

# CONFERENCE AGENDA

8:00 – 8:40

## BREAKFAST/NETWORKING

8:45 – 9:45

## KEYNOTE ADDRESS

**John Chang** – First Vice President, Marcus & Millichap

9:45 – 10:45

## EDUCATION SESSIONS (concurrent)

**1. Commercial Real Estate Lending Roundtable** - Learn what lenders are looking for when underwriting Investment, Owner-User and Private Money.

**Chuck Hershon**, Fidelity Mortgage Lenders

**Randy Jones**, Spectrum Commercial Lending

**Gina Koenen**, Provident Bank

**2. Introduction to Hospitality Investing** - Learn from experts on the value of the Hotel/Lodging industry as an investment.

**Craig Sullivan**, Westpak Investments

**Larry Broughton**, Broughton Hotels

**Steven L. Senft**, CRU Real Estate Group

**Rob Plomgren**, Alexander Kingston Private Equity Fund

**3. New Technologies for Commercial Real Estate** - Leaders from Media and RE Information firms discuss new ways to help you gain market share.

**Samson Lov**, Koss ReSource

**Asif Kazi**, SiteLynx

**Kristi Procopio**, GlobeSt.com

**Jenn Quader**, Brower, Miller + Cole

10:45 – 11:00

## BREAK/NETWORKING

**Keypoint Credit Union** – Steven Weiler

**Parkview Financial, LLC** – Paul Rahimian

**Premier America Credit Union** – James Ritter

**Provident Bank** – Gina Koenen

**ReadyCap Commercial** – Lisa Cappelletti

**ReadyCap SBA Lending** – Cliff Taylor

**Red Capital** – David Burt

**Spectrum Commercial Lending** – Randy Jones

**Velocity Commercial Capital** – Stan Salter

**Walker Dunlop** – Jeff Hudson

**Wells Fargo Bank** – Roy Chiovari

**West Valley National Bank** – Nathan Villa

11:00 – 12:00

## LENDER PRESENTATIONS

**Bank of America** – Peter Drake

**BofI Federal Bank** – Fred Ornelas

**Chase Commercial Term Lending** – Anna MacLean - Multifamily

**Chase Commercial Term Lending** – Mel Jensen - Commercial

**City National Bank** – Peter Yacoub

**Clearinghouse CDFI** – Brian Maddox

**Fidelity Mortgage Lenders** – Chuck Hershon

**First Foundation Bank** – Lindsay Spjut

**Forbix Financial** – Matthew Savalas



12:00 – 12:45

## LUNCH

12:45 – 1:30

## LoanMakers™ Forum

1:30 – 2:00

## BREAK/NETWORKING

2:00 – 2:45

## SOUTHERN CALIFORNIA COMMERCIAL REAL ESTATE OVERVIEW:

**Moderator:** James Berner, Sr. Sales Executive, CoStar, Loopnet, Apratments.com

**LOS ANGELES COUNTY:** Steve Basham, Sr. Market Analyst

**ORANGE COUNTY:** Joshua Ohl, Sr. Market Analyst

2:45 – 2:55

## BREAK/NETWORKING

2:55 – 3:40

**RISK MANAGEMENT PANEL** - This panel will help you navigate through due diligence issues associated with Commercial RE

**Jenny Redlin**, Partner Engineering & Science

**Kathleen Huntsman**, Chicago Title Company

**Arthur Neudek**, Property Sciences

**David Flamer**, Flamer Accountancy Corporation

**Dino Champagne**, Asset Preservation, Inc.

**Eric Dean**, Straggas Dean LLP

3:40 – 3:45

## BREAK

3:45 – 4:30

**MORTGAGE BANKING PANEL** - This Panel will discuss the CMBS, Life Company, REITS, and Private Equity Funds.

**Jeff Hudson**, Walker & Dunlop

**Jeffrey Giudice**, Cantor Commercial Real Estate

**Michael Klein**, Freedom Financial Funds

**Lowell Takahasi**, Fannie Mae

4:30 – 6:00

## NETWORKING & COCKTAILS

### DATE:

**Thursday April 20, 2017**

### LOCATION:

**Hilton Long Beach** • 701 W. Ocean Blvd., Long Beach, CA • (562) 983-3400

### REGISTRATION FEE:

Prepaid Registration **\$195.00** through April 7, 2017

Full Registration **\$275.00** after April 8, 2017

### CANCELLATION POLICY:

All cancellations must be in writing and received by March 24, 2017 and are subject to a \$100 cancellation fee.

**Almost 4 hours of Networking time!**