2020 BUYER'S GUIDE

Our annual directory of manufacturers, suppliers and service providers specializing in housing and community development.
Welcome to the 2020 Buyer’s Guide, a directory of manufacturers, suppliers and service providers who specialize in fulfilling the needs of the housing and community development (HCD) industry. The Journal of Housing and Community Development does not endorse any product or service offered by the companies listed, but does advise that you use the guide to search for vendors who are familiar with the particular needs of HCD organizations.

NOTE: NAHRO is not responsible for errors or omissions in this Buyer’s Guide.

Advertisers in this issue are listed in RED TYPE. Members of the NAHRO Business Partners Council (BPC) — NAHRO member companies that specialize in serving the HCD market — are identified by a arrow (↑) symbol that appears on the first line of the listing.
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CONTACT: Brian Alten CPA, CEO
EMAIL: balten@bdo.com
WEBSITE: www.asherco.com

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280 Hillside Ave.
Needham, MA 02494
PHONE: (781) 444-6530
CONTACT: Teresa A. Ewald, CEO
EMAIL: office@feacpa.com

» Kubas Keller Associates
1719 Leon Dr.
Hatfield, PA 19440
PHONE: (215) 416-6798
CONTACT: Roman Kubas
EMAIL: rkubas@verizon.net
WEBSITE: www.phaconsulting.com

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Loucks & Schwartz
P.O. Box 501
Nappanee, IN 46550
PHONE: (574) 773-2321
EMAIL: rick@louckscpas.com

» The Michaels Development Company
3 E. Stow Road
P.O. Box 994
Marlton, NJ 08053
PHONE: (856) 596-5817
EMAIL: bgreer@themichaelsorg.com

» Urlaub Accounting and Computer Services
P.O. Box 2663
Ada, OK 74821
PHONE: (580) 332-4802
CONTACT: Ronald Urlaub CPA, CEO
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» Aprio
5501 Highway 280
Suite 201
Birmingham, AL 35242
WEBSITE: www.aprio.com

» Barrale Renshaw Sailor Khan
1034 South Brentwood Blvd.
Suite 1305
St. Louis, MO 63117
PHONE: (314) 725-3308
FAX: (314) 725-6308
CONTACT: Evelyn Robinson
EMAIL: lou.barrale@brskcpa.com
WEBSITE: www.brskcpa.com

Barrale Renshaw Sailor Khan LLC is a full-service CPA firm located in St. Louis that has specialized in public housing authority auditing since 1984. The firm is licensed in five states and practices in the Midwest and Southern regions of the United States. The current staff has close to a half century of combined experience in public housing authority auditing with Barrale Renshaw Sailor Khan alone. We offer outstanding value for your PHA auditing needs.

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Suite 3
Aberdeen, SD 57401
P.O. Box 1270
PHONE: (605) 229-0180, Ext. 105
CONTACT: Rich Galbraith
EMAIL: Rich@ram.solutions

RAM was established in 1974 with the focus of providing fee accounting solutions to housing authorities. Over the last 40-plus years, our mission hasn’t changed much, but we have grown to offer software and management solutions as well.

» Emphasys Software
308 State St.
Suite 9
Petoskey, MI 49770
PHONE: (231) 347-8787
CONTACT: Greg Gagnon
EMAIL: ggagnon@emphasys-software.com
WEBSITE: www.emphasysPHA.com

For over 35 years, Emphasys Software has been providing management software and services to public housing agencies of all sizes. Emphasys products help organizations streamline daily business processes and improve productivity through automation. Our complete software suites and services include solutions for areas such as Housing Choice Vouchers, LIPI, inspections, reporting, wait list, financials, PBA/asset management, web-based technologies and information products.
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PHONE: (321) 757-2020
CONTACT: Brian Nemeroff, CPA, CEO
EMAIL: nemeroff@bermanhopkins.com
WEBSITE: www.bermanhopkins.com
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PHONE: (321) 757-2020

A full-service CPA firm providing expertise in auditing and special services for housing authorities, including compliance, control, fraud, forensic and project-based asset management.

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CONTACT: Shannon Breuer
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Our affordable housing professionals can help you thrive, whether you’re an investor, syndicator, nonprofit, state or local housing agency, or other. We offer a wide variety of services, including consulting, property compliance, asset management, debt restructuring, audits, the Low Income Housing Tax Credit and the Historic Tax Credit.

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CONTACT: Angie Campbell
EMAIL: acampbell@hawkinsashcpas.com
WEBSITE: www.HawkinsAshCPAs.com

Hawkins Ash CPAs provides auditing and fee accounting services to housing authorities across the country. We can also assist with HUD reporting such as VMS and REAC submissions.

