

2017 Annual Conference Welcoming Remarks



Brian Kelleher

President, Eastern Lenders Association

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?

2017 Eastern Lenders Association Membership:

Lender Members	41
Associate Members	<u>36</u>
Total Members	<u>77</u>
Total MAP Only Lenders	27
Total MAP/Lean Lenders	<u>56</u>
Total FHA Multifamily Lenders	<u>83</u>

Who Attends This Conference?

Lender Members	245	63%
Associate Members	77	20%
HUD Representatives	<u>65</u>	<u>17%</u>
Total Registered Attendees	<u>387</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
- Bellwether Enterprise Real Estate Capital, LLC
- Berkadia
- 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
- Eastern Mortgage Capital, LLC
- Grandbridge Real Estate Capital, LLC
- Great Lakes Financial Group
- 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.
- Midcap Financial Housing Capital, Inc.
- NorthMarq Finance, LLC
- Pillar
- PNC Real Estate
- Prudential Mortgage Capital Company
- Red Capital Group
- RICHMAC Funding - The Richman Group
- Rockhall Funding Corp.
- Rockport Mortgage Corporation
- Sims Mortgage Funding, Inc.
- Walker & Dunlop LLC
- Wells Fargo Bank
- Ziegler Financing Corporation

2017 ELA Associate Members

- AEI Consultants
- AFLCIO Housing Investment Trust
- Baker, Donelson, Bearman, Caldwell & Berkowitz
- BBG, Inc.
- Building Consultants, Inc.
- Cloudburst Consulting Group
- Community Preservation Corporation
- Cooper Valuation Group
- Dominion Due Diligence Group (D3G)
- EBI Consulting
- Eichner Norris & Neumann PLLC
- EMG
- f3, inc.
- Fox Rothschild LLP
- GAR Associates LLC
- Gutnicki LLP
- JPS & Associates, Inc.
- Kantor Taylor Nelson Evatt & Decina PC
- Kennerly, Montgomery & Finley, P.C.
- Krooth & Altman LLP
- LendingStandard
- Miles & Stockbridge P.C.
- Morris Manning & Martin, LLP
- Multifamily Valuations, LLC
- Murphy Consulting, LLC
- Nova Consulting Group, Inc.
- Partner Energy, Inc.
- Partner Engineering and Science
- Peaseley & Derryberry PLC
- Principle Valuation LLC
- Real Property Research Group
- Reno & Cavanaugh PLLC
- Riverside Advisors, LLC
- Tetra Tech, Inc.
- Vorys, Sater, Seymour and Pease LLP
- Wilk Auslander LLP

2017 ELA Board of Directors

- Brian Kelleher, ELA President | JLL Capital Markets
- Carin Chuvala, ELA Vice President | Berkeley Point Capital LLC
- Ken Buchanan, ELA Treasurer | Walker & Dunlop
- Denise Troeschel, ELA Secretary | Berkadia
- Peggy Lawrence, ELA Director at Large | Wells Fargo Bank
- Susan Ford, ELA Director at Large | ColumbiaNational Real Estate Finance
- Mark Van Kirk, ELA Director at Large | Van Kirk, LLC

Panelists

Panelist

Elizabeth Arteaga HUD - HQ - LIHTC Pilot
Stacey Ashmore HUD - New York
Bill Baldwin Vorys Sater Seymour & Pease LLP
Dale Becker Walker & Dunlop
Tom Bernaciak HUD - HQ
Adam Broman Amherst Pierpont
Jennifer Buhlman HUD - HQ
Russell Conlan HUD - General Attorneys Office
Angelique Crews Partner Engineering and Science, Inc.
George Geotes Credit Suisse
Jason Happe EBI Consulting
Richard Harding HUD - Baltimore
Rob Hazelton Dominion Due Diligence Group (D3G)
Robert Iber HUD - Baltimore
Sara Jensen HUD

Company

Panelist

Robert Lefenfeld Real Property Research Group
Kent Neumann Eichner Norris & Neumann
Myles Perkins AGM Financial Services Inc.
Tracy Peters Red Capital Group
James Potter HUD
Ivy Prout HUD
Ceely Radden HUD
Ventura Simmons HUD - General Attorneys Office
Arden Sokolow HUD - New York City
Dan Sullivan HUD - HQ
Ted Toon HUD - HQ
John Vihstadt Krooth & Altman LLP
Jeff Watson ENERCON Services
David B. Wilderman HUD - HQ
Liz Zepeda HUD

Company

Sponsors

PLATINUM LEVEL SPONSORS

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

GOLD LEVEL SPONSORS

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

SILVER LEVEL SPONSORS

- AGM Financial Services, Inc.
- EBI Consulting
- JLL Capital Markets
- Krooth & Altman
- Love Funding
- Partner Engineering and Science, Inc.
- Prudential
- Rockport Mortgage Corporation

Sponsors



DWIGHT CAPITAL



Meeting Agenda - Monday

Monday, February 6, 2017

(All sessions located in Constellation Ballrooms A, B – second floor)

(All food and beverage located in The Atrium – second floor)

- 10:00am – 12:00pm **Conference Registration**
- 11:00am – 12:00pm **Box Lunch** - The Atrium, 2nd floor
(Sponsored by M&T Realty Capital Corporation)
- 12:00pm – 12:15pm **Welcoming Remarks**
Brian Kelleher, JLL Capital Markets
- 12:15pm-1:30pm **HUD Headquarters Update and Q&A**
Moderator: Brian Kelleher, JLL Capital Markets / Ken Buchanan, Walker & Dunlop
Panelist: Bob Iber, HUD
Panelist: Dan Sullivan, HUD
Panelist: Arden Sokolow, HUD
- 1:30pm – 2:45pm **221(d)(4) Topics: Markets, Noise, Contaminated Sites and Davis-Bacon Issues**
Moderator: Peggy Lawrence, Wells Fargo
Panelist: Richard Harding, HUD
Panelist: Sara Jensen, HUD
Panelist: Bob Lefenfeld, Real Property Research Group
Panelist: Myles Perkins, AGM Financial Services
Panelist: James Potter, HUD
Panelist: Ceely Radden, HUD
- 2:45pm – 3:00pm **Break** - The Atrium, 2nd floor
(Sponsored by Partner Engineering and Science)

Meeting Agenda - Monday

3:00pm – 4:00pm

LIHTC Pilot/Affordable Housing

Moderator: Denise Troeschel, Berkadia

Panelist: Liz Arteaga, HUD

Panelist: Tom Bernaciak, HUD

Panelist: Kent Neumann, Eichner Norris & Neumann

Panelist: Tracy Peters, Red Capital Group

LENDER MEMBERS ONLY SESSION

4:00pm – 4:30pm

ELA Membership Meeting

4:30pm – 5:15pm

Capital Markets Discussion

Moderator: Andrew Deming, JLL Capital Markets

Panelist: Adam Broman, Amherst Pierpont

Panelist: George Geotes, Credit Suisse

5:15 – 7:15pm

Reception (All Registrants) – The Atrium, 2nd floor
(Sponsored by Capital One Commercial Bank)

Monday – Lender Members Only Session

Note!

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

Meeting Agenda - Wednesday

- Finish at 11 o'clock.
- Need to exit hotel by noon.
- Sheraton lobby available.

Thank You!



February 6 – February 8, 2017