



Annual ELA Conference Agenda

March 11-13, 2020

Baltimore Marriott Waterfront Hotel

Day One: Wednesday, March 11

11:00am – 12:30pm	Conference Registration (<i>Grand Registration Desk</i>)
11:45am – 12:30pm <i>Grand Foyer</i>	Boxed Lunch Co-Sponsored by: M&T Bank and EBI Consulting
12:15am – 12:30am <i>Grand Ballroom 6-10</i>	Annual ELA Membership Meeting <i>Lender and Associate Members Only</i>
12:30pm – 12:45pm <i>Grand Ballroom 6-10</i>	Welcoming Remarks Karen Wipper, <i>Managing Deputy Chief Underwriter Love Funding</i>
12:45pm – 2:00pm <i>Grand Ballroom 6-10</i>	Headquarters Update & ML 2020-03 (the Three-Year Rule) Moderator: Karen Wipper, <i>Managing Deputy Chief Underwriter Love Funding</i> Panelist: Lamar Seats, <i>Deputy Assistant Secretary HUD HQ</i> Panelist: Pat Burke, <i>Director of Multifamily Housing Production HUD HQ</i> Panelist: Tom Bernaciak, <i>Deputy Director of Multifamily Housing Production HUD HQ</i>
2:00pm – 2:15pm <i>Grand Foyer</i>	Break Sponsored by: Partner
2:15pm – 3:30pm <i>Grand Ballroom 6-10</i>	Don't Get Burned! Hot Topics from the Northeast Region Moderator: Susan Monaco, <i>Chief Underwriter Bank of America</i> Panelist: Joseph McNealy, <i>Underwriting Branch Chief HUD Boston</i> Panelist: Sheila Galicki, <i>Technical Branch Chief HUD Boston</i> Panelist: Yvette Jackson, <i>Underwriting Branch Chief HUD Baltimore</i>
3:30pm – 4:45pm <i>Grand Ballroom 6-10</i>	Environmental Overview - Chapter 9 Map Guide: Proposed and Current Moderator: Michelle Smee, <i>Deputy Chief Underwriter CBRE</i> Panelist: Bob Burleigh, <i>Technical Specialist HUD Baltimore</i> Panelist: Jesse Pasco, <i>Senior Program Director EBI Consulting</i> Panelist: Bruce Speidel, <i>Senior Program Director EBI Consulting</i> Panelist: Felicia Hulit, <i>Partner Reno & Cavanaugh</i>

4:45pm – 6:45pm
Grand Foyer

Opening Cocktail Reception
Sponsored by: Capital One

Day Two: Thursday, March 12

8:00am – 9:00am
Grand Ballroom 5

Breakfast
Sponsored by: Dwight Capital

9:00am – 9:15am
Grand Ballroom 6-10

Opening Remarks
Bob Iber, *HUD HQ*

9:15am – 10:15am
Grand Ballroom 6-10

“The Return of the Economist”
Anirban Basu, *Chairman & CEO | Sage Policy Group*

10:15am – 10:30am
Grand Foyer

Break
Sponsored by: JLL

10:30am – 12:00pm
Grand Ballroom 6-10

The Green New (MIP) Deal
Moderator: Adam Roberts, *Head of FHA Lending | JLL*
Panelist: David Wilderman, *Technical Support Division Director | HUD HQ*
Panelist: Stephen Evanko, *Managing Director of Energy & Sustainability | D3G*
Panelist: Molly Coon, *Program Manager | Partner Energy*
Panelist: Amy Gay, *Director | Berkadia*

12:00pm – 1:15pm
Grand Ballroom 5

Lunch
Sponsored by: Walker & Dunlop

Grand Ballroom 3-4

Breakout Lunch: ELA Emerging Professionals Group (EPG)

1:15pm – 2:30pm
Grand Ballroom 6-10

Northeast Markets and the Draft Chapter 7
Moderator: Cortney Mauldin, *Director | Berkadia*
Panelist: Patrick Dieter, *Senior Underwriter | HUD Baltimore*
Panelist: Bob Lefenfeld, *Founding Principal | RPRG*
Panelist: Scott Allen, *Executive Vice President | Newmark Knight Frank*

2:30pm – 3:00 pm
Grand Ballroom 6-10

ORM: Who We Are and What We Do
Moderator: Chuck Ewing, *FHA Deputy Chief Underwriter | JLL*
Panelist: Keith Becker, *Deputy Assistant Secretary & Chief Risk Officer – Office of Risk Management & Regulatory Affairs | HUD HQ*
Panelist: Eileen Lyons, *Associate Deputy Assistant Secretary – Office of Risk Management & Regulatory Affairs | HUD HQ*
Panelist: Liz Arteaga, *Director – Office of Risk Management & Regulatory Affairs, Commercial | HUD HQ*
Panelist: Zack Skochko, *Technical Support Division | HUD HQ*

