

Midwest Lenders 15th Annual Conference
September 5th – 7th, 2018 | W Chicago City Center

Wednesday – September 5th, 2018

11:30 a.m. – 12:30 p.m.

Lunch

Sponsored by: Walker & Dunlop

Welcome and Opening Remarks

Speakers:

Dan Burke

Regional Center Director
HUD – Chicago

Patricia Burke

Acting Director – Multifamily Production
HUD – Headquarters

12:30 p.m. – 2:00 p.m.

Lender/HUD Roundtable --

Discussion of Best Practices, Underwriting Issues and Policy

Moderator: Mike Bisanz

Vice President & Deputy Chief FHA Underwriter
Dougherty Mortgage LLC

Panelists:

Terry Wellman

Senior Vice President & FHA Chief Underwriter
PNC Real Estate

Kurt Dayton

FHA Chief Underwriter
Jones Lang LaSalle Multifamily

Drew Robison

Vice President & Deputy Chief Underwriter
M&T Realty Capital Corporation

Liz Arteaga

Housing Program Officer
HUD - Headquarters

Steve Ott

Production Division Director - Multifamily Midwest Region
HUD - Chicago

Ken Doresky

Senior Underwriter
HUD - Minneapolis

2:00 p.m. – 2:30 p.m.

Break

Sponsored by: RED Capital Group

2:30 p.m. – 4:00 p.m.

Logistics of 4% Bond Deals

Moderator: Tracy Peters

Senior Managing Director of Affordable Housing
RED Capital Group

Panelists:

Terry Wellman

FHA Chief Underwriter
PNC

Kent Neumann

Partner
Tiber Hudson LLC

4:00 p.m. – 4:15 p.m.

Break

Sponsored by: AEI Consultants

4:15 p.m. – 5:15 p.m.

Non-Traditional Alternative Financing Sources

Soft Funds, Opportunity Zone Funds

Moderator: Roy Williams

FHA Chief Underwriter
Wells Fargo Multifamily Capital

Panelist:

Thomas Fantin, CPA

Principal
Novogradac & Company

Glenn Graff

Attorney
Applegate & Thorne-Thomsen

James Peck

Partner
Tiber Hudson LLC

5:30 p.m. – 6:30 p.m.

Opening Reception

Sponsored by: Dominion Due Diligence

Location: W Chicago – City Center

Thursday – September 6th, 2018

8:00 a.m. – 9:00 a.m.

Breakfast

Sponsored by: EBI Consulting

9:00 a.m. – 10:30 a.m.

221(d)(4) Case Study

Moderators: Chuck Ewing

FHA Deputy Chief Underwriter
Jones Lang LaSalle Capital Markets

Carolyn McMullen

Senior Vice President – FHA Financing
Walker & Dunlop

Panelists:

Steve Ott

Production Division Director - Multifamily Midwest Region
HUD – Chicago

Lesley Johnson

Underwriting Branch Chief
HUD – Chicago

Kurt Dayton

Chief Underwriter
Jones Lang LaSalle Multifamily

Rachel Thomas

Senior Vice President, Acquisitions
CREA

Rob Hazelton

President & CEO
Dominion Due Diligence Group

10:30 a.m. – 11:00 a.m.

Break

Sponsored by: Partner Engineering and Science

11:00 a.m. – 12:15 p.m.

221(d)(4) Case Study Continued

12:15 p.m. – 1:30 p.m.

Lunch

Sponsored by: Berkadia

Speakers: Lamar Seats

Deputy Assistant Secretary – Office of Multifamily Housing
Programs
HUD – Headquarters

1:30 p.m. – 3:00 p.m.

223(f) Case Study

Moderators: Tony Love

President
Rose Community Capital

Bruce Minchey

SVP/ FHA Chief Underwriter
Dougherty Mortgage LLC

Chris Nielsen

Underwriting Branch Chief
HUD – Detroit

Doug Klingensmith

Vice President of Development
Ohio Capital Corporation for Housing

Scott Greuel

Underwriting Branch Chief
HUD – Chicago

3:00 p.m. – 3:30 p.m.

Afternoon Break

Sponsored by: Jones Lang LaSalle

3:30 p.m. – 5:00 p.m.

223(f) Case Study Continued

7:30 p.m.

Hamilton

CIBC Theatre: 18 W Monroe St, Chicago, IL 60603

If you have reserved a Hamilton ticket, please be sure to obtain it from Meg Cooney or Robyn Cunningham at the Midwest Lenders Conference Check-In Desk prior to 5:00 p.m. today. Transportation will **not** be provided to Hamilton.

Theatre Information:

Doors open at 6:45 p.m., and the seating area will open at 7:00 p.m. Bags that are too large to fit under your seat are required to be checked for \$1.00 per item. Refreshments may be purchased at the CIBC theater and brought into the theatre; outside food and beverages are not allowed.

Friday– September 7th, 2018

7:00 a.m. – 8:30 a.m.

Breakfast

Sponsored by: Love Funding

8:30 a.m. – 10:15 a.m.

Closing and Servicing – Process, Best Practices & Hot Topics

Moderator: Tiffany Baymiller

Multifamily FHA Closing Manager
PGIM Real Estate Finance

Panelists: Patrick Reardon

Associate
Vorys, Sater, Seymour and Pease

Tommy Nance

Director
Prudential Asset Resources

Matt Towey

Attorney - Office of the Regional Counsel
HUD – Chicago

John Schneider

Branch Chief
HUD – Chicago

10:15 a.m. – 10:30 a.m.

Break

Sponsored by: Bank of America

10:30 a.m. – 12:30 p.m.

Developer/Syndicator Panel

Credit Pricing & The Impact of the New Tax Law

Moderator: Shana Daby

Managing Director & Deputy Chief Underwriter of Affordable
Housing, FHA
Greystone

Panelists: Tony Alfieri

Managing Director
RBC Tax Credit Equity Group

Chris Hite

President & Principal
Sugar Creek Capital

Phil Minden

Senior Vice President
Sterling Bank

Shelly Patton
President
Collaborative Housing Solutions

Milton Pratt, Jr.
Senior Vice President
The Michaels Development Company

12:30 p.m.

Closing Remarks & Boxed Lunches to Go
Sponsored by: Dwight Capital

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