



STATE OF THE HUB - Region IV

Staffing Update
Production & Processing by the Numbers
Concepts & Communication
Successes
Q&A

Moderator: Angela Folkers, Director, Berkadia

Panelists: Bonitta Smith, SE Region Center Director (Acting)
Jonathan Mosley, SE Region Production Division Director, HUD



Staffing Update

As of April 10, 2025





U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT

OFFICE OF MULTIFAMILY HOUSING

SOUTHEAST REGION



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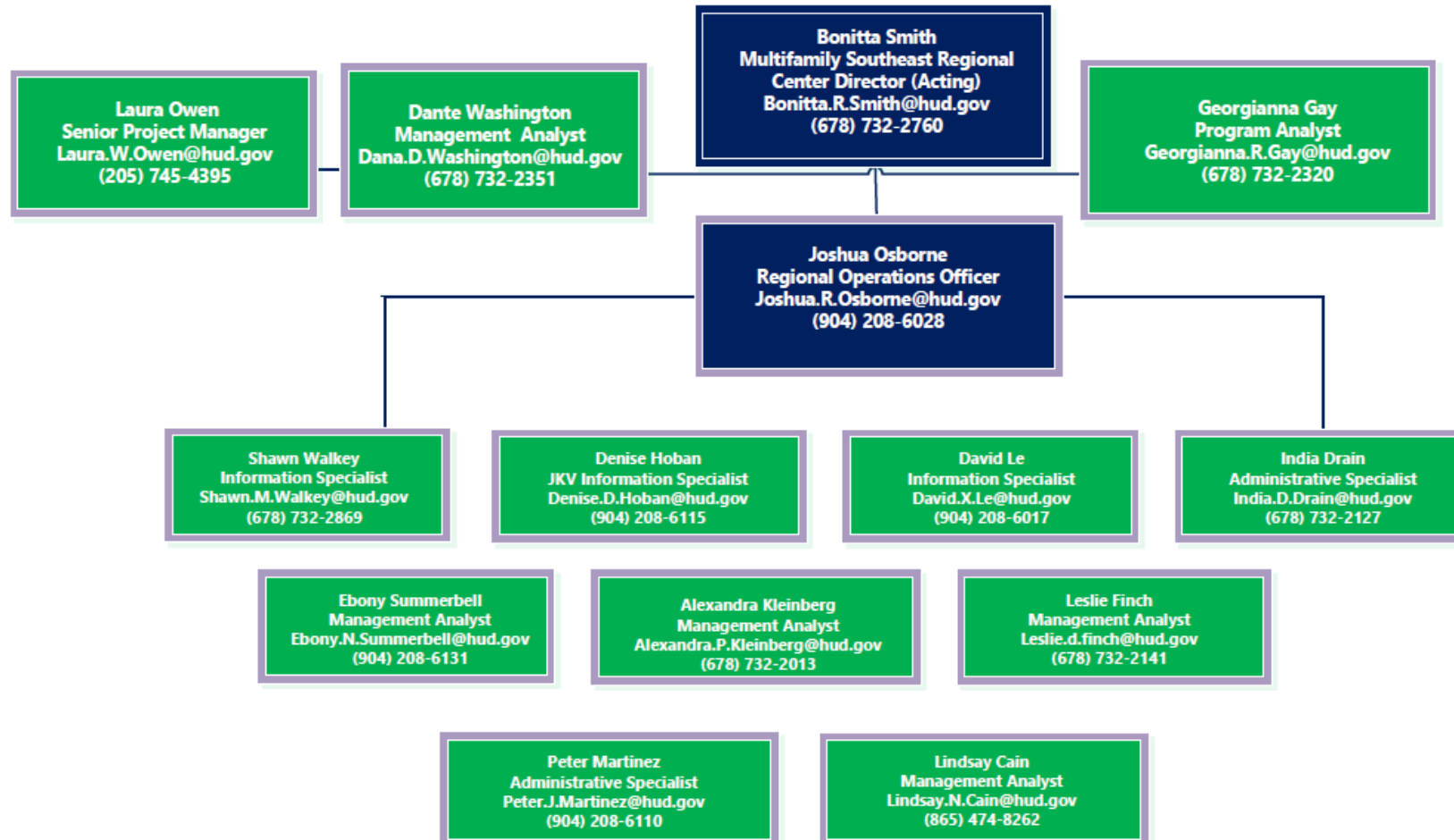
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SOUTHEAST REGION



