

NORTHERN CALIFORNIA

Presented by  All Star Group Inc.

COMMERCIAL REAL ESTATE & LENDING CONFERENCE

www.crelc.com

Thursday • November 7, 2019
Grand Hyatt San Francisco



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



OPENING SESSIONS



**OPPORTUNITY ZONE FUNDS:
DEVELOPER-FIRST
VS. CAPITAL-FIRST**

Erik Hayden
Founder - Urban Catalyst



 **CoStar™ NORTHERN CALIFORNIA
COMMERCIAL REAL ESTATE
MARKET DATA**

Jesse Gundersheim
San Francisco
Director of Market Analytics



Mario Cugia
San Francisco
Senior Market Analyst

MEET, GREET & NETWORK WITH THE FOLLOWING PARTICIPANTS:



www.crelc.com • 818-532-7660

CONFERENCE AGENDA

8:00 – 8:40

BREAKFAST/NETWORKING

8:45 – 9:30

OPENING SESSION - OPPORTUNITY ZONE FUNDS: DEVELOPER-FIRST VS CAPITAL-FIRST

Erik Hayden – Founder - Urban Catalyst

9:30 – 10:10

COSTAR ANNUAL COMMERCIAL REAL ESTATE MARKET DATA: 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.

Jesse Gundershim, Director of Market Analytics - San Francisco Bay Area

Marco Cugia, Senior Market Analyst - San Francisco Bay Area

10:15 – 11:00

EDUCATION SESSIONS (concurrent)

1. Commercial Real Estate Lending Roundtable - Learn what lenders are looking for when underwriting Investment, Owner-User and Private Money.
2. Gaining Market Share for Commercial Real Estate - Leaders from top firms discuss new ways to help you gain market share.
3. Tax Deferring Commercial Real Estate - 1031 Exchange, DST, Opportunity Zones and Cost Segregation.

11:00 – 11:15

BREAK/NETWORKING

11:15 – 12:15

LENDER PRESENTATIONS

Axos Bank – Fred Ornelas

City National Bank – Pete Matson

Clearinghouse CDFI – Brian Maddox

CoreVest – Dennis Spivey

Fidelity Mortgage Lenders – Herb Nunez

First Foundation Bank – Michele Li

Forbix Financial – Valerie Hapner

Fremont Bank – Aileen Chao

Harvest Small Business Finance – Dain Court

Keypoint Credit Union – Steven Weiler

Luther Burbank Savings – Gabe Basso

Parkview Financial, LLC – Larry Perry

Provident Bank – Gina Koenen

Ready Capital – Cliff Taylor

Sabal Capital Partners – Jason Hull

Silver Hill Funding – Bob Worthington

Spectrum Commercial Lending – Randy Jones

Wells Fargo Bank – Roy Chiovari

12:15 – 1:00

LUNCH

1:00 – 1:45

LoanMakers™ Forum

1:45 – 2:15

BREAK/NETWORKING



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

2:15 – 3:15

THE DealSavers™ - What could possibly go wrong? This Panel of experts will navigate through actual transactions that have problems and will provide solutions to close the deal.

Ramon Kochavi – Marcus & Millichap (RE Broker - MODERATOR)

Jay Grenfell – Partner Engineering & Science (Environmental)

Ryan Huntsman – Chicago Title Company (Title/Escrow)

Oren Bitan – Buchalter (Attorney)

Randy Blaesi – Curtis Rosenthal (Appraisal)

Fred Ornelas – Axos Bank (Lender)

Thomas Boman, CPA – Novogradac & Company LLP (Accounting/Tax)



3:15 – 3:30

Closing Remarks

3:30 – 5:15

NETWORKING HAPPY HOUR



sponsored by
Fidelity Mortgage Lenders

DATE:

Thursday, November 7, 2019

LOCATION:

Grand Hyatt San Francisco • 345 Stockton Street, San Francisco, CA • (415) 398-1234

REGISTRATION FEE:

Prepaid Registration **\$195.00** ends October 24, 2019

Full Registration **\$300.00** after October 24, 2019

CANCELLATION POLICY:

All cancellations must be in writing and received by October 24, 2019 and are subject to a \$100 cancellation fee.



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Account Number _____		Security Code _____	Expiration (mo/yr) _____
Name as it appears on card (please print) _____		Signature _____	

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Program subject to change