

## WMAC 221(d)(4) Training - September 11, 2019

### Opening of Training

8:00 – 8:30 am Welcome / General Overview of 221(d)(4)  
Moderator: Terry Wellman & Scott Thurman

### Third Party Reports

8:30 – 9:30 am Appraisal and Market Study  
Moderator: Scott Thurman  
HUD Panelist: Dave Melanson  
Rebecca Arthur, Novogradac,  
Mary Ann Barnett, BBG

9:30 – 10:15 am Architectural, Engineering, and Cost Reviews  
Moderator: Ed Foulon/Bryant Scoggins  
HUD Panelist: Meagan Recker  
Jeff Smith, JPS  
Jesse Pasco, EBI

BREAK

10:30 – 11:15 am Environmental  
Moderator: Bruce Minchey  
HUD Panelists: Chris Belegante, Larry Ferguson, Stan Toal  
Rob Hazleton, Dominion Due Diligence  
Angelique Crews, Partner Engineering

### Underwriting / Due Diligence

11:15 am – 12:15 pm Part I – Who's Who, IOI, Escrows & Reserves  
Moderator: Peggy Lawrence Blasi  
HUD Panelist: Laura Stutzman, Mark F.  
Michael Ugarte, CBRE

LUNCH

1:15 – 3:15 pm Part II – Stages of UW, Risks/Mitigants, Best Practices  
Moderator: Bob Warren  
HUD Panelist: Erica Kodiyan, Mark F.  
Shanna Daby, Greystone  
Terry Wellman, PNC

BREAK

### Closing & Construction

3:30 – 4:15 pm Closings  
Moderator: Scott Thurman  
HUD Panelists: Shannon Bergman, Venus James, and Mikaela Urgo

4:15 – 5:00 pm Construction Administration  
Moderator: Lena Nazarian  
David Jasso, Leetex

### Wrap Up

5:00 – 5:15 pm Wrap-Up