MULTIFAMILY SOUTHEAST REGION OPERATIONS DIVISION





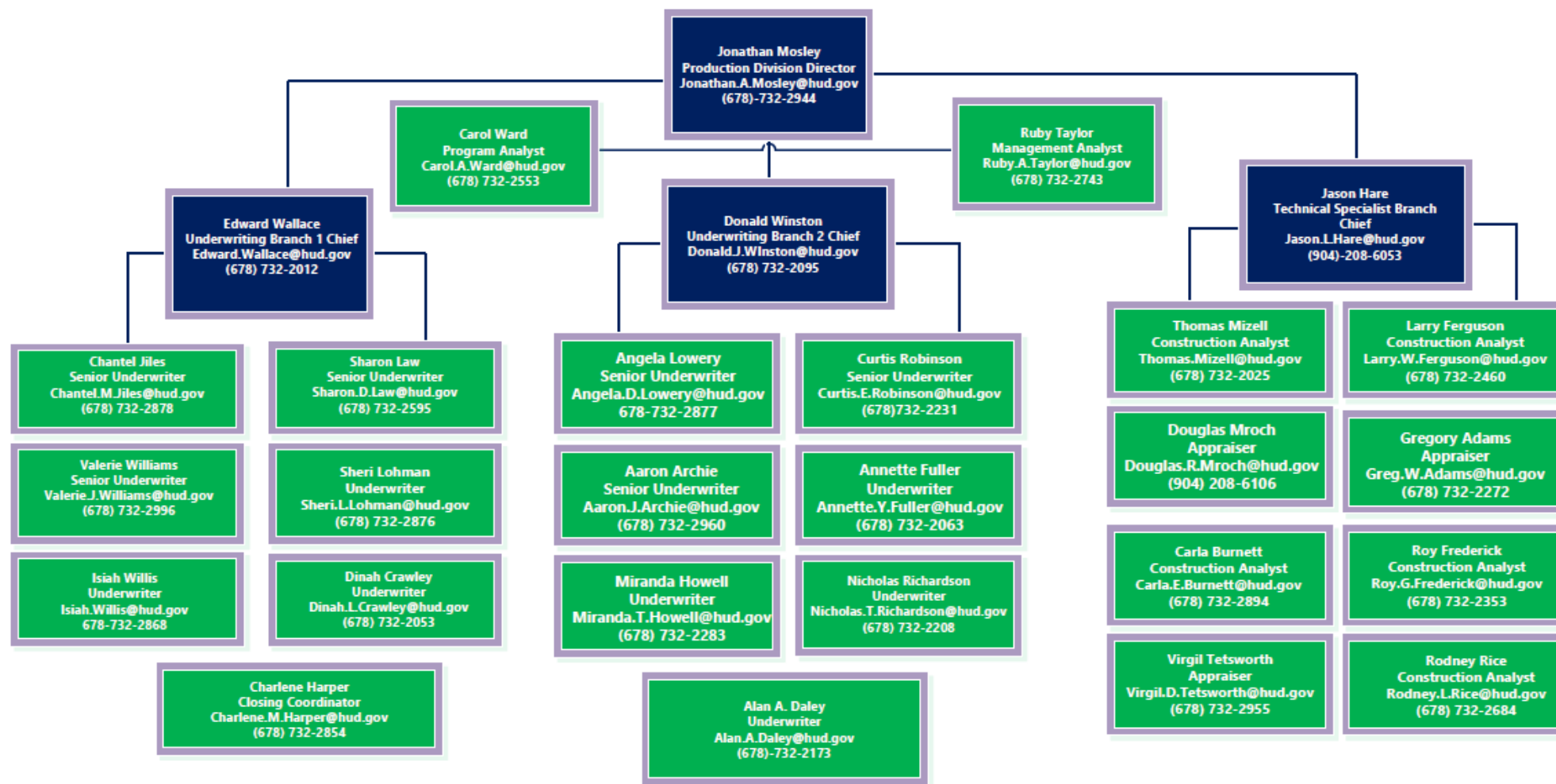
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SOUTHEAST REGION



