

# NPC NYS Annual Conference

October 19, 2018

Derrick A. Lovett, President/CEO  
MBD Community Housing Corp.



# What Are Your Marbles Worth?

- After systems have outlived their usefulness, it may be time for major capital repairs.
  - Commence a Capital Needs Assessment.
- How and what type of restructure is best.
- You also need to be realistic about your capacity, skillset, and value added.
- You may need to Joint Venture.
  - Ensure it is someone you can work with.
  - Someone that will not take all the meat off the bone.
- At the end of the day, they are still your marbles.



# WHAT DO I DO??!?!?!?!?!?!?!?!?!?!?

- Pick an “A-Team”
  - Attorney
    - Do not sign anything without your attorney
  - Co-Developer
    - Do your home work
      - Do you get along
      - Are you valued
  - General Contractor
  - Architect
  - Financial Institution
  - Possibly, Technical Assistance provider



# WHAT COULD POSSIBLY GO WRONG?????



- Nobody Loves Me!!!!
- If the property is not managed correctly
  - Violations... Compliance Issues...
  - DEATH BY 8823!!!!!!!!!!!!!!!!!!!!
- If you take your eye off the prize
  - Where the heck was my asset management???

# WE CLOSED!!!! NOW WHAT???????



- Next Year 15 (“NY15”) refinancing starts now.
- Ensure you understand your road map (Pro-forma)
  - You must operate within the projected income and expenses.
  - How do you beat your own projections.
- How are you managing your property
  - Self-manage...or third-party
- How are you managing your assets
  - An important task, usually underrated.

# GOOD STEWARDS

Good Intentions should be met by solid planning, execution, and a strong team.



# Contact Information

Derrick A. Lovett

[DLovett@mbdhousing.org](mailto:DLovett@mbdhousing.org)

347-226-2481

# Derrick A. Lovett



Mr. Derrick Lovett is currently the Executive Director at MBD Community Housing Corporation, a 501c3 multi-faceted Bronx-based community development agency, dedicated to preserving and creating affordable housing. During his seven-year tenure as President, he closed on over \$250 million of MBD rehabilitation deals.

Prior to MBD, Mr. Lovett was a tenured banker with over 25 years of service in the finance industry as VP at JPMorgan Chase, and Citigroup. He has vast experience in all types of commercial credits. He was responsible for the origination, underwriting, and portfolio management of all types of commercial real estate loans. Mr. Lovett managed a \$500 million portfolio, and negotiated \$250 million in construction and permanent financing in his last year as a banker alone.

Mr. Lovett has worked extensively with almost all Federal, State, and City agencies involved in low-to-moderate and middle income housing. He has been involved in underwriting very complex financial structures that have included various government subsidies, low income housing tax credits, and bond financing, and has produced innovative financing packages for a variety of MBD's projects.

Mr. Lovett is well known to many non-profit housing organizations and for-profit developers throughout the city. He is a dedicated New Yorker, who cares about his community, and serves on boards of non-profit groups during his spare time.

In his early career, Mr. Lovett served in the United States Marine Corps, from 1980 to 1983, and was deployed to Korea and Japan.