

2019 Annual Conference Welcoming Remarks



Ken Buchanan
President, Eastern Lenders Association

March 11 – March 13, 2019

Mission

The Eastern Lenders Association (“ELA”) was established in 2004 in order to foster communication and collaboration between the FHA Multifamily and Healthcare Lender Community and the HUD Multifamily Leadership in the Northeast Region. The ELA provides a consolidated voice in order to facilitate critical information flow between its FHA Lender Members, Associate Members and HUD.

The Eastern Lenders Association is a designated 501(c)(6) non-profit organization which does not participate in the lobbying of any governmental entity or regulatory authority.

Who Are Our Members?

2019 Eastern Lenders Association Membership:

| | |
|-------------------|-----------|
| Lender Members | 34 |
| Associate Members | <u>40</u> |
| Total Members | <u>74</u> |

Who Attends This Conference?

| | | |
|----------------------------|------------|-------------|
| Lender Members | 232 | 57% |
| Associate Members | 107 | 27% |
| HUD Representatives | <u>66</u> | <u>16%</u> |
| Total Registered Attendees | <u>403</u> | <u>100%</u> |

2019 ELA Board of Directors

- Ken Buchanan, ELA President | Walker & Dunlop
- Cortney Mauldin, ELA Vice President | Capital One Multifamily Finance
- Peggy (Lawrence) Blasi, ELA Treasurer | Newmark Knight Frank
- Ed Foulon, ELA Secretary | KeyBank Real Estate Capital
- Adam Roberts, ELA Director at Large | JLL Capital Markets
- David Blake, ELA Director at Large | Berkadia
- Karen Wipper, ELA Director at Large | Love Funding

Panelists

| <u>Panelist</u> | <u>Company</u> | <u>Panelist</u> | <u>Company</u> |
|-------------------|-------------------------------|----------------------------|-----------------------------------|
| Debbie VanHoosen | Berkadia | Angelique Crews | Partner Engineering and Science |
| JB Hollander | Walker & Dunlop | Keith Bayer | Dominion Due Diligence |
| Joanne Sonberg | HUD Baltimore | Christina Garaffa | HUD New York |
| Wendy Carter | HUD HQ | Patricia Moroz | HUD EMAD |
| Linda Albro | HUD HQ | Bob Lefenfeld | Real Property Research Group |
| Lamar Seats | HUD HQ | Barbara Cantrell | Principle Real Estate Consultants |
| Pat Burke | HUD HQ | Bart Goldberg | HUD Boston |
| Tom Bernaciak | HUD HQ | Gary Amey | Dwight Capital |
| Elizabeth Arteaga | HUD HQ | Yvette Jackson | HUD Baltimore |
| Steve Ervin | Berkadia | Joe McNealy | HUD Boston |
| Kathie Soroka | Nixon Peabody | Debi Martin | Greystone Servicing Corporation |
| Rob Hazelton | Dominion Due Diligence | Theodore Blair | Wells Fargo Bank |
| Sharon Walker | Mortgage Bankers Association | Mike McDaniel | Fortress Risk Consultants, LLC |
| Jade Banks | JMSBanks Consulting | Laura Smith | Newmark Knight Frank |
| Terry Wellman | PNC Real Estate | Brandt Witte | HUD HQ |
| Chuck Ewing | JLL Capital Markets | MaryAnn Gripka | KeyBank National Association |
| Tracy Peters | RED Capital Mortgage | Sheila Galicki | HUD Boston |
| Jonathon Serafina | HUD OGC, Boston | David Jasso | Leetex Group |
| Stacey Ashmore | HUD New York | Charles Greenberg | EDG Architects |
| Ariel Mullin | Vorys, Sater, Seymour & Pease | Christine Waldmann Carmody | Pepper Hamilton LLP |

Sponsors

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- Dominion Due Diligence Group (D3G)
- Love Funding

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- Berkadia
- M&T Realty Capital Corporation
- Dwight Capital
- Walker & Dunlop
- KeyBank

SILVER LEVEL SPONSORS

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- Krooth & Altman
- Partner Engineering and Science
- EBI Consulting
- LendingStandard
- PGIM Real Estate Finance
- JLL Capital Markets
- Newmark Knight Frank
- Wells Fargo

Sponsors



LOVE FUNDING



DWIGHT CAPITAL



WALKER & DUNLOP



March 11 – March 13, 2019

Meeting Agenda - Monday

12:00pm – 12:15pm

Welcoming Remarks

Ken Buchanan, Walker & Dunlop, LLC

12:15pm – 1:30pm

HUD Headquarters Update

Moderator: Ken Buchanan, Walker & Dunlop, LLC

Panelist: Lamar Seats, HUD Headquarters

Panelist: Pat Burke, HUD Headquarters

Panelist: Tom Bernaciak, HUD Headquarters

1:30pm – 2:45pm

Hot Topics – Opportunity Zone and Davis Bacon Wages

Moderator: Cortney Mauldin, Capital One, N.A.

Panelist: Elizabeth Arteaga, HUD Headquarters

Panelist: Steve Ervin, Berkadia

Panelist: Kathie Soroka, Nixon Peabody

Panelist: Rob Hazelton, Dominion Due Diligence

Panelist: Sharon Walker, Mortgage Bankers Association

Panelist: Jade Banks, JMBanks Consulting, LLC

Meeting Agenda - Monday

2:45pm – 3:00pm

Break – (Grand Foyer)

Sponsored by: Partner Engineering and Science, Inc.

3:00pm – 4:15pm

Affordable Housing – The 221(d)(4) Pilot and Other Initiatives

Moderator: Adam Roberts, JLL Capital Markets

Panelist: Terry Wellman, PNC Real Estate

Panelist: Chuck Ewing, JLL Capital Markets

Panelist: Tracy Peters, RED Capital Mortgage

Panelist: Elizabeth Arteaga, HUD Headquarters

Monday – Lender Members Only Session

Note!

- 4:15pm – 4:45pm – Closed Session – Lender Members Only
- 4:45pm – 5:15pm – Capital Markets Discussion – Lender and Associate Members Only
- 5:15pm Reception – HUD Representatives and All Members

Thank You!



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