MULTIFAMILY SOUTHEAST REGION PRODUCTION DIVISION: ATLANTA





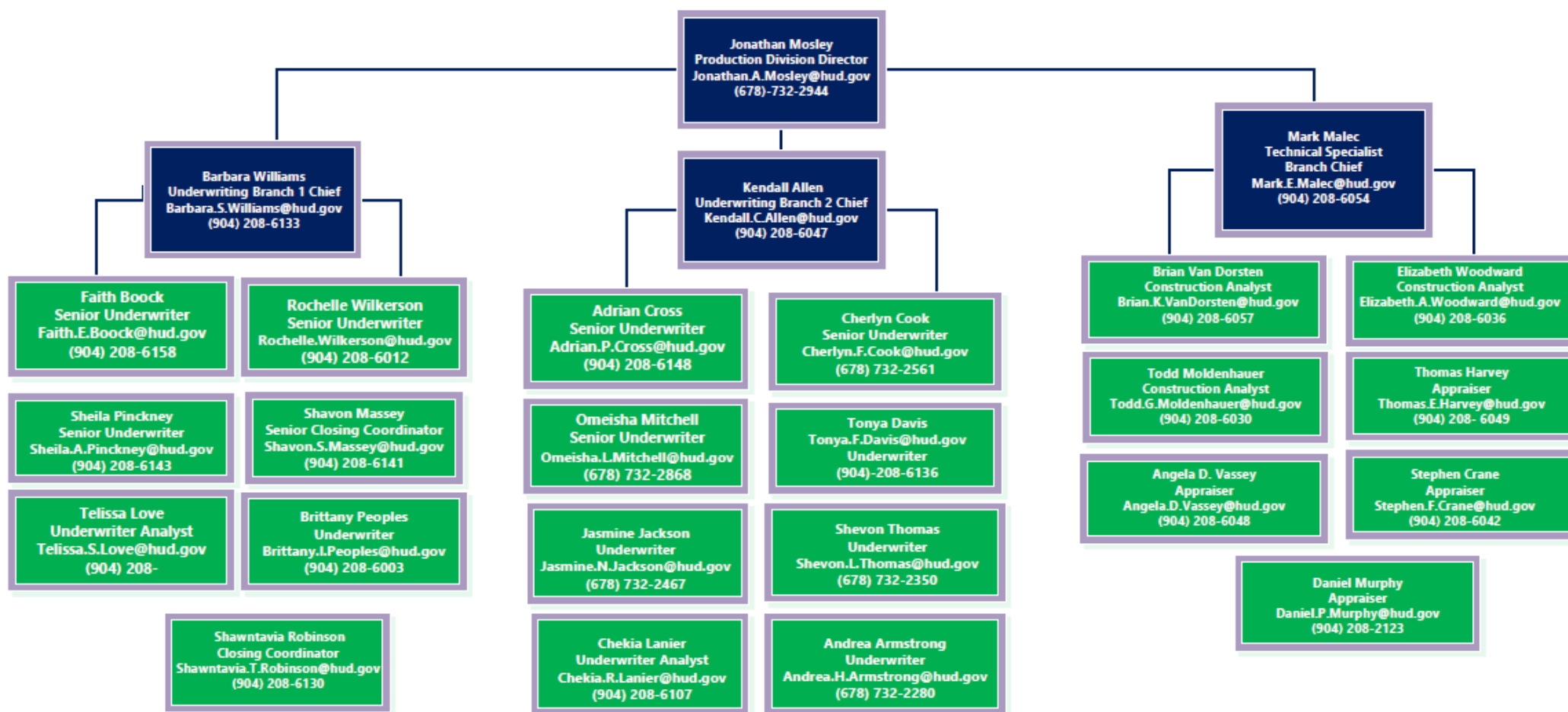
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SOUTHEAST REGION



