

# Commercial/Multifamily Finance Convention & Expo

February 13 to 16, 2022

Saturday, February 12, 2022

7:30 AM - 5:00 PM

**Commercial / Multifamily Future Leaders**

*Location: Gaslamp*

5:00 PM - 6:15 PM

**Commercial / Multifamily Future Leaders Reception**

*Location: Balboa*

Sunday, February 13, 2022

7:30 AM - 12:00 PM

**Commercial / Multifamily Future Leaders**

*Location: Gaslamp*

8:00 AM - 7:00 PM

**Registration**

*Location: Palm Foyer*

11:30 AM - 12:45 PM

**FHA Committee Meeting (Open to MBA Members; Closed to Media)**

*Location: Seaport Ballroom A*

12:00 PM - 5:00 PM

**Headshot Café**

*Location: Harbor Ballroom Foyer*

Stop by our professional photographer for a new headshot, complete with makeup touchup. You'll receive the image file to update your social media presence. No additional fee.

12:00 PM - 5:00 PM

**LinkedIn Profile Consultations**

*Location: Harbor Ballroom Foyer*

Sign up for a 15-minute LinkedIn Profile Consultation with an expert coach. Find out what your profile says about you and learn strategies to build and engage your network.

Speaker

**Debbie Wemyss**, *Founder, DW Consulting Solutions, LLC*

12:30 PM - 2:30 PM

**Presentation: Arrowmark Partners (By Invitation Only)**

*Location: Seaport Ballroom H*

1:00 PM - 2:00 PM

**Multifamily Council Meeting (Open to MBA Members; Closed to Media)**

*Location: Seaport Ballroom F*

2:00 PM - 3:00 PM

**THE HUB Is Open: Super Bowl Tailgate**

*Location: Harbor Ballroom*

2:00 PM - 3:00 PM

**THE INNOVATION STAGE: Sports Talk with Thurman Thomas**

*Location: Harbor Ballroom*

Join us at the Innovation Stage for Sports Talk with NFL Hall of Famer, Thurman Thomas!

Thurman Thomas spent 12 years as a running back in the NFL, playing for the Buffalo Bills from 1988 to

1999, the Miami Dolphins in 2000, then returning to Buffalo for a one-day contract on February 26, 2001, so he could retire as a Bill. Thomas is the only player in NFL history to lead the league in total yards from scrimmage for four consecutive seasons, and played in four consecutive Super Bowls, from 1994 to 1997. He received the NFL's MVP in 1991 and was inducted into the NFL Hall of Fame in 2007. Thomas played for Oklahoma State where he was twice named a First Team All-America pick in 1985 and 1987 and was inducted into the College Football Hall of Fame in 2008. He and his wife Patti have a minority owned construction company in Buffalo and run The Thurman Thomas Family Foundation, which provides resources to the underserved in Buffalo's community. Join us for an interview on The Innovation Stage in the HUB, then head over for a signed ball in the Super Bowl Watch Party.

Speaker

**Thurman Thomas, NFL Hall of Famer**

3:00 PM - 4:00 PM

**Meet & Greet with Thurman Thomas during the Super Bowl Watch Party**

*Location: Seaport Ballroom D*

Bring your questions and get a ball signed at the Meet & Greet during the Super Watch Party at the Opening Reception.

3:00 PM - 7:00 PM

**Opening Reception: Super Bowl Watch Party**

*Location: Seaport Ballroom D*

Join your colleagues and other attendees for the big game during the Opening Reception: Super Bowl Watch Party. Enjoy music, food, beverages, and plenty of networking.