3:00pm – 3:30pm
Grand Ballroom 6-10

Opportunity Zone Case Study
Moderator: Chuck Ewing, *FHA Deputy Chief Underwriter | JLL*
Panelist: Stephen L. Sprecher, *Senior Underwriter | HUD Baltimore*

1:15pm – 3:15pm
Grand Ballroom 3-4

Breakout: HUD/Lender Roundtable

Limited to one predesignated representative from each lender
Moderator: Karen Wipper, *Managing Deputy Chief Underwriter | Love Funding*
Moderator: Charley Conkling, *Chief Underwriter | Walker & Dunlop*

HUD Representatives:

- Pat Burke, *Director of Multifamily Housing Production | HUD HQ*
- Scott Greuel, *Program Administration Division Director | HUD HQ*
- David Wilderman, *Technical Support Division Director | HUD HQ*
- Joseph McNealy, *Underwriting Branch Chief | HUD Boston*
- Yvette Jackson, *Underwriting Branch Chief | HUD Baltimore*
- Sheila Galicki, *Technical Branch Chief | HUD Boston*

3:15pm – 3:45pm
Grand Foyer

Break

Sponsored by: Krooth & Altman

3:45pm – 5:00pm
Grand Ballroom 6-10

Chapter 14 LIHTC/Affordable Housing

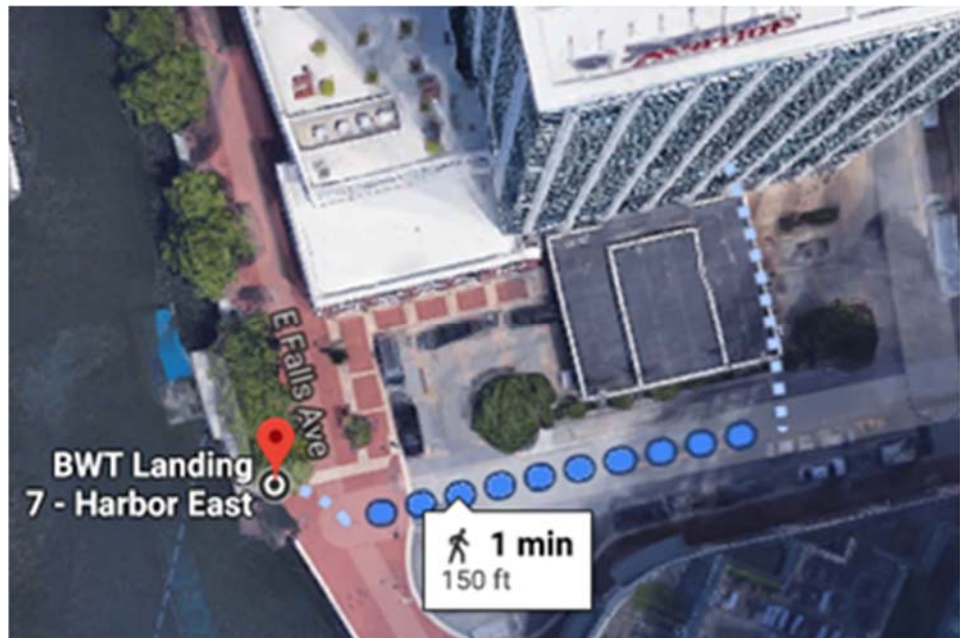
Moderator: Charley Conkling, *Chief Underwriter | Walker & Dunlop*
Panelist: Ken Doresky, *Senior Underwriter | HUD Minneapolis*
Panelist: Joseph McNealy, *Underwriting Branch Chief | HUD Boston*
Panelist: Kent Neumann, *Founding Member | Tiber Hudson*
Panelist: Michael Bisanz, Jr., *Deputy Chief Underwriter | Dougherty Mortgage*