MULTIFAMILY SOUTHEAST REGION PRODUCTION DIVISION: JACKSONVILLE

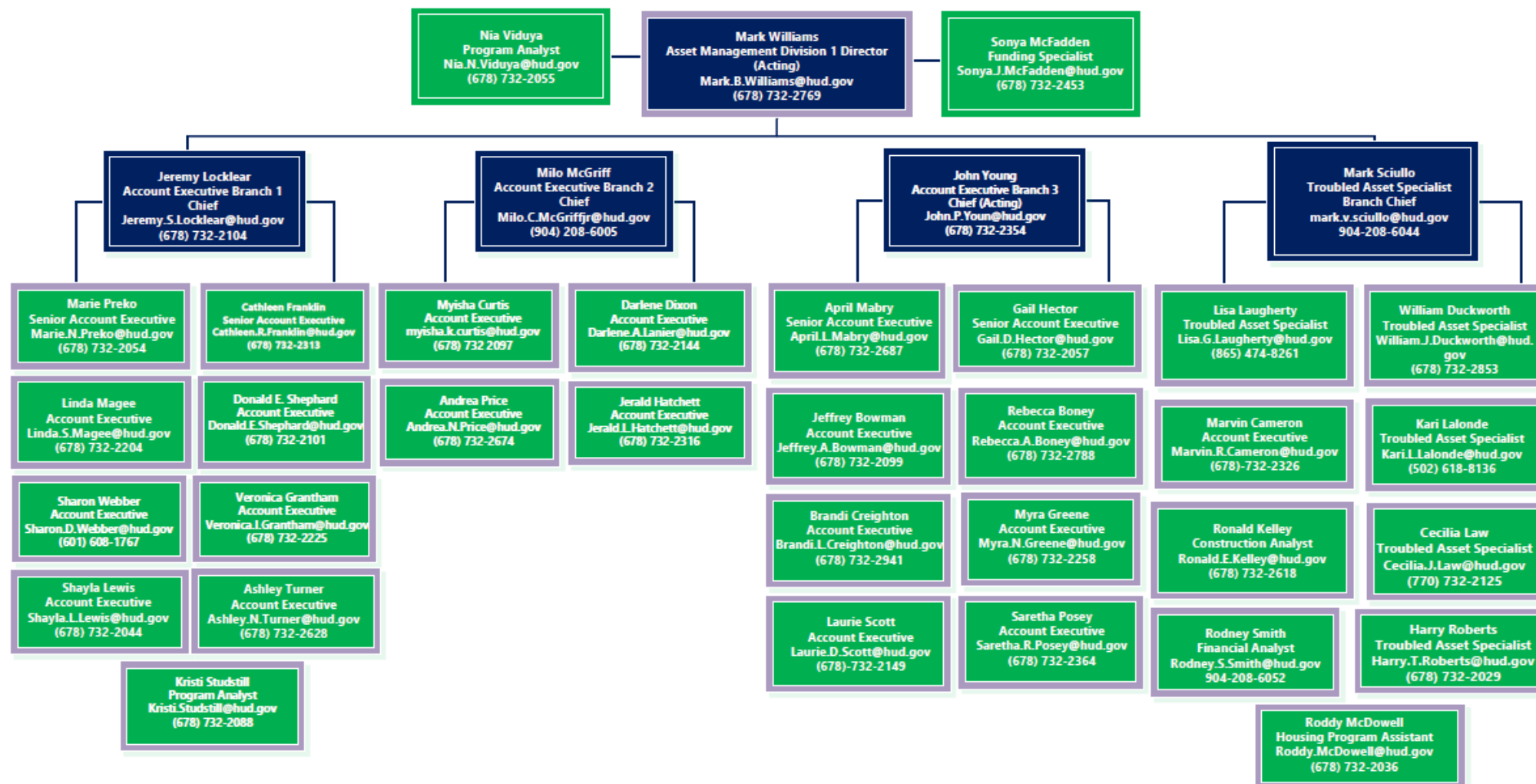




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SOUTHEAST REGION