Monday, February 14, 2022

7:00 AM - 9:00 AM

**Presentation: Dutch Treat Breakfast (By Invitation Only)**

*Location: Seaport Ballroom F*

7:00 AM - 4:30 PM

**Registration**

*Location: Palm Foyer*

7:30 AM - 8:30 AM

**Breakfast**

*Location: Seaport Ballroom Foyer*

8:00 AM - 8:30 AM

**FHA Servicers Subcommittee Meeting (Open to MBA Members; Closed to Media)**

*Location: Seaport Ballroom H*

8:00 AM - 5:00 PM

**Headshot Café**

*Location: Harbor Ballroom Foyer*

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8:00 AM - 5:00 PM

**LinkedIn Profile Consultations**

*Location: Harbor Ballroom Foyer*

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Speaker

**Debbie Wemyss**, *Founder, DW Consulting Solutions, LLC*

8:00 AM - 5:00 PM

**Press Room (Credentialed Media Only)**

*Location: Balboa A*

8:30 AM - 9:15 AM

**Breakout Session: HUD Initiatives in the Multifamily Sector**

*Location: Seaport Ballroom B*

FHA multifamily lending programs remain critical to the construction, rehabilitation, and refinancing of affordable and market rate workforce rental housing across the country. HUD lenders share perspectives on record breaking production and their plans to support the FHA lending community.

Speakers

**C. Lamar Seats**, *Senior Vice President, FHA Production, Greystone*

**Debbie VanHoosen**, *Vice President and Chief Underwriter - Multifamily, Berkadia*

**Dana Wade**, *Chief Production Officer, FHA Lending, Walker & Dunlop, LLC*

**Karen Wipper**, *Executive Vice President, Chief Underwriter, Dwight Capital LLC*

8:30 AM - 9:15 AM

**Breakout Session: Securitization Products Flying Off the Shelf**

*Location: Seaport Ballroom A*

Market participants focused on securitized lending discuss the latest capital markets developments and trends. Industry experts share their thoughts on issues including the borrower experience as well as competitiveness across the sector.

Speakers

**Michael Barbieri**, *Real Estate Finance, UBS*

**Quentin Fogan**, *Managing Director, CMBS Origination, Bank of America*

**Richard Jones**, *Partner, Dechert LLP*

**Erin Stafford**, *Managing Director, CMBS, DBRS Morningstar*

**Jan Sternin**, *CMB, Senior Vice President, Managing Director, Berkadia*

8:30 AM - 9:15 AM

**Breakout Session: Waking Up from the Slumber: What to Expect from Bank Lenders in the New Credit Cycle**

*Location: Seaport Ballroom C*

Join bank executives as they share their expectations of the upcoming credit cycle, how the record growth is affecting underwriting and valuations, and the final stages of the LIBOR transition.

Speakers

**Jeffrey Bramson**, *Senior Managing Director, JLL Capital Markets*

**Christopher Niederpruem**, *Managing Director, Head of Real Estate Finance, CIT*

9:00 AM - 10:00 AM

**Presentation: Kansas City Life Insurance Company (By Invitation Only)**

*Location: Seaport Ballroom G*

9:30 AM - 10:15 AM

**Breakout Session: FHA Healthcare and Seniors Housing in the 2020s: Responding to the Demographic Shift**

*Location: Seaport Ballroom B*

The healthcare and seniors housing business lines are confronting a demographic shift unlike anything seen by most of us in the industry. Demand projections for aging baby boomers are unprecedented. Join a panel of industry experts who will discuss the near-term outlook and how programs can finance the sector today and into the future.

Speakers

**Brian Chandler**, *Managing Director & National Practice Lead, JLL Capital Markets*

**Chris Han**, *President and Founder, Sundara Senior Living*

**Nick Stahler**, *Director, National Senior Housing Group, Marcus & Millichap Capital Corporation*

**Jenifer Williams**, *Chief Underwriter- Healthcare, Berkadia*

9:30 AM - 10:15 AM

**Breakout Session: Insurance Companies & the CRE Investment Landscape: Industry Consolidation, Allocation, and Prognostication**

*Location: Seaport Ballroom C*

Insurance executives responsible for CRE capital allocations discuss current issues and challenges they face with respect to their CRE investment programs, and share their thoughts on the outlook for the sector.

Speakers

**Catherine Alexander**, *AVP and Head of Mortgages and Real Estate, Unum*

**Melissa Farrell**, *Managing Director, PGIM Real Estate*

**Jennifer Jaclin**, *Vice President and Portfolio Manager, MetLife Investment Management*

**Lara Osterhaus**, *Global Head of Debt, Aegon USA Realty Advisors, LLC*

**Stefanie Stewart**, *Senior Vice President, Voya Investment Management*

9:30 AM - 10:15 AM

**Breakout Session: What Comes Next? Industry Future Perspectives**

*Location: Seaport Ballroom A*

Economic growth ramped up following the lockdown, but with it came inflation and risk. Uncertainties around the post pandemic commercial real estate sector remain front and center. Join portfolio managers and lenders as they provide a 360° view of current industry dynamics and share how they are sustaining an adaptable strategy in the current climate.

