Die**

*Ann Charles Watts, Dinsmore & Shohl LLP, Legal Counsel*

How to prepare your affiliate and your homeowners for the inevitable and why it matters.

## **WORKSHOPS – SESSION 6**

**10:00-11:15 AM**

### **601. SENIOR TRUST GRANT AFFILIATES ONLY**

#### **Senior Trust/Aging in Place: Construction**

*Habitat for Humanity of Greater Memphis*

This session will walk through the assessment process and serve as a question and answer time for your construction team.

### **602. HFHI's Capacity Build Grant – Part 1 of 2**

*Donna Golden, Director, Government Grants & Lending, Habitat for Humanity International*

Need Staff? The Capacity Build Grant can provide funding for a high impact position at your affiliate.

Affiliates have successfully utilized this grant program to increase their capacity for almost 20 years.

This 2-part workshop will review the grant details, delve into the online application system and help your affiliate prepare a successful grant application for this competitive program. Pre course reading and preparation is required. Links to each will be shared once the session is confirmed.

**Session 1:** Focuses on the grant details and the online application system. Former affiliate grantees will share advice and attendees will learn to create effective job descriptions that meet grant requirements.

### **603. Understanding the S Curve in Organizational Development**

*Mary Welch, Senior Director of Affiliate Services, Habitat for Humanity International*

Learn the growth cycle of a Habitat affiliate and identify where the affiliate is in the growth process.

### **604. Creating Young Professional Groups**

*Jenni Hargrove, Founder, nonprofitjenni.com*

Learn how to bring young professionals in as volunteers, supporters and turn them into donors. Many nonprofits end up with older volunteers and retired folk. It's vital that we all keep adding the next generations – and learn what they want to get out of the experience and partnership.

### **605. Keys to Success – Educating our Families NOW and in the FUTURE**

*Regina Harvey, Financial Coach, Dominion Financial Management, Inc. and Ryan Harris, Homeownership Sustainability Manager, Habitat for Humanity of Greater Nashville*

A discussion on PRE & POST Purchase Education. Providing your homebuyers with the right kind of education before purchasing their home will ensure a smoother transition to becoming a successful homeowner. Once a homeowner, life happens – learn how other affiliates have set up programs to ensure homeowner stability.

### **606. ReStore Safety**

*Eric Allen, ReStore Development Consultant, Habitat for Humanity International*

This session will provide an overview of the 2019 ReStore Style Guide, including a deep dive on the use of global v. localized identifiers and a lengthy Q&A session to follow.

## **WORKSHOPS – SESSION 7**

**11:30 AM-12:45 PM**

### **701. SENIOR TRUST GRANT AFFILIATES ONLY**

#### **Senior Trust/Aging in Place Meeting, Mandatory for ED's.**

*Habitat for Humanity of Greater Memphis*

Meeting with Jim Shulman, Executive Director of TCAD; Charles Ferguson, General Counsel of TCAD; and Consortium Member, Dr. Jan Young, Executive Director of The Assisi Foundation of Memphis, Inc.

### **702. HFHI's Capacity Build Grant – Part 2 of 2**

*Donna Golden, Director, Government Grants & Lending, Habitat for Humanity International*

Need Staff? The Capacity Build Grant can provide funding for a high impact position at your affiliate. Affiliates have successfully utilized this grant program to increase their capacity for almost 20 years. This 2-part workshop will review the grant details, delve into the online application system and help your affiliate prepare a successful grant application for this competitive program. Pre course reading and preparation is required. Links to each will be shared once the session is confirmed.

**Session 2:** Focuses on the work plan goals and action plans. These make up the 3-year plans required for the grant. After this session affiliates will have a great start on the toughest part of the application.

### **703. Construction Round Table**

*TBD*

Bring your experiences to share and learn from your peers.

### **704. ReStore Round Table**

*Casey Clark, ReStore Manager, Upper Cumberland Habitat ReStore*

Let's identify what works best for each of us and discuss top challenges.

### **705. Homeowner Services Round Table**

*Angie Ezell, Family Services Director, Rutherford County Area Habitat for Humanity*

This is a great time to share with your peers what you've been success with and what struggles you may be experiencing.

### **706. Volunteer Round Table**

*TBD*

Come share your volunteer successes and challenges with your peers. We can all learn from each other.

## Conference Hotel

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Our Conference hotel, Doubletree by Hilton is full.



I just signed a contract with another hotel - **Home2 Suites by Hilton.**

The rate is \$109, includes breakfast. They offer king suites and no doubles.

Tru2 and Home2 are connected and you can eat breakfast at either one.

### **Home2 Suites by Hilton Murfreesboro**

909 N Thompson Lane, Bldg A

Murfreesboro, TN 37129

(615) 895-2929

### **Booking Link:**

[https://secure3.hilton.com/en\\_US/ht/reservation/book.htm?inputModule=HOTEL&ctyhocn=MBTH THT&spec\\_plan=CHTH4H&arrival=20190714&departure=20190717&cid=OM,WW,HILTONLIN K,EN,DirectLink&fromId=HILTONLINKDIRECT](https://secure3.hilton.com/en_US/ht/reservation/book.htm?inputModule=HOTEL&ctyhocn=MBTH THT&spec_plan=CHTH4H&arrival=20190714&departure=20190717&cid=OM,WW,HILTONLIN K,EN,DirectLink&fromId=HILTONLINKDIRECT)

or you can call the hotel direct and ask for the Habitat for Humanity Block.

**Reservations must be made by July 5<sup>th</sup>!!!**

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## Conference Venue: New Vision Baptist Church

### *New Vision Baptist Church*

*1750 N. Thompson Lane, Murfreesboro, TN 37129-6061*

*615-895-7167*

<http://www.newvisionlife.com>

