

Directions to:
Greenhill Towers
27 Mount Vernon St.
Worcester, MA 01605
(508) 755-6062

From the East:

Take the Mass Pike to Exit 10A Rt 146 and follow to Rt 290 East.

Take Exit 17, Rt 9 East, take a right at the top of the ramp.

Take the first left after the hospital onto Hooper St. and follow to the end of the road.

From the West:

Mass Pike to Auburn Exit. Take 290 East, then follow the above directions.

From the South:

Rt 146 North to 290 East and then follow the above directions.

From 495 North or South:

Take 290 West to Exit 18 Rt 9.

Go left at bottom of ramp onto Lincoln St.

Take a right at next intersection onto Catherine St.

At the second stop sign go left on to Hooper St.

Continue to end of road.

For more training information, visit our website at www.neahma.org
Phone: 781-380-4344
Fax: 781-380-4842
julie.kelliher@neahma.org



NEAHMA
400 Washington Street, Suite 210
Braintree, MA 02184

Save the Dates!
Annual Conference and Trade Show, Norwood,
MA—October 28, 2010
A.J. Johnson Tax Credit Trainings, MA—
Intermediate Level - November 9, 2010
Advanced Level - November 10, 2010

neahma
NEW ENGLAND
AFFORDABLE HOUSING
MANAGEMENT ASSOCIATION

Annual Income Workshops

Greenhill Towers
27 Mount Vernon Street
Worcester, MA 01605

October 6, 2010

“Annual Income
Calculation workshops”

How to project annual income
and be in compliance with
HUD regulations

Presenter:
Sue Johnson, The Success Group

www.neahma.org

Program Overview

Annual Income 101

Exhibit 5—1 of the 4350.3
Annual Income Inclusions, Exclusion Caps
Appendix 3: Verification of Annual Income
Annual Income Checklist
Whose Income is Included
Projecting Income Amounts
HUD Methods of Annualizing Income:
Regular Employment Income
Sporadic Employment Income
Alimony and Child Support: when to include
Annualizing Unearned Income Amounts
Unemployment, Social Security, SSI
Exercises

Annual Income 201

Adjustments to Annual Income after Prior Overpay-
ments
Lump Sum Payments Included as Annual Income:
Delays in Income versus Disputes in Income
Calculating Annual income from Real Estate:
Allowable Deductions
Calculating Income from a business:
HUD-permissible expenses from operating a
business
Anticipated Increases in Employment Income
Income from Training Programs
Zero Income
Exercises and Cases Studies

Please bring a calculator.

NEAHMA would like to thank
Cornerstone Corporation and the
staff at Greenhill Towers for
hosting this training

Agenda

Registration

8:30 am - 9:00 am

(Continental breakfast included)

Level 101

9:00 am - 12:00 pm

Lunch

12:00 - 12:30

Level 201

12:30 pm - 3:30 pm

Registration Info or Questions?
Call NEAHMA 781-380-4344

REGISTRATION FORM

Fax In Registration (781) 380-4842

Registration Deadline: October 1, 2010

MA Determining Income 101/201: October 6, 2010

Please complete a separate form for each registrant and
fax registration. Mail a hard copy along with your
payment to: NEAHMA, 400 Washington Street, Suite 210,
Braintree, MA 02184

Online payment option available at www.neahma.org

Registration Fees:

_____ Member \$ 269 _____ Non Member \$339

Name: _____

Title: _____

Management Co: _____

Property Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

E-mail: _____

Cancellation Policy:

There is a \$50 administrative fee for cancellation 15 working days prior to the course. After this date, fees are *non-refundable*. A substitute may be sent in the place of the registrant. Class space is limited; therefore your registration must be accompanied by full payment in order to confirm your space for this course.

Outstanding Collection Policy:

Payment for trainings and workshops are payable upon receipt. Registrants with outstanding balances that exceed 90 days will be suspended from attending future trainings and workshops until payment is received in full.

This organization complies with the Title III of the Americans with Disabilities Act (ADA). The site is accessible for individuals with disabilities and if a registrant requires special accommodations please contact the NEAHMA office at least ten days prior to the date of the course.