Speakers

**Victor Calanog Ph.D., CRE, FRICS**, *Head of Commercial Real Estate Economics, Moody's Analytics | CRE*

**Jeffrey Erxleben**, *Executive Vice President, Northmarq*

**Angela Mago**, *President, Key Commercial Bank, Key Commercial Bank & Real Estate Capital, KeyCorp*

**Charles Ostroff**, *Senior Vice President and Multifamily Chief Credit Officer,, Fannie Mae*

10:00 AM - 3:30 PM

**Coffee Spot**

*Location: Harbor Ballroom*

10:00 AM - 10:30 AM

**Refreshment Break**

*Location: Harbor Ballroom*

10:00 AM - 4:30 PM

**THE HUB is Open**

*Location: Harbor Ballroom*

10:30 AM - 11:45 AM

**Opening General Session: A Conversation with Earvin "Magic" Johnson**

*Location: Seaport Ballroom D*

Earvin "Magic" Johnson will take the stage at CREF22. During an insightful interview with Kristy Fercho, MBA's 2022 Chair, Johnson will discuss his winning business strategies and inspiring life lessons learned both on and off the court.

Speakers

**Bob Broeksmit, CMB, President & Chief Executive Officer, Mortgage Bankers Association**

**Kristy Fercho, 2022 MBA Chair; Executive Vice President & Head of Home Lending, Wells Fargo**

**Earvin "Magic" Johnson, Chairman and CEO, Magic Johnson Enterprises (MJE)**

11:45 AM - 1:00 PM

**DUS Chief Asset Manager Subcommittee - Lender Only (By Invitation Only)**

*Location: Balboa B*

12:00 PM - 1:30 PM

**Attorney Roundtable (Open to MBA Members; Closed to Media)**



*Location: Seaport Ballroom H*

12:00 PM - 1:00 PM

**Lunch**

*Location: Harbor Ballroom*

12:00 PM - 2:00 PM

**mPact Production Advisory Committee Meeting (By Invitation Only)**

*Location: Seaport Ballroom G*

12:00 PM - 2:00 PM

**Senior Bank Executive Roundtable Luncheon (By Invitation Only)**

*Location: Gaslamp AB*

Monday - Tuesday, February 14, 2022

12:15 PM - 1:00 PM

**THE INNOVATION STAGE: Spotlight Session: Emerging Technology & CRE 101**

*Location: Harbor Ballroom*

Technology investments in CRE are substantial and growing. The various markets, property types, and market players provide vast opportunity sets for both technology companies and traditional CRE firms to make strategic investments and improve their operations. Industry executives share their perspective on what they're doing and where the market is headed in terms of adoption and change

Speakers

**Brett Adams**, *SVP-Servicing, Berkadia*

**Ken Gwynn**, *Operations Director, Gantry*

**Brian Hanson**, *Managing Director, CWC Capital Asset Management LLC*

**Chris Shelton**, *RealINSIGHT*

**John Vecchione**, *Vice President, Risk Analytics, CoStar Group, Inc.*

**Ashley Walker**, *Vice President & Product Owner II, M&T Realty Capital Corporation*

Monday, February 14, 2022

1:00 PM - 2:00 PM

**General Session: Economic Outlook and CREF Market Forecast Release**

*Location: Seaport Ballroom D*

A CREF Convention favorite, get the latest information and insights about the economy and commercial and multifamily real estate finance (CREF) markets — including the release of MBA’s 2022 CREF forecast.

