

# ASSET



Preservation of Affordable Housing

# MANAGEMENT

We believe in **proactive** asset management.

We focus on **long term stewardship** - physical, financial, and policy advocacy opportunities.

We are **innovative** - leveraging technology, advancing analytics and piloting new practices to maximize the value of the POAH portfolio.

## TRANSACTIONAL ASSET MANAGEMENT

This includes recapitalizing assets, refinancing debt, completing property workouts, negotiating limited partner exits, renewing subsidy contracts, applying for grants and more.

## TRADITIONAL ASSET MANAGEMENT

includes monitoring asset performance, conducting site visits, reviewing operating budgets and capital plans. It also includes managing relationships with lenders and syndicators and implementing strategies to mitigate back-end exposure of negative capital accounts.

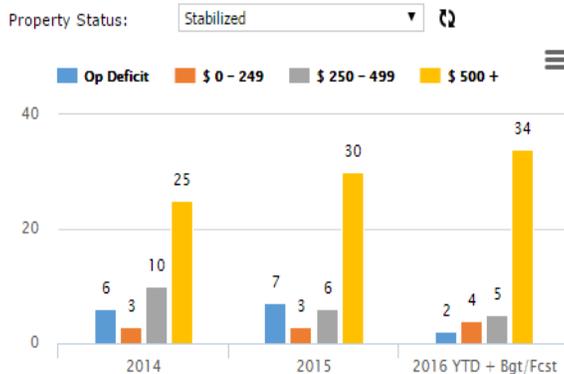
**EXAMPLE:** POAH is in the process of refinancing a property our development team closed just two years ago to realize \$73,000 in annual debt savings capitalizing on a FHA rule change and a better interest rate.



**PORTFOLIO PERFORMANCE & ANALYTICS:** This includes reporting of property and portfolio performance and trends, developing analytics systems and tools and completing targeted ad hoc property and portfolio-level analyses.

**EXAMPLE:** Every year the Asset Management team proactively reviews and projects out capital account balances to see how many years we are away from a partner's capital account going negative. We then come up with strategies to mitigate the back-end exposure for any assets that are projected to go negative in the coming five years. In 2017 the team executed two reallocations of losses that will put capital accounts close to zero in the year of limited partner exit.

### Operating Cash Flow per Unit - Property Counts



**EXAMPLE:** The Asset Management team builds tools, streamlines processes and develops analytics for all departments at POAH to facilitate data-based decision making, drive consistency and improve oversight. For example, a portfolio dashboard allows instant views of performance rankings of assets in the portfolio across 20 key performance indicators.

YEAR	ENDING BALANCE	LP CAPITAL ASSET
2004	\$757,842	
2005	\$1,119,625	
2006	\$975,554	
2007	\$830,715	
2008	\$672,122	
2009	\$506,011	
2010	\$371,367	
2011	\$225,702	
2012	\$116,827	
2013	\$1,144	
2014	\$(238,212)	
2015	\$(389,716)	
2016	\$(189,496)	
2017	\$10,724	

**INTERVENTION:** Specially allocated losses so LP gets tax gain instead of tax loss to put LP in position for an early exit when near zero.