



EASTERN LENDERS ASSOCIATION

[www.easternlenders.com](http://www.easternlenders.com)

## Annual Conference

March 11 to 13, 2019

Marriott Waterfront Hotel

700 Aliceanna Street, Baltimore, MD 21202

### Monday, March 11, 2019

*(All sessions located in Grand Ballroom 6 - 10)*

*(Breakfast & Lunch located in Grand Ballroom 5)*

*(Breaks located in Grand Foyer)*

**9:00am – 11:00am**  
*(separate registration)*

#### **Mortgage Credit Training – REO Analysis & Best Practices**

Moderator: Peggy (Lawrence) Blasi, Newmark Knight Frank

Panelist: Debbie VanHoosen, Berkadia

Panelist: JB Hollander, Walker & Dunlop

Panelist: Joanne Sonberg, HUD Baltimore

Panelist: Wendy Carter, HUD Headquarters

Panelist: Linda Albro, HUD Headquarters

**10:00am – 12:00pm**

#### **Conference Registration**

**11:00am – 12:00pm**

#### **Box Lunch**

Sponsored by: M&T Realty / KeyBank

**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

**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

**LENDER MEMBERS ONLY SESSION**

**4:15pm – 4:45pm**      **ELA Membership Meeting**  
ELA MEMBERS ONLY

**4:45 pm – 5:15pm**      **Capital Markets Discussion**  
Presenter:    Joe Accurso, Jeffries LLC  
ALL REGISTRANTS

**5:15pm – 7:15pm**      **Reception** – (Grand Foyer)  
Sponsored by: Capital One, N.A.

---

**Tuesday, March 12, 2019**

*(All sessions located in Grand Ballroom 6 - 10)*

*(Breakfast & Lunch located in Grand Ballroom 5)*

*(Breaks located in Grand Foyer)*

**8:00am – 9:00am**      **Breakfast** – (Grand Ballroom 5)  
Sponsored by: Dwight Capital

**9:00am – 9:15am**      **Welcoming Remarks**  
Brett Wise, HUD Northeast Region

**9:15am – 10:15am**      **Guest Speaker – “Northeast U.S. Economy and Multifamily Real Estate”**  
Anirban Basu, Sage Policy Group

**10:15am – 10:30am**      **Break** – (Grand Foyer)  
Sponsored by: JLL Capital Markets

**10:30am – 12:00pm**      **Closing Panel**  
Moderator:    Tiffany Baymiller, PGIM Real Estate Finance  
Panelist:      Jonathon Serafini, HUD OGC, Boston  
Panelist:      Stacey Ashmore, HUD New York  
Panelist:      Ariel Mullin, Vorys, Sater, Seymour & Pease

- 12:00pm – 1:30pm**      **Networking Luncheon** – (Grand Ballroom 5)  
Sponsored by: Walker & Dunlop, LLC
- 1:30pm – 2:45pm**      **Did You Ever Know That You’re My HEROS? And Other HUD Environmental Topics**  
Moderator:    Karen Wipper, Love Funding  
Panelist:      Angelique Crews, Partner Engineering and Science  
Panelist:      Keith Bayer, Dominion Due Diligence  
Panelist:      Tom Bernaciak, HUD Headquarters  
Panelist:      Christina Garaffa, HUD New York
- 2:45pm – 3:00pm**      **Break** – (Grand Foyer)  
Sponsored by: Krooth & Altman LLP
- 3:00pm – 4:00pm**      **Is There A Market For My Deal?**  
Moderator:    Peggy (Lawrence) Blasi, Newmark Knight Frank  
Panelist:      Patricia Moroz, HUD EMAD  
Panelist:      Bob Lefenfeld, RPRG  
Panelist:      Barbara Cantrell, Principle Real Estate Consultants  
Panelist:      Bart Goldberg, HUD Boston  
Panelist:      Gary Amey, Dwight Capital
- 4:00pm – 5:00pm**      **Where’s My Firm And What’s Holding It Up?**  
Moderator:    Peggy (Lawrence) Blasi, Newmark Knight Frank  
Panelist:      Stacey Ashmore, HUD New York  
Panelist:      Yvette Jackson, HUD Baltimore  
Panelist:      Joe McNealy, HUD Boston
- 5:00pm – 7:00pm**      **Reception** – (Grand Foyer)  
Sponsored by: Dominion Due Diligence
-

## **Wednesday, March 13, 2019**

*(All sessions located in Grand Ballroom 6 - 10)*

*(Breakfast & Lunch located in Grand Ballroom 5)*

*(Breaks located in Grand Foyer)*

- 8:00am – 9:00am**                    **Breakfast** – (Grand Ballroom 5)  
Sponsored by: Berkadia
- 9:00am – 10:15am**                **Asset Management – “A Systematic Approach to Asset Management”**  
Moderator:    Annetta Berry, KeyBank National Association  
Panelist:        Debi Martin, Greystone Servicing Corporation, Inc.  
Panelist:        Theodore Blair, Wells Fargo Bank  
Panelist:        Mike McDaniel, Fortress Risk Consultants, LLC  
Panelist:        Laura Smith, Newmark Knight Frank  
Panelist:        Brandt Witte, HUD Headquarters  
Panelist:        MaryAnn Gripka, KeyBank National Association  
Panelist:        Sheila Galicki, HUD Boston
- 9:00am – 10:15am**                **ELA Young Professionals Group** – (Dover AB)  
**Breakout Session**                Meeting and Networking Opportunity.
- 10:15am – 10:45am**                **Break** – (Grand Foyer)  
Sponsored by: PGIM Real Estate Finance
- 10:45am – 12:00pm**                **The Nuts & Bolts of Servicing a 221(d)(4) Construction Loan**  
Moderator:    Lena Nazarian, Love Funding  
Panelist:        David Jasso, Leetex Group  
Panelist:        Charles Greenberg, EDG Architects  
Panelist:        Shelia Galicki, HUD Boston  
Panelist:        Christine Waldmann Carmody, Pepper Hamilton LLP
- 12:00pm**                                **Closing Remarks**  
Karen Wipper, Love Funding

# ELA Annual Conference 2019

## Thank You to Our Sponsors

### PLATINUM LEVEL SPONSORS



### GOLD LEVEL SPONSORS



### SILVER LEVEL SPONSORS



#### 2017-2019 Eastern Lenders Association Board:

- Ken Buchanan, ELA President | Walker & Dunlop, LLC
- 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