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PHONE: (574) 233-2119
CONTACT: Andrew Gronkowski
EMAIL: agrontkowski@forumarchitectsllc.com
EMAIL: whentschel@forumarchitectsllc.com
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» SGB Architects LLC
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Bossier City, LA 71112
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CONTACT: Arthur J. Schuldt, Jr., CEO
EMAIL: art@sgba.com
WEBSITE: www.sgba.com

SGB Architects LLC has been designing affordable housing for public housing authorities across the country since 1982. Our program expertise includes mixed-finance, RAD and LIHTC.

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CONTACT: Newby Walters
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EMAIL: jeff@brownstoveworksinc.com
WEBSITE: www.brownstoveworksinc.com

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St. Charles, IL 60174
PHONE: (630) 779-9017
CONTACT: Nick Ernst
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in 1996. The firm currently provides website services for housing authority clients across the United States. Brooks Jeffrey's talented team of artists, writers, designers and web programmers has created hundreds of successful web solutions including custom solutions specifically to address the needs of housing authorities. Mobile-friendly, responsive website designs with interactive property maps, online forms, notifications to subscribers via text and/or email, social media integration, password-protected HA staff portals and easy-update content management systems (CMS) allow you to provide information, tools and resources 24/7 to your housing authority clients, staff and the public. Brooks Jeffrey can also assist with logos, branding and printed materials to provide a professional, integrated marketing strategy for your housing authority. Contact us to view demo websites, work examples and references.

» Designing Success
700 W. Hillsboro Blvd.
Suite 3-205
Deerfield Beach, FL 33441
PHONE: (954) 457-3330
EMAIL: sam@designingsuccess.us
WEBSITE: www.designingsuccess.us

Designing Success developed and markets Tracking At-A-Glance® (TAAG), a user-friendly, web-based case management and performance tracking software program. We help track your clients from recruitment through program completion. TAAG is used to track housing programs like FSS, HOPE VI, Moving to Work and ROSS. We offer a Grant Module, where housing authorities can create their grants and track actual against projected goals and milestones. We have developed a relocation module that automatically calculates replacement housing payment (RHP) under the URA and Section 104(d). We were recently endorsed by the American Association of Service Coordinators for tracking their members’ Family Self-Sufficiency Programs.

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For over 35 years, Emphasys Software has been providing management software and services to public housing agencies of all sizes. Emphasys’ products help organizations streamline daily business processes and improve productivity through automation. Our complete software suites and services include solutions for areas such as Housing Choice Vouchers, LIPH, inspections, reporting, wait list, financials, PBA/asset management, web-based technologies and information products.

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Boca Raton, FL 33431
PHONE: (561) 362-1099
CONTACT: Dominic Muttillo, CEO
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Since GoSection 8’s inception in 2004, our Rent Reasonable, web-based software has performed more than one million certifications. GoSection 8 also supplies comparable data and a landlord listing service and housing locator.
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SACS Software offers a complete software solution for housing authorities. Our
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CONTACT: Jennifer Kelly
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WEBSITE: www.mrsoftware.com

MRIs industry-best software for managing a variety of funding programs for public
housing authorities and city and state housing agencies, including HCV, MTW
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Yardi® develops and supports industry-leading compliance, accounting and
property management software for all types and sizes of public housing agencies. Yardi
solutions streamline compliance with Public Housing, Housing Choice Vouchers, HUD
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CONSULTANTS

» Applied Real Estate Analysis Inc.
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Applied Real Estate Analysis (AREA) Inc. is a multidisciplinary real estate consulting firm offering a wide range of professional consulting services and expertise to its clients. Prime among the services offered are: community development and revitalization strategy design and evaluation; housing program planning and design; fiscal and economic impact studies; transportation related analysis; site-specific market and financial feasibility analysis; land management, real estate portfolio evaluation; and flat rent studies. AREA’s senior staff has conducted research, analysis and program policy development for public and private sector clients throughout the United States. Our clients include developers, commercial and service firms, government agencies at all levels, and other profit and not-for-profit organizations.

