

**NORTHERN CALIFORNIA**  
**COMMERCIAL REAL ESTATE & LENDING CONFERENCE**  
 Presented by   
 www.crelc.com

**THURSDAY, NOVEMBER 2, 2017**  
**GRAND HYATT SAN FRANCISCO**

**OPENING SESSION**  
**A View From Fannie & Freddie**



**Christina Flynn**  
 Director, Credit Underwriting  
 FannieMae - Western Region



**Tony Nargi**  
 Director - Production & Sales  
 FreddieMac - Western Region



**Jeff Hudson - Moderator**  
 SVP - Managing Director  
 Walker & Dunlop



~ **FEATURING** ~

**THE LOANMAKERS FORUM**  
 WHERE LENDERS COMPETE  
 FOR YOUR LOAN REQUESTS LIVE!



**SPECIAL SESSION:**  
**NORTHERN CALIFORNIA COMMERCIAL RE STATE of the MARKET**

**FEATURING**  **Jesse Gundersheim**  
 San Francisco Market Economist  
 CoStar Group - Commercial RE

   **CoStar LoopNet Apartments.com**

**FEATURING**  **Katerina Cheok**  
 Sr. Market Analyst  
 CoStar Group - Multifamily

**MEET, GREET & NETWORK WITH THE FOLLOWING PARTICIPANTS:**



**www.crelc.com • 818-532-7660**

# CONFERENCE AGENDA

8:00 – 8:40

**BREAKFAST/NETWORKING**

8:45 – 9:45

**OPENING SESSION - A VIEW FROM FANNIE & FREDDIE**

**Christina Flynn** – Fannie Mae  
**Jeff Hudson** – Walker & Dunlop (Moderator)  
**Tony Nargi** – Freddie Mac

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.
- 2. New Technologies for Commercial Real Estate** - Leaders from top RE Information firms discuss new ways to help you gain market share.
- 3. Commercial RE Construction and Rehab** - A Panel of experts discuss development and/or Rehab of Commercial Real Estate.

10:45 – 11:00

**BREAK/NETWORKING**

11:00 – 12:00

**LENDER PRESENTATIONS**

**Bank of America** – Kristopher C. Duarte  
**Bofi Federal Bank** – Fred Ornelas  
**Chase Commercial** – Max Strehle  
**Chase Multifamily** – Theo Wong  
**Clearinghouse CDFI** – Fathia Macauley  
**Fidelity Mortgage Lenders** – Herb Nunez

**First Foundation Bank** – Michele Li  
**Forbix Financial** – Matthew Savalas  
**Keypoint Credit Union** – Steven Weiler  
**Parkview Financial, LLC** – Paul Rahimian  
**PennyMac CREF** – Richard Montgomery  
**Provident Bank** – Gina Koenen  
**ReadyCap Commercial** – Lisa Cappelletti

**ReadyCap SBA Lending** – Cliff Taylor  
**Red Capital Group** – David Burt  
**River City Bank** – Jay Murray  
**Spectrum Commercial Lending** – Randy Jones  
**Velocity Mortgage Capital** – Stan Salter  
**Walker Dunlop** – Steve Hinds  
**Wells Fargo Bank** – Roy Chiovari

12:00 – 12:45

**LUNCH**



Present your loan requests "LIVE" to the LENDERS after lunch.



12:45 – 1:30

**LoanMakers™ Forum**

1:30 – 2:00

**BREAK/NETWORKING**

2:00 – 2:45

**NORTHERN CALIFORNIA COMMERCIAL REAL ESTATE OVERVIEW:** This session will be a view of the Northern California Commercial Real Estate Market by the most reliable data of the many companies of CoStar, including LoopNet and Apartments.com.

**Moderator:** Keith Theige - Sr. Sales Executive, CoStar, LoopNet, Apartments.com  
**Commercial RE Markets,** Jesse Gundershim, San Francisco Market Economist, CoStar Group  
**Multifamily Markets,** Katerina Cheok, Sr. Market Analyst, CoStar Group

2:45 – 2:55

**BREAK/NETWORKING**

2:55 – 3:40

**RISK MANAGEMENT PANEL** - This Panel will help navigate you through due diligence issues associated with Commercial Real Estate Transactions.

**Lloyd Kendall** – United Business Bank (Moderator)  
**Justin Eichman, AG** – Property Sciences Group (Appraisal)  
**Jay Grenfell** – Partner Engineering & Science (Environmental)  
**David Flamer, CPA** – Flamer Accountancy Corp. (Accounting)  
**Mark Talbot** – Fidelity National Title Group (Title/Escrow)

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 and how they provide financing for larger commercial real estate projects.

**Jeff Hudson** – Walker & Dunlop  
**Ryan H. Beneson** – Symetra Life Insurance Co.  
**Thomas Whitesell** – CapitalSource  
**Jeffrey Giudice** – Ladder Capital

4:30 – 6:00

**NETWORKING & COCKTAILS**

**DATE:** Thursday, November 2, 2017  
**LOCATION:** Grand Hyatt San Francisco • 345 Stockton Street, San Francisco, CA • (415) 398-1234  
**REGISTRATION FEE:** Prepaid Registration \$195.00 ends October 19, 2017  
 Full Registration \$300.00 after October 19, 2017  
**CANCELLATION POLICY:** All cancellations must be in writing and received by October 19, 2017 and are subject to a \$100 cancellation fee.



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Company	
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	Expiration (mo/yr)
Name as it appears on card (please print)	Signature

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