Speakers

**Reggie Booker**, *Associate Vice President, Commercial/Multifamily Research, Mortgage Bankers Association*

**Michael Fratantoni, Ph.D.**, *Chief Economist and Senior Vice President of Research and Industry Technology, Mortgage Bankers Association*

**Jamie Woodwell**, *Vice President, Commercial and Multifamily Group, Research & Economics, Mortgage Bankers Association*

2:00 PM - 4:00 PM

**Presentation: Counterpoint SRE (By Invitation Only)**

*Location: La Jolla A*

2:00 PM - 4:00 PM

**Presentation: StanCorp (By Invitation Only)**

*Location: Seaport Ballroom F*

2:30 PM - 3:30 PM

**General Session: Movers, Shakers, and Policymakers**

*Location: Seaport Ballroom D*

Integral to the commercial and multifamily finance ecosystem, the policies of the U.S. Department of Housing and Urban Development (HUD) and Federal Reserve Banks are pivotal for the economy and our industry. MBA welcomes key leaders from each institution to the main stage to discuss their priorities and the likely impact on communities and industry.

Speakers

**Lopa P. Kolluri**, *Principal Deputy Assistant Secretary, Office of Housing - Federal Housing Administration (FHA), U.S. Department of Housing and Urban Development*

**Matthew G. Rocco, Sr.**, *2022 MBA Chair-Elect; Chairman of the Board and Chief Executive Officer, Grandbridge Real Estate Capital*

3:30 PM - 4:30 PM

**THE HUB: Networking Reception: Happy Together!**

*Location: Harbor Ballroom*

Step away for a bit. Network with peers over cocktails before partaking in the evening's festivities.

5:00 PM - 6:30 PM

**mPact Reception**

*Location: Seaview Patio, Lobby Level*

Tuesday, February 15, 2022

7:30 AM - 9:00 AM

**CRI Society Board Meeting (By Invitation Only)**

*Location: Gaslamp CD*

7:30 AM - 5:00 PM

**Registration**

*Location: Palm Foyer*

8:00 AM - 9:00 AM

**Breakfast**

*Location: Seaport Ballroom Foyer*

8:00 AM - 4:00 PM

**Headshot Café**

*Location: Harbor Ballroom Foyer*

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8:00 AM - 4:00 PM

**LinkedIn Profile Consultations**

*Location: Harbor Ballroom Foyer*

Sign up for a 15-minute LinkedIn Profile Consultation with an expert coach. Find out what your profile says about you and learn strategies to build and engage your network.

Speaker

**Debbie Wemyss**, *Founder, DW Consulting Solutions, LLC*

8:00 AM - 5:00 PM

**Press Room (Credentialed Media Only)**

*Location: Balboa A*

8:30 AM - 9:30 AM

**Breakout Session: All in the Multifamily: Conversation with GSE Leadership**

*Location: Seaport Ballroom B*

Growth in multifamily lending remains a constant in commercial real estate. Get a sense of Fannie Mae and Freddie Mac's objectives for 2022 from GSE leadership, DUS, and Optigo Lenders.

Speakers

**Kelli Carhart**, *CBRE Capital Markets*

**Michele Evans**, *Executive Vice President and Head of Multifamily, Fannie Mae Multifamily*

**Phyllis Klein**, *SVP Head of Agency Production, Capital One Commercial Real Estate*

**Robert Koontz**, *Senior Vice President, Multifamily Capital Markets, Freddie Mac Multifamily*

**Chad Musgrove**, *Associate Director, Originations, Lument*

**Amber Rao**, *Vice President and Senior Mortgage Banker, Key Commercial Bank & Real Estate Capital, KeyCorp*

8:30 AM - 9:30 AM

**Breakout Session: Deal Dialogue: Retail and Office Sales Spotlight**

*Location: Seaport Ballroom C*

Join your lender and intermediary peers to discuss and describe the investment sales and leverage on transactions that are getting done in retail and office markets. Glean and share perspective across markets and market segments on how transactions are getting financed in a sector that competes for most challenging headlines. Industry sales leaders providing real time information on what investors are saying and paying.

8:30 AM - 9:30 AM

**Breakout Session: Industry Roundtable: A Capital Source Conversation**

*Location: Seaport Ballroom A*

The roundtable brings together diverse commercial real estate centric capital sources to discuss and debate their approach to the market. Whether you're at an intermediary, insurance company, bank, debt fund, agency or CMBS lender, you won't want to miss executives from each of these aspects of the capital markets share what helps them sleep or keeps them up at night.