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2309 S. MacDill Ave.
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CVR Associates is a full-service management consulting firm specializing in providing management solutions to affordable housing programs. Our professional staff includes former executive directors and senior level staff of PHAs, comptrollers, CPAs, attorneys, urban planners, architects, engineers, property appraisers, construction managers and information systems specialists whose backgrounds provide us the insight to assess program and agency-wide operations holistically. This multidisciplinary approach ensures CVR clients receive creative, yet practical, solutions that are grounded in the realities of the current affordable housing methods to assess operations and provide solutions to our clients that ensure program compliance with HUD regulations. We specialize in providing management solutions for affordable housing programs, including the Housing Choice Voucher program, mixed-finance development, modernization and capital funds, and public housing. Services include technical assistance, program management, strategic planning, inspection services, operational assessments, process improvement, training, construction management, improved asset management practices and technology solutions.

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7501 Wisconsin Ave.
Suite 705E
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EMAIL: lucie.du@duassoc.com

A professional consulting firm, founded in 1996, that provides asset management, underwriting, legislative and other consulting services to the affordable housing industry.

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Hawkins Ash CPAs provides auditing and fee accounting services to housing authorities across the country. We can also assist with HUD reporting such as VMS and REAC submissions.

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WEBSITE: www.hdl.org

A nationwide, nonprofit membership organization that serves as a legal resource to local housing and redevelopment agencies and their counsel. HDL provides a wide variety of services in support of its
members including period publications, legal educational conferences, on-site training; one-on-one legal counseling and assistance, useful form documents and policies, an active list serve and amicus curia appearances.

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EMAIL: amykell@kellconsulting.com
WEBSITE: www.kellconsulting.com

Kell Consulting LLC prepares high quality, competitive, and fundable federal grant applications to HUD and others. Through the company’s efforts, PHA clients have been awarded nearly $160 million in grant funds alone — not including leveraged resources or matching funds. Funds have supported Choice Neighborhoods, HOPE VI, ROSS, FSS and other initiatives.

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WEBSITE: www.mrgatl.comcastbiz.net

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» National Facility Consultants Inc.
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NFC has almost 30 years’ experience providing a broad range of consulting services to over 450 affordable housing providers across the nation. With experience in strategic and agency planning, operational improvements, policy development, energy services, construction management, general consulting, and staff and board training, NFC has the expertise to provide professional services to address any issue facing an affordable housing organization today. NFC is a leader in performing physical needs assessments (including GPNA and RAD PCAs), conducting energy audits, and developing property-specific utility allowances. NFC strives to complete every engagement in an individual, creative and professional manner to meet the specific needs of each individual client.

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» The Schiff Group
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Providing services regarding real estate development, strategic planning and portfolio repositioning, human capital development, and Choice Neighborhoods planning and implementation services. EJP provides consulting services to housing agencies and their partners nationwide. These include: strategic planning; portfolio assessment and repositioning; comprehensive neighborhood planning; Choice Neighborhoods Initiative (CNI) planning and implementation; Rental Assistance Demonstration (RAD) conversions; mixed-finance development; relocation and human capital planning; and implementation; and training and capacity building. EJP works with clients that self-develop and those who partner with private developers.

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EMAIL: david@lansinghp.net
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D3G is a full-service environmental, engineering and energy due diligence firm specializing in affordable housing and health care.

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NFC has almost 30 years of experience providing a broad range of consulting services to over 450 affordable housing providers across the nation. With experience in strategic and agency planning, operational improvements, policy development, energy services, construction management, general consulting, and staff and board training, NFC has the expertise to provide professional services to address any issue facing an affordable housing organization today. NFC is a leader in performing physical needs assessments (including GPNA and RAD PCAs), conducting energy audits, and developing property-specific utility allowances. NFC strives to complete every engagement in an individual, creative and professional manner to meet the specific needs of each individual client.

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Our affordable housing professionals can help you thrive, whether you’re an investor, syndicator, nonprofit, state or local housing agency, or other. We offer a wide variety of services, including consulting, property compliance, asset management, debt restructuring, audits, the Low Income Housing Tax Credit and the Historic Tax Credit.

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Suite 25
Seattle, WA 98101
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Minneapolis, MN 55402
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R4 Capital is a nationwide affordable housing tax-credit syndicator, lender, and asset manager. Since 2012, R4 Capital has raised and manages more than $2.6 billion of LHTC equity from more than 83 institutional investors in 18 multi-investor funds and 10 proprietary funds. In 2016, R4 Capital launched R4 Capital Funding, a tax-exempt lending business that provides mortgage capital for affordable multifamily housing properties. Since inception, R4 Capital Funding has closed over $850 million of tax-exempt debt. Learn more: r4cap.com.