MULTIFAMILY SOUTHEAST REGION ASSET MANAGEMENT DIVISION 1: ATLANTA





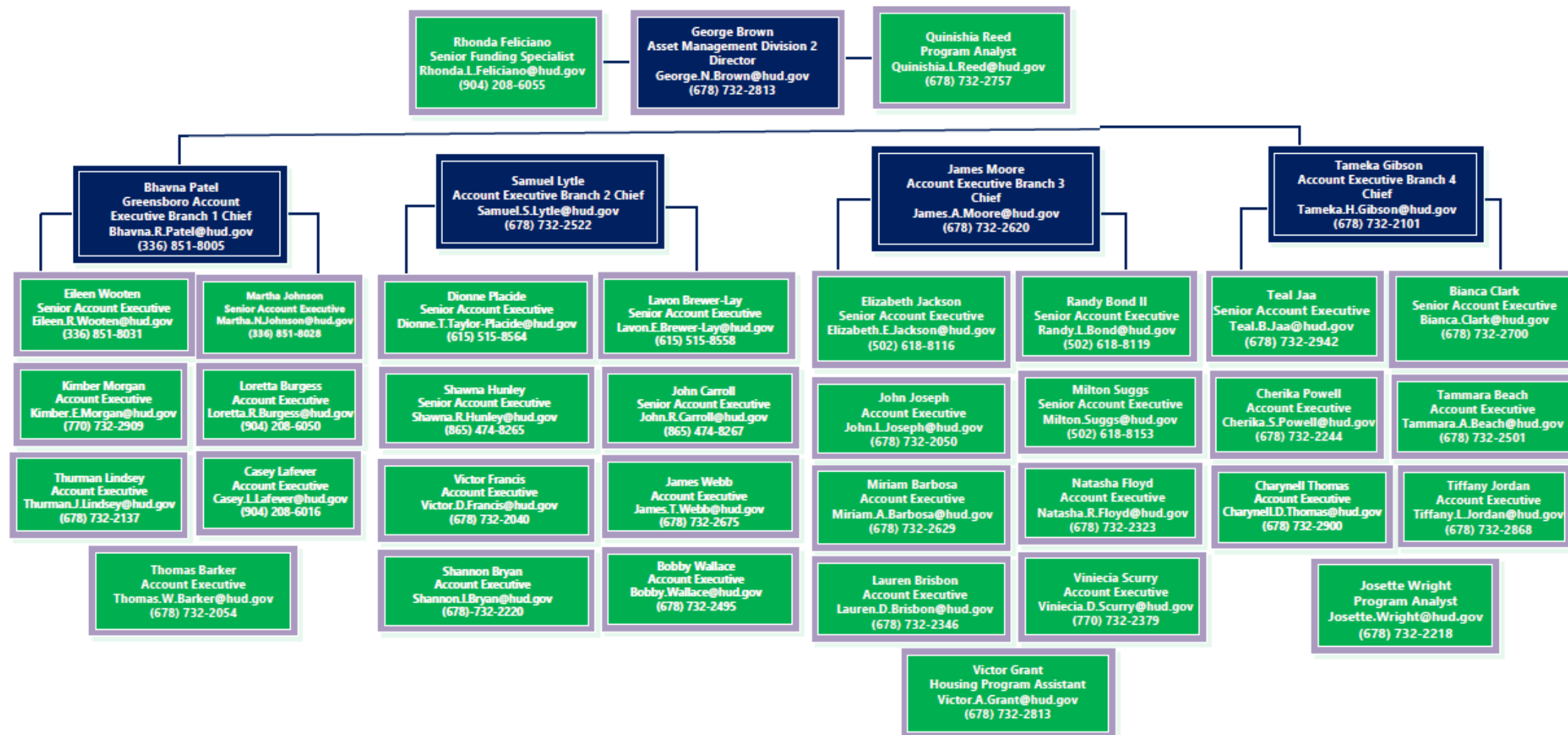
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MULTIFAMILY SOUTHEAST REGION ASSET MANAGEMENT DIVISION 2: ATLANTA