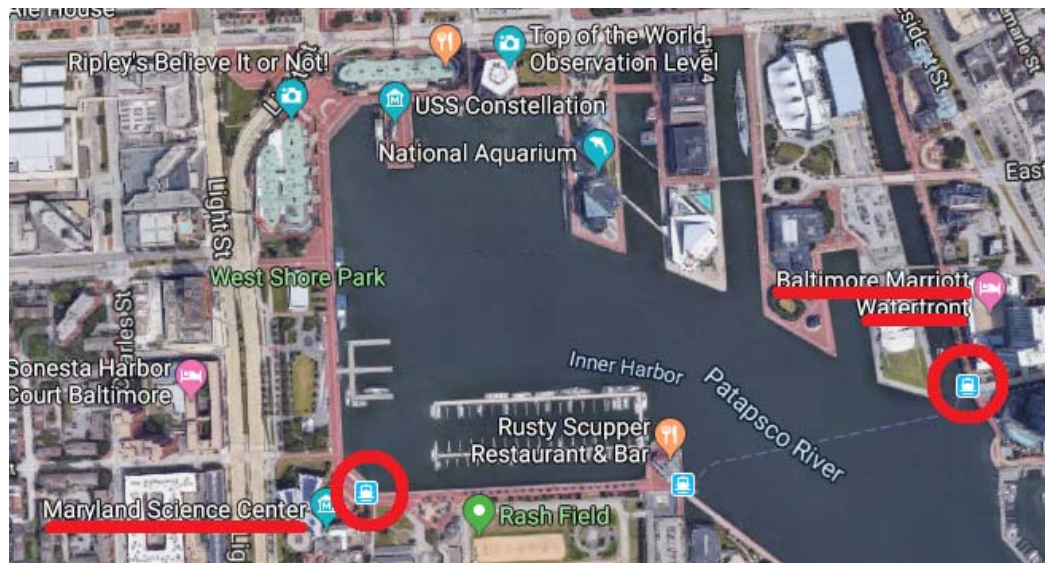
5:30pm – 7:30pm
Maryland Science Center
601 Light Street

Offsite Cocktail Reception: A Night of Science and Fun

Please Wear Your Conference Name Tag for Entry
Event Sponsored by: Dominion Due Diligence Group
Transportation Sponsored by: KeyBank

Complimentary water taxi service provided from Landing 7 located directly outside conference hotel





Complimentary bus shuttle also available outside hotel's main entrance

*Boarding begins at 5:00pm with water taxis and buses running continuously
(approximate 10min ride by water taxi, 20min ride by bus)*

Day Three: Friday, March 13 – CANCELLED

8:00am – 9:30am

Grand Ballroom 5

Breakfast

Sponsored by: Berkadia

9:30am – 10:45pm

Grand Ballroom 6-10

The Wild, Wild Northeast of 223(f) Repair Administration

Moderator: Lena Nazarian, *SVP Director of Asset Management and Construction Servicing | Love Funding*

Panelist: Sheila Galicki, *Technical Branch Chief | HUD Boston*

Panelist: David Jasso, *President | LEETEX Group*

Panelist: Paul Siegel, *AEC Project Manager | D3G*

10:45am – 11:00am

Grand Foyer

Break

Sponsored by: AGM Financial Services

11:00am – 12:00pm

Grand Ballroom 6-10

Avoiding Close Calls and Closing Pitfalls

Moderator: Amanda Stekloff, *Closing Manager - FHA Lending | Berkadia*

Panelist: Jonathon Serafini, *Associate Regional Counsel | HUD OGC Reg I*

Panelist: Chris Trovato, *Associate Regional Counsel | HUD OGC Reg II*

Panelist: Brad Rader, *Deputy Regional Counsel, Acting Associate Regional Counsel for Housing Finance and Programs | HUD OGC Reg III*

Panelist: Stacey Ashmore, *Multifamily Northeast Region Production Division Director | HUD NY*

Panelist: Jaime Montoya, *Partner | Krooth & Altman*

12:00pm

Grand Ballroom 6-10

Closing Remarks

Karen Wipper | *Managing Deputy Chief Underwriter, Love Funding*

easternlenders.com

Save the Date for next year's ELA Conference!
March 3-5, 2021

Eastern Lenders Association Board

Karen Wipper, ELA President | Love Funding
Susan Monaco, ELA Vice President | Bank of America
Cortney Mauldin, ELA Treasurer | Berkadia
Ed Foulon, ELA Secretary | KeyBank Real Estate Capital
Adam Roberts, ELA Director at Large | JLL Capital Markets
Charley Conkling, ELA Director at Large | Walker & Dunlop, LLC
Michelle Smee, ELA Director at Large | CBRE

ELA Annual Conference 2020

Thank You to Our Sponsors

PLATINUM LEVEL SPONSORS



LOVE FUNDING



GOLD LEVEL SPONSORS

WALKER &
DUNLOP

BERKADIA®



SILVER LEVEL SPONSORS



M&T
Realty Capital
Corporation



PARTNER
Engineering and Science, Inc.

WELLS
FARGO



CBRE



Eastern Lenders Association Board:

Karen Wipper, ELA President | Love Funding
Cortney Mauldin, ELA Treasurer | Berkadia
Adam Roberts, ELA Director at Large | JLL Capital Markets
Michelle Smee, ELA Director at Large | CBRE

Susan Monaco, ELA Vice President | Bank of America
Ed Foulon, ELA Secretary | KeyBank Real Estate Capital
Charley Conkling, ELA Director at Large | Walker & Dunlop, LLC