

EXPERIENCE OVERVIEW / BIOGRAPHY

Robin Dunnington brings over 25 years of multi-family housing experience to provide advice to affordable housing clients. As a financial advisor to HUD's Office of Affordable Housing Preservation since 2000, she has been heavily involved in all aspects of the underwriting for the properties going through the Mark-to-Market program. Robin provides quality assurance and reality checks on the underwriting aspects of the restructuring plans submitted to HUD for approval. She trains in market rent determinations, expense underwriting and long-term capital needs planning, with recent focus on incorporating green energy and environmental aspects into the underwriting. As an associate with the Compass Group, she has provided hands-on financial and operational analysis and recommendations for a variety of stakeholders in the affordable multifamily housing industry. Clients include multifamily regulatory agencies, housing owners, managers, and capital sources. Issues include legislative and regulatory policy, debt and equity finance, asset management and property management for elderly and family, affordable and conventional housing.

FIELDS OF SPECIALIZATION

- Multifamily housing underwriting
- Multifamily asset management
- Affordable housing finance
- Multifamily property management
- Green multifamily rehab and operations

PROJECT EXPERIENCE

Finance Advisor to HUD's Office of Affordable Housing Preservation (OAHP) 2000-Present
Review and analyze refinancing plans (800 plus) for quality assurance in the Mark-to-Market program. As Senior Underwriter, tackle the most challenging multifamily restructure plans including tax credits, various FHA loans, additional funds, and TPA. Advise senior management on appeals and quality control. Train junior underwriters on financial modeling, policies and procedures. Research and compile data on affordable housing comparables based on location, project characteristics, and historic performance. Knowledgeable across entire country with multiple markets, loans and affordable housing project types. Coordinate with HUD Preservation, Asset Management and Production staff; Participating Administrative Entities (PAEs), developers, and lenders.

Advisor to OAHP's Green Initiatives and Green Retrofit Program, 2007-Present
Developed and conducted training in new energy and environmental initiatives in the Office of Affordable Housing Preservation's green programs. Incorporated knowledge gained from my LEED for New Construction and LEED for Homes training into the underwriting decision making process for

loans and grants for green physical improvements. Heavy focus on payback analysis and utility savings calculations.

Information Resource Team for HUD's Office of Public and Indian Housing Asset Management Division 2009-Present

Research and compile feature articles and news summaries for the electronic newsletter, generally published monthly. Interview public housing authority executives to produce stories on how conversion to the new asset management is progressing or on other topical issues such as capital investment.

Multifamily Portfolio Revitalization Program, USDA Rural Development, 2007-2008

Providing technical support on underwriting of Section 515 direct rural housing loans that receive interest credit subsidy. Many of these properties also receive rental assistance for eligible tenants. .

District Manager NHP Property Management 1987-1997

Supervised large MF Section 8 and moderate income portfolio including HUD, state financed and Rural Housing assets. Trained in budgets, financial management, long-term capital needs analysis, regulatory policy, marketing, human resources topics, and motivation. Received award for best performing district office.

Asset Manager and Underwriter NHP 1981-1987

Three years affordable housing MF new construction and substantial rehab underwriting and presentation to loan committees. Three years asset management portfolio management for over 80 properties from west coast to east, Great Lakes to Puerto Rico. Interacted with regulatory agencies, general partners, management agents; analyzed financial performance; approved budgets and loans/repayments.

EMPLOYMENT HISTORY

Compass Group, LLP	Senior Associate	1999–Present
NHP, Incorporated	District/Asset Manager, Underwriter	1981-1997

EDUCATION

Virginia Polytechnic Institute, MBA Courses
Colgate University, BA
Teacher Certification, State of New York
Institute of Real Estate Management Courses
Maryland Real Estate Commission, Salesperson Exam Passed

RECENT CONFERENCES

Green Homes and Sustainable Communities Conference, Boston, August 2009

PROFESSIONAL AFFILIATIONS

LEED Accredited Professional, New Construction, 2008

US Green Building Council, NY Upstate Chapter

Enterprise Green Communities, Team Member