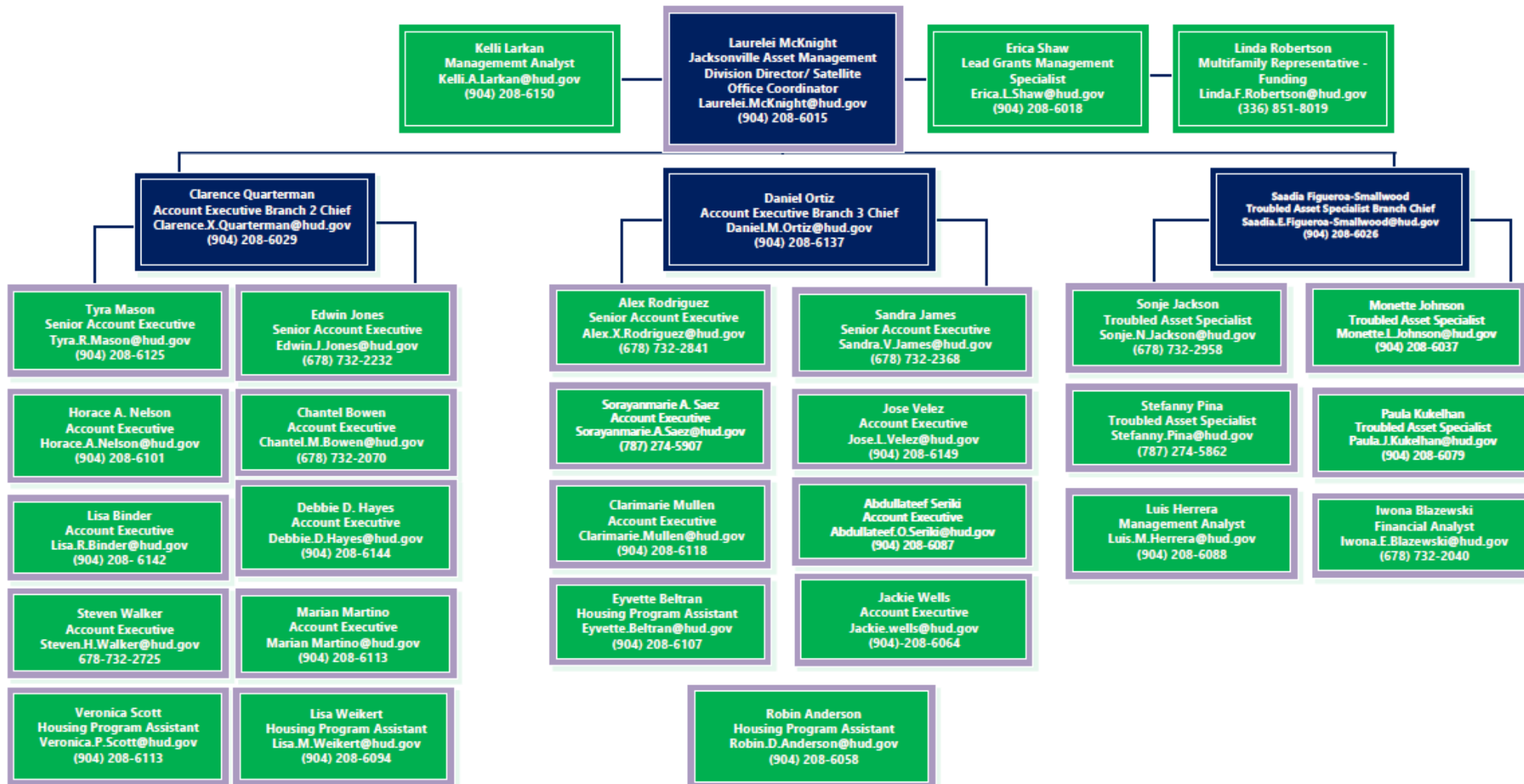
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SOUTHEAST REGION



MULTIFAMILY SOUTHEAST REGION ASSET MANAGEMENT DIVISION: JACKSONVILLE



Production & Processing by the Numbers



Concepts, Communication, & Wins



Concepts & Processing

Concept Meetings

- *Timing*
- *Best Practices*

Intake & Processing

- *HUD Internal Process*
- *Pre-Screening*
- *Team Assignment & Kick-off Call*
- *Loan Committee Timing*

The following mailbox is maintained by the Southeast Region Production for Concept meeting submissions:

Southeast.Concept@HUD.Gov

Important HUD Emails

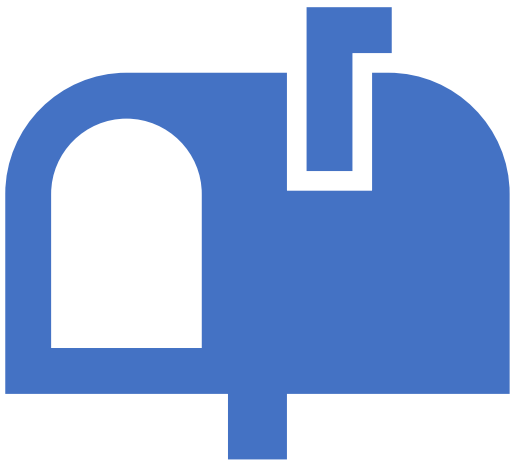
The following mailboxes are maintained by the Southeast Region Production Division:

Southeast.Production@HUD.Gov : *FHA number requests and Application Submissions.*

Southeast.Closing@HUD.Gov : *Draft Closing Documents for assignment of Closing Coordinator and HUD Counsel.*

Southeast.Escrows@HUD.Gov : *Requests for release of Repair Escrow, Working Capital, Change Order Escrow, Initial Operating Deficit, and all other Production related escrow releases.*

Note: Initial Operating Deficit Escrows Release requests after Final Endorsement should be directed to Asset Management at either: Atl.Incoming@HUD.Gov or Jax.Incoming@HUD.gov



Success Stories



Q & A



THANK YOU
BONITTA and JONATHAN
AND ALL OF OUR HUD COLLEAGUES