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PHONE: (202) 248-1967
CONTACT: Rhae Parkes
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WEBSITE: www.ejpconsultinggroup.com

Providing services regarding real estate development, strategic planning and portfolio repositioning, human capital development, and Choice Neighborhoods planning and implementation services. EJP provides consulting services to housing agencies and their partners nationwide. These include: strategic planning; portfolio assessment and repositioning; comprehensive neighborhood planning; Choice Neighborhoods Initiative (CNI) planning and implementation; Rental Assistance Demonstration (RAD) conversions; mixed-finance development; relocation and human capital planning and implementation; and training and capacity building. EJP works with clients that self-develop and those who partner with private developers.

HOUSING/COMMUNITY DEVELOPMENT CONSULTANTS

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WEBSITE: www.quadel.com
Quadel Consulting is a leading national expert in public housing. Housing Choice Voucher programs, Section 8 Multifamily Contract Administration, Low Income Housing Tax Credit Program and HUD’s Rental Assistance Demonstration program. With over three decades of experience, our affordable housing clients benefit from diversity of our experience and deep knowledge of housing programs. Quadel is the national leader in affordable housing consulting, training and outsourced management with comprehensive understanding of Public Housing, HCV, RAD, HUD-Assisted Multifamily and Low Income Housing Tax Credit programs.

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PHONE: (614) 891-3606
CONTACT: Saul Himmelstein, CEO
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WEBSITE: www.nanmckay.com

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CONTACT: Isaiah Norris
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WEBSITE: www.norrisconsultinganddevelopment.com

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PHONE: (800) 432-1541
CONTACT: Bob Williams
EMAIL: events@cscsw.com
WEBSITE: www.cscsw.com

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» Troutman Pepper
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Troutman Pepper’s affordable housing and community development lawyers are seated within the firm’s esteemed 110-lawyer Multifamily Finance group and practice exclusively in the field of public/private affordable housing, including development, finance and regulation. These attorneys have extensive experience in the varied legal disciplines necessary to both successfully counsel clients in affordable housing development and operations utilizing all available state and Federal housing programs, and to address HUD-related statutory and regulatory concerns. Troutman Pepper’s affordable housing lawyers are utilized in almost every state in the nation, as well as in Puerto Rico and the U.S. Virgin Islands, and several have served with HUD and with the nation’s most respected housing authorities. These attorneys combine their skills to assist public housing agencies, national and local nonprofit entities, lenders, mortgage and investment bankers, managers, contractors, underwriters, developers and mortgage insurance companies. They have earned the experience necessary to advise clients in complex financing and development techniques and the federal guidelines by which they are governed.

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» CGI Federal
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#704
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PHONE: (212) 232-2924
CONTACT: Marybeth Carragher
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WEBSITE: www.cgi.com/affordablehousing

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Novogradac & Company LLP is a certified public accounting firm. The Novogradac organization consists of affiliates and divisions providing professional services that include accounting, auditing, taxation, litigation support, valuation and consulting. The organization maintains clients in a broad range of industries to public housing authorities, nonprofit organization and real estate developers and syndicators. Novogradac works extensively in the affordable housing, community development, historic preservation, opportunity zones and renewable energy fields, providing tax, accounting, audit, valuation and consulting services to affordable housing developments. Novogradac also provides Rental Assistance Demonstration (RAD) consulting services to a variety of public housing authorities and nonprofit organizations.

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CONTACT: Cynthia Clark
EMAIL: cynthia@ncrcredit.com

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PHONE: (866) 630-6400
CONTACT: Amanda R. Grice
EMAIL: amanda@onlineis.com
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PHONE: (215) 253-4006
WEBSITE: www.housingaccreditation.org

» GreenTech Heat Solutions
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EMAIL: saul@theinspectiongroup.com
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WEBSITE: www.theinspectiongroup.com

UPCS inspection services; HQS inspection services; UPCS training; UPCS and HQS inspection software; REAC consulting; energy audits; physical needs assessments and utility allowance studies.

» Nan McKay & Associates Inc.
1810 Gillespie Way
Suite 202
El Cajon, CA 92020
PHONE: (800) 783-3100
CONTACT: Emily Frampton
EMAIL: eframpton@nanmckay.com
WEBSITE: www.nanmckay.com

With more than 35 years of experience serving housing authorities across the nation, Nan McKay & Associates (NMA) is widely known as the gold standard for performance excellence in the public housing and affordable housing industry. Founded in 1980, the woman-owned company is the industry leader in providing professional services to public housing agencies, with offices in San Diego, Chicago and Miami.

