



## Lorna Fogg

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### EXPERIENCE

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#### **RTHawk Housing Alliance LLC**

2016 – Present

#### **Vice President, Finance & Development**

- Establishes and maintains relationships with clients, State Housing Finance Agencies, Tax Credit Equity Investors, and other members of the project's development team
- Prepares various applications for affordable housing needs, including the Low-Income Housing Tax Credit (LIHTC) program, and the Affordable Housing Program (AHP) administered by the Federal Home Loan Bank system
- Manages Investor and client relations during the application, credit reservation, closing, construction and final close-out of projects by facilitating communication, due diligence collection and traveling to meet clients onsite
- Facilitates the creation, collection and review of loan and legal documents, and assists with the procurement of third party services and reports during the project closing phase
- Coordinates the capital contribution draw process for projects during their construction phase
- Monitors program regulation changes at the State and Federal level

#### **VitalSpirit LLC**

2013 – 2016

#### **Partner**

- Developed and managed relationships with Tribal clients, Tribal advocacy groups, State allocating agencies and Elected Officials
- Worked with Tribal clients providing information regarding Affordable Housing Financing resources and Asset Management services for Tribal Affordable Housing projects
- Prepared applications for Federal and State funding sources, including Low-Income Housing Tax Credit (LIHTC) program, Affordable Housing Program (AHP), Indian Community Development Block Grant (ICDBG), and US Rural Development Agency
- Assisted Investors in understanding how the LIHTC program works with Tribal projects
- Worked with Tribal clients and LIHTC investors to complete due diligence, completed closing documentation, prepared draw requests and satisfied final pay/project closeout requirements

#### **Travois, Inc.**

2002-2013

#### **President, CEO**

- Previously served as Senior Vice President and Director of Housing Development for Travois, Inc., appointed President in 2008 and CEO in 2012
- Started at Travois when the company focused on finding funding for housing developments and was struggling with growth and revenue
- Helped develop additional Business units: Travois Asset Management, Travois New Markets, and others
- Increased revenue by two thousand percent
- Directly or indirectly responsible for assisting over 60 Indian Tribes in developing Low-Income Housing Tax Credit (LIHTC) projects resulting in more than 4,200 housing units and \$600,000,000+ in development costs.
- Assisted with devising strategies and securing \$180 million in New Markets Tax Credits (NMTC) which resulted in approximately \$900 million in Community Facilities, Health Clinics, Infrastructure, and other Businesses on Tribal Land
- Developed and mentored staff
- Established relationships with and communicated regularly with Syndicators and Direct Investors
- Marketed all Travois companies to Tribal clients through on-site Trainings
- Regularly presented at National and Regional Indian Country Conferences as Subject Matter Expert

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Fax: 877-659-2644



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### EXPERIENCE

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#### Director of Acquisitions

#### Raymond James Tax Credit Funds

1995-2002

- Worked from the ground up next to several seasoned Tax Credit Professionals for Raymond James, a leading Tax Credit Syndicator with projects on or near Indian Reservations
- Experience included: underwriting, asset management, disbursements, and serving as both an Investor and client liaison
- Directly responsible for more than \$55 million in Equity Investments for Tribal Projects, which resulted in more than 800 new or rehabilitated housing units on Indian Reservations
- Experience also included non-Indian Country transactions and analysis of traditional underwriting criteria

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### EDUCATION

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Bachelor of Applied Science

Accounting

University of South Florida, 1995