Speakers

**Stacy Ackermann**, *Partner, K&L Gates, LLP*

**Christine Chandler**, *Chief Credit Officer and Chief Operating Officer, M&T Realty Capital Corporation*

**Jack Gay**, *Managing Director, Global Head of Commercial Real Estate Debt, Nuveen Real Estate*

**Patrick Mattson**, *Managing Director, President & COO, KKR Real Estate Finance Trust*

**Stephanie Wiggins**, *Head of Production, Agency Lending, PGIM Real Estate*

9:30 AM - 2:00 PM

**Coffee Spot**

*Location: Harbor Ballroom*

9:30 AM - 10:00 AM

**Refreshment Break**

*Location: Harbor Ballroom*

9:30 AM - 2:00 PM

**THE HUB is Open**

*Location: Harbor Ballroom*

9:45 AM - 10:45 AM

**Breakout Session: Affordable Multifamily Housing: An Environmental Scan**

*Location: Seaport Ballroom B*

Over the last two years, affordable housing has increasingly become a focal point of Washington, D.C. with the change in administration, the amplified calls for social justice reform and advancing racial equity, and as the unemployed or underemployed continue struggling to pay for housing as a result of the pandemic. This panel will cover a scan of the affordable multifamily housing environment, the trends of the affordable rental market, and the everchanging affordable housing political landscape.

Speakers

**Aimee Faucett**, *Executive Vice President and Chief Operating Officer, San Diego Regional Chambers of Commerce*

**Katelynn Harris Walker**, *Associate Director- Affordable Housing, Mortgage Bankers Association*

**Shekar Narasimhan**, *CMB, Managing Partner, Beekman Advisors, Inc.*

**Ethan Saxon**, *Associate Vice President, LPA, Mortgage Bankers Association*

**Michael Staton**, *Vice President, Senior Mortgage Originator, CPC Mortgage Company*

**Jamie Woodwell**, *Vice President, Commercial and Multifamily Group, Research & Economics, Mortgage Bankers Association*

9:45 AM - 10:45 AM

**Breakout Session: Deal Dialogue: Hotel Sales Spotlight**

*Location: Seaport Ballroom C*

Join your lender and intermediary peers to actively discuss and describe the investment sales and leverage on transactions that are getting done in office markets. Glean and share perspective across markets and market segments on how transactions are getting financed in today's hottest sector. We will have industry sales leaders providing real time information on what investors are saying and paying.

Speaker

**Dilip Petigara**, *Latitude Hospitality, Inc.*

9:45 AM - 10:45 AM

**Breakout Session: Over the Top: Sustained Growth of Debt Funds and Mortgage REITs**

*Location: Seaport Ballroom A*

Non-bank lenders, including debt funds and mortgage REITS, have continued to experience strong growth in origination volume and are comprising an ever-larger part of the commercial real estate finance market. Bank and non-bank market participants discuss how this sector is continuing to evolve and the properties, markets, and opportunities they are focused on. Banks/Warehouse Lending Products included in this conversation.

Speakers

**Nik Chillar**, *President, CRE Capital*

**Felix Gutnikov**, *Principal, Head of Originations, Thorofare Capital, Inc.*

11:00 AM - 12:00 PM

**General Session: Finding the Inspiration for Reinvention with Singer/Songwriter, John Ondrasik, Five for Fighting**

*Location: Seaport Ballroom D*

Grammy-nominated, platinum-selling singer/songwriter John Ondrasik, better known by his stage name Five for Fighting, brings his personal journey as a musician and business owner to life in this engaging presentation that features music, storytelling, and inspiration. He explores the roles that work, family, and happiness play in our lives, and how they inspire creativity and innovation. He offers insight as someone who's lived it and done it while sharing stories and playing some of his most famous songs — like “100 Years,” “Superman (It’s Not Easy),” “Chances,” “The Riddle,” “Freedom Never Cries,” and “What If.” As the vice president of Precision Wire Products, a third-generation family-owned business, he also has ready ties to real business challenges.

