

2018 Annual Conference Welcoming Remarks



Ken Buchanan
President, Eastern Lenders Association

March 5 – March 7, 2018

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?

2018 Eastern Lenders Association Membership:

Lender Members	41
Associate Members	<u>32</u>
Total Members	<u><u>83</u></u>

Who Attends This Conference?

Lender Members	237	62%
Associate Members	102	26%
HUD Representatives	<u>47</u>	<u>12%</u>
Total Registered Attendees	<u>386</u>	<u>100%</u>

2017 ELA Lender Members

- AGM Financial Services, Inc.
- Arbor Realty Trust, Inc.
- Bank of America - FHA Multifamily Lending
- Barings Multifamily Capital
- Berkadia Commercial Mortgage, LLC
- Berkeley Point Capital
- Capital One Multifamily Finance
- CBRE
- Centennial Mortgage, Inc.
- Churchill Stateside Group, LLC
- ColumbiaNational Real Estate Finance
- Dougherty Mortgage LLC
- Dwight Capital, LLC
- EagleBank
- Eastern Mortgage Capital, LLC
- Grandbridge Real Estate Capital, LLC
- Greystone Funding Corporation
- Hampden Park Capital, LLC
- Harborview Capital Partners
- Highland Commercial Mortgage
- Housing & Healthcare Finance, LLC
- Hunt Mortgage Group
- JLL Capital Markets
- KeyBank Real Estate Capital
- Lancaster Pollard
- Love Funding
- M&T Realty Capital Corp.
- MassHousing
- NorthMarq Finance, LLC
- PGIM Real Estate Finance
- Pillar
- PNC Real Estate
- PR Mortgage & Investments
- Red Capital Group
- Rhode Island Housing
- Rockhall Funding Corporation
- Rockport Mortgage Corporation
- Sims Mortgage Funding, Inc.
- Walker & Dunlop, LLC
- Wells Fargo, Inc.
- X-Caliber Capital Corp.

2017 ELA Associate Members

- AEI Consultants
- AFL-CIO Housing Investment Trust
- Baker, Donelson, Bearman, Caldwell & Berkowitz PC
- BBG, Inc.
- Blanco Tackabery
- Bonz and Company
- Community Preservation Corporation
- CONNOR
- Cooper Valuation Group
- Dominion Due Diligence Group (D3G)
- Doyle Real Estate Advisors
- EBI Consulting
- EMG
- Fox Rothschild LLP
- GAR Associates LLP
- Grove Street
- Gutnicki LLP
- HTG Consultants, LLC
- ICG
- JPS & Associates, Inc.
- Kantor Taylor Nelson Evatt & Decina PC
- Kennerly Montgomery & Finley, PC
- Krooth & Altman LLP
- LendingStandard
- Morris, Manning & Martin, LLP
- Multifamily Valuations, LLC
- Murphy Consulting, LLC
- Novogradac & Company LLP
- Partner Energy, Inc.
- Partner Engineering and Science, Inc.
- Peaseley & Derryberry PLC
- Pepper Hamilton LLP
- Real Property Research Group
- Reno & Cavanaugh PLLC
- REPSG, Inc.
- Tetra Tech, Inc.
- The Signal Group
- Tiber Hudson LLC
- Valuation & Information Group
- Value Tech Realty Service Inc.
- Vorys, Sater, Seymour and Pease LLP
- Wilk Auslander LLP

2017 ELA Board of Directors

- Ken Buchanan, ELA President | Walker & Dunlop
- Cortney Mauldin, ELA Vice President | Capital One Multifamily Finance
- Peggy Lawrence, ELA Treasurer | Wells Fargo Bank
- 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>
David Wilderman	HUD – HQ	Stacey Ashmore	HUD – New York
Ted Toon	HUD – HQ	Bob Lefenfeld	Real Property Research Group
Kevin Han	HUD – HQ	Daniel Bythewood	La Cite Development
Jeb Bonnett	AEI Consultants	Trissie Farr	Quality In-Cite
Dan Frink	Greystone	Jacqueline Alexander	The Community Builders
Elizabeth Arteaga	HUD – HQ – LIHTC	Joshua Greenblatt	Vesta Corporation
Denise Troeschel	Capital One Multifamily Finance	Erica Levin	HUD – New York
John Vihstadt	Krooth & Altman	Ivy Prout	HUD – Philadelphia
Kent Neumann	Tiber Hudson	Ariel Mullin	Vorys, Sater, Seymour and Pease
Robert Iber	HUD – HQ	Watt Taylor	Kantor Taylor Nelson Evatt Decina
Dan Sullivan	HUD – HQ	Sheila Galicki	HUD – Boston
Tom Bernaciak	HUD – HQ	Kelsey Shaw	Partner Energy
Jim Potter	HUD – HQ	Roger Lukoff	HUD - HQ
Jade Banks	JMSBanks Consulting	Jen Buhlman	HUD – HQ
Keith Bayer	Dominion Due Diligence (D3G)	Vance Morris	HUD – HQ
Arden Sokolow	HUD – New York	Jason Roth	HUD – HQ

Sponsors

PLATINUM LEVEL SPONSORS

- Capital One Commercial Banking
- Dominion Due Diligence Group (D3G)

GOLD LEVEL SPONSORS

- Berkadia
- Love Funding
- Wells Fargo
- Dwight Capital
- M&T Realty Capital Corporation
- KeyBank
- Walker & Dunlop

SILVER LEVEL SPONSORS

- Bank of America
- Krooth & Altman
- EBI Consulting
- Partner Engineering and Science, Inc.
- JLL Capital Markets
- PGIM Real Estate Finance

Sponsors



Meeting Agenda - Monday

12:00pm – 12:15pm

Welcoming Remarks

Ken Buchanan, Walker & Dunlop, LLC

12:15pm-1:30pm

CNA and e-Tool Update

Moderator: Karen Wipper, Love Funding

Panelist: David Wilderman, HUD HQ

Panelist: Ted Toon, HUD HQ

Panelist: Kevin Han, HUD HQ

Panelist: Jeb Bonnett, AEI Consultants

Panelist: Dan Frink, Greystone

1:30pm – 2:45pm

Affordable and LIHTC Panel

Moderator: Peggy Lawrence, Wells Fargo

Panelist: Elizabeth Arteaga, HUD HQ

Panelist: Denise Troeschel, Capital One

Panelist: John Vihstadt, Krooth & Altman

Panelist: Kent Neumann, Tiber Hudson

Panelist: Terry Wellman, PNC Real Estate

Meeting Agenda - Monday

- 2:45pm – 3:00pm **Break - The Atrium, 2nd floor**
(Sponsored by Partner Engineering and Science, Inc.)
- 3:00pm – 4:00pm **HUD Speaker Bob Iber, Multifamily DAS**
Questions and Answers with HUD Headquarters Staff
Moderator: Ken Buchanan, Walker & Dunlop, LLC
Panelist: Bob Iber – HUD HQ
Panelist: Dan Sullivan – HUD HQ

Monday – Lender Members Only Session

Note!

- 4:00pm – 5:15pm – Closed Session – Lender Members Only
- 5:15pm Reception – HUD Representatives and All Members

Thank You!



March 5 – March 8, 2018