National Association of Housing and Redevelopment Officials
630 I St. NW
Washington, DC 20001
PHONE: (202) 289-3500
EMAIL: nahro@nahro.org
WEBSITE: www.nahro.org

The National Association of Housing and Redevelopment Officials (NAHRO) is the leading housing and community development advocate for the provision of adequate and affordable housing and strong, viable communities for all Americans, particularly those with low- and moderate-incomes. NAHRO offers its members a wide range of services including advocacy efforts, conferences, seminars, e-learnings and e-briefings, on-site training and technical service, certification, publications and more.

» Nelrod Company
3109 Lubbock Ave.
Fort Worth, TX 76109
PHONE: (817) 922-9000
CONTACT: Jeremy Spence
EMAIL: spencej@nelrod.com
EMAIL: info@nelrod.com
WEBSITE: www.nelrod.com

The Nelrod Company is a training and consulting company that assists agencies with such services as energy audits, physical needs assessments, utility allowance studies, rent calculations, fair housing trainings and much more.

WATER EFFICIENCY SERVICES

» Navien
20 Goodyear
Irvine, CA 92618
PHONE: (315) 559-8504
FAX: (949) 420-0460
CONTACT: Jeff Oliver
EMAIL: Jeffrey.oliver@navien.com
WEBSITE: www.navien.com

We manufacture condensing tankless water heaters, condensing combi- boilers and condensing boilers.

WINDOWS AND DOORS

» Lansing Housing Products Inc.
P.O. Box 385
331 N. Platt St.
Lansing, IA 52151
PHONE: (563) 538-4224
CONTACT: Dave Monserud
EMAIL: dave@lansinghp.net
WEBSITE: www.lansingHP.net

Lansing Housing Products is a U.S. manufacturer of heavy duty security screen doors, security storm doors, safety screens, and security screens. We have a wide range of steel doors with features to reinforce the door’s strength at an affordable price. Custom manufactured to withstand the use and abuse associated with being installed on multifamily housing. Keep intruders out and kids in with our robust Tough Tek Metals® Screens, designed to lower maintenance costs while increasing security. We pride ourselves on our ability to provide excellent customer service, quality, attractive and innovative products.
» RUSCO Manufacturing Inc.
180 Willmott St.
P.O. Box 668
Cobourg, ON K9A 4R5
PHONE: (800) 787-2620
CONTACT: Robert Young
EMAIL: sales@ruscomfg.com
WEBSITE: www.ruscomfg.com

Rusco Manufacturing Inc. has been supplying to public housing for over 80 years. Our strength is steel, and we manufacture steel and aluminum screen doors, storm doors, steel and aluminum security screens. We manufacture one of the strongest and most energy-efficient insulated entrance doors for new construction or replacement in public housing.

Social Security Administration
6401 Security Blvd.
Baltimore, MD 21235
PHONE: (410) 966-5556
CONTACT: Lyssa Hargrove
EMAIL: Lyssa.Hargrove@ssa.gov

Social Security has provided financial protection for our nation’s people for over 80 years. Chances are, you either receive Social Security benefits or know someone who does. With retirement, disability and survivors’ benefits, Social Security is one of the most successful anti-poverty programs in our nation’s history. We are passionate about supporting our customers by delivering financial support, providing superior customer service, and ensuring the safety and security of your information — helping you secure today and tomorrow. One of our priorities is getting you secure access to the information you need when, where and how you need it. Whether it is in person, over the phone or through your personal mySocialSecurity account, we are committed to providing superior customer service to put you in control.

OTHER

LDG Development
1469 S. Fourth St.
Louisville, KY 40208
PHONE: (502) 638-0534
WEBSITE: ldgdevelopment.com

LDG Development is an award-winning multifamily housing developer that has created almost 10,000 units of affordable housing for active seniors and families who have sacrificed income for service. Headquartered in Louisville, Kentucky, LDG prides itself on providing high-quality, first-class housing for the residents and communities it serves. LDG has developments in eight states including Texas, Kentucky, Georgia and Louisiana and, in 2017, was identified as the country’s top developer of affordable housing.

» StoveTop FireStop
200 Greenleaf St.
Fort Worth, TX 76107
PHONE: (817) 872-1500
CONTACT: Carter Shackelford
EMAIL: cshackelford@stfs.com
WEBSITE: www.stovetopfirestop.com

StoveTop FireStop is the brand to trust for automatic cooking fire suppression in residential kitchens. Our products have been successfully suppressing unattended cooking fires since 1972. Simply hang our easy-to-install units directly above your stove, and if a fire occurs, STFS takes care of the rest. Save lives, save money, save properties. Trust the original.
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Contact us today to strategize your next transaction.

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949 438 1056 | cbannister@R4cap.com

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