Speakers

**Kristy Fercho**, *2022 MBA Chair; Executive Vice President & Head of Home Lending, Wells Fargo*

**Matthew (Matt) Galligan**, *Senior Advisor, Keller Augusta*

**John Ondrasik**, *Singer/Songwriter, Five for Fighting*

12:00 PM - 1:00 PM

**Lunch**

*Location: Harbor Ballroom*

12:00 PM - 1:30 PM

**mPower Lunch: Rita Moreno: A Legendary Life**

*Location: Seaport Ballroom G*

Rita Moreno, winner of all four of the most prestigious awards in show business — Oscar, a Tony, two Emmys, and a Grammy — will take the stage during our mPower Lunch to share stories from her legendary life and career. mPower Founder, Marcia Davies, will host this dynamic discussion. Make new connections, get tips for professional success, and learn tactics to negotiate for more in work and life. Everyone is welcome to this special lunch event!

Speakers

**Marcia M. Davies**, *mPower Founder; Chief Operating Officer, Mortgage Bankers Association*



**Rita Moreno**, *Academy Award Winning Actress, Dancer and Singer, Presidential Medal of Freedom Recipient*

12:00 PM - 1:30 PM

**Return to Work: A Working Discussion (Open to MBA Members; Closed to Media)**

*Location: Seaport Ballroom F*

12:00 PM - 12:30 PM

**THE INNOVATION STAGE: Speaker Q&A with John Ondrasik**

*Location: Harbor Ballroom*

12:45 PM - 1:30 PM

**THE INNOVATION STAGE: Spotlight Session: ESG, CRE and Green Lending**

*Location: Harbor Ballroom*

Don't miss dialogue and debate around the impact of emerging issues related to commercial real estate as the industry responds to the economic recovery phase of the pandemic. Topics include ESG impact on lending and how to measure the effect, and related policy developments.

Speakers

**Lisa Brylowski**, *Brookfield Asset Management*

**Warren Friend**, *Advisor, Pemaquid Advisors LLC*

**Christina Hill**, *Head of Americas Asset Management & Global Head of ESG, PGIM Real Estate*

**Luba Kim-Reynolds**, *Head of MultiFamily Investor Relations and ESG Initiatives, Freddie Mac*

1:30 PM - 2:30 PM

**General Session: Views from the C-Suite**

*Location: Seaport Ballroom D*

Join MBA's senior vice president of commercial/multifamily policy and member engagement, Mike Flood, as he interviews a panel of CEOs from across the industry. Get a glimpse into their strategic visions and top priorities to help you navigate today's changing times and tomorrow's opportunities.

Speakers

**David Brickman**, *Chief Executive Officer, NewPoint Real Estate Capital*

**Michael Flood**, *Senior Vice President of Commercial/Multifamily Policy and Member Engagement, Mortgage Bankers Association*

**Mark Fogel**, *Chief Executive Officer & President, ACRES Capital*

**Gary Otten**, *SVP, Managing Director & Head of Debt Strategies, MetLife Investment Management*

**Smriti Popenoe**, *President and Co-Chief Investment Officer, Dynex Capital, Inc.*

**Jeffrey Weidell, CMB**, *Chief Executive Officer, Northmarq*

**Justin Wheeler**, *Chief Executive Officer, Berkadia*

3:00 PM - 5:00 PM

**COMBOG Meeting (Committee Members Only)**

*Location: Seaport Ballroom F*

5:00 PM - 6:30 PM

**COMBOG & Future Leaders Alumni Reception (By Invitation Only)**

Wednesday, February 16, 2022

8:00 AM - 10:00 AM

**Registration**

*Location: Palm Foyer*

8:30 AM - 10:30 AM

**Closing General Session: Navigating your Career in a Hybrid Environment - mPact Brunch & Learn**

Navigating your career while you're in the office can be difficult, and now that most of us are in a hybrid model, that adds another layer of complexity. Join us for dynamic panel conversation and hear the issues the next generation leaders are facing and what industry executives recommend.

#### Speakers

**Andrew Bennett**, *Director, Bank of America*

**Pasha Johnson**, *Principal, Pacific Southwest Realty Services*

**Samantha Miller**, *Vice President, Key Commercial Bank & Real Estate Capital, KeyBank*

**Jonathan Pratt**, *Senior Vice President, Capital One Commercial Real Estate*

**Heidi Rua**, *Senior Managing Director, Newmark*

**Vince Toye**, *Managing Director, JP Morgan Chase*