



23rd ANNUAL WESTERN HUD LENDERS' CONFERENCE


September 18-20, 2023

Intercontinental Hotel, San Francisco

Monday, September 18, 2023

	Topic	Speakers
9:00 am - 12:00 pm	Offsite Service Event	Attendees that pre-registered with WMAC will join others to provide services to community organizations in need
10:00 am - 1:00 pm	Conference Registration/Welcome Bags Location: 3rd Floor Foyer	Sponsored By: CBRE
11:45 am - 1:00 pm	Networking Lunch Location: Pacific Terrace, 4th Floor	Sponsored By: AEI
1:00 pm - 2:00 pm	Keynote Speaker: Megan Booth, Assoc VP-Commercial/MF Mortgage Bankers Association Taking Policy by the Horns Location: 3rd Floor Ballroom	Moderator: Raelee Jones, Centennial Mortgage
2:00 pm - 3:00 pm	HUD Headquarters & West Region Roundup Location: 3rd Floor Ballroom	Moderators: Raelee Jones, Centennial Mortgage & Forty Semadeni, NorthMarq Matt Naish - Multifamily Regional Director Larry Flood - Production Division Director Willie Fobbs - HUD HQ Scott Greuel - HUD HQ
3:00 pm - 3:15 pm	Break Location: 3rd Floor Foyer	Sponsored By: Walker & Dunlop
3:15 pm - 4:45pm	Relocation Planning: Keeping Residents Safe & Owners Protected Location: 3rd Floor Ballroom	Moderator: Forty Semadeni, NorthMarq Bob Fradley , HUD Technical Branch Chief Rick Orf , PGIM Jim Myers , HUD Construction Manager Barrett Koczur , HUD Construction Analyst Pati Boyle , Relocation Consultant Sponsored By: PGIM

Monday, September 18, 2023

	Topic	Speakers
5:00 pm - 7:30 pm	Opening Night Reception - Western Theme Location: Pacific Terrace, 4th Floor	Reconnect with industry colleagues and enjoy an evening of Western Themed games, libations, appetizers, and all around merriment! Platinum Sponsors: Berkadia, Dwight Attraction Sponsors: AEI D3G, Greystone, Lument, Partner, Vorys

Tuesday, September 19, 2023

7:30 am - 8:30 am	Breakfast Location: 3rd Floor Foyer	Sponsored By: Greystone
8:30 am - 9:45 am	How the West was Built and Where It Got Us: Building Strong Properties and Stronger Relationships Location: 3rd Floor Ballroom	Moderator: Terry Wellman, Berkadia Ryan Duff - Berkadia Bob Fradley - HUD Sponsored By: Norris, George & Ostrow
9:45 am - 10:45 am	How to lasso a 241(a) and Wrangle with LIHTC Location: 3rd Floor Ballroom	Moderator: Rick Orf, PGIM Trina Stewart - HUD HQ Lauren Marcus, Esq. - Tiber Hudson LLC William Baldwin - Vorys, Sater, Seymour, and Pease LLP Sponsored By: Rockport Mortgage
10:45 am - 11:00 am	Break Location: 3rd Floor Foyer	Sponsored By: Kantor Taylor
11:00 am - 12:00 pm	Changes in Climate, Changes in Attitude: Building Resiliency Location: 3rd Floor Ballroom	Moderator: Raelee Jones, Centennial Mortgage Jesse Pasco - EBI Staige Miller - AEI Sara Jensen - HUD Chris Bellegante - HUD Brandon Rutledge - HUD Brian Sturdivant - HUD
12:00 pm - 1:30 pm	Networking Lunch Location: Pacific Terrace, 4th Floor	Sponsored By: Dominion Due Dilligence

Tuesday, September 19, 2023

🕒	Topic	Speakers
12:30 pm - 4:00 pm	Offsite Service Event	Attendees that pre-registered with WMAC will join others to provide services to community organizations in need
1:30 pm - 2:30 pm	Local Market Trends Location: 3rd Floor Ballroom	Moderator: Mikel Ugarte, CBRE Nigel Hughes , Senior Director, Market Analytics - CoStar Sponsored By: Wells Fargo
2:30 pm - 2:45 pm	Break Location: 3rd Floor Foyer	Sponsored By: Levy, Levy, Levy
2:45 pm - 3:45 pm	The Good, The Bad and The Ugly (FHA Construction: What Can Go Wrong and How to Deal With It) Location: 3rd Floor Ballroom	Moderator: Terry Wellman, Berkadia Constantinos ("Dino") Panagopoulos, Esq. - Ballard Spahr Rania Galan, Esq. - Ballard Spahr
5:00 pm - 7:00 pm	Emerging Professional Group Reception Location: Executive Order Bar & Lounge 868 Mission Street *Those not attending the EPG event will be on their own for the remainder of the evening	EPG Host: Kelly Scharlemann, Berkadia For those with ten years or less of HUD experience, join WMAC's Emerging Professional Group for an evening of drinks, appetizers, networking, and fun. Sponsored By: Partner Engineering

Map to EPG Event:

4 min (0.2 mile)
via Minna St
Mostly flat

⚠️ Use caution—walking directions may not always reflect real-world conditions


InterContinental San Francisco, an IHG Hotel
888 Howard St, San Francisco, CA 94103

- ↑ Head northwest toward Minna St
397 ft
- ↶ Turn left onto Minna St
305 ft
- ↷ Turn right onto 5th St
207 ft
- ↷ Turn right onto Mission St
223 ft

Executive Order Bar & Lounge
868 Mission St, San Francisco, CA 94103

The map displays a route starting from the InterContinental San Francisco hotel at 888 Howard St. The route goes northwest on Minna St, then turns left onto Minna St, then right onto 5th St, and finally right onto Mission St to reach the Executive Order Bar & Lounge at 868 Mission St. The map includes various landmarks such as Powell Station, Starbucks, Nordstrom Rack, and several restaurants.

Wednesday, September 20, 2023

	Topic	Speakers
7:30 am - 9:00 am	Breakfast Location: 3rd Floor Foyer	Sponsored By: Lument
9:00 am - 10:00 am	Tending the Herd - Asset Management Topics Location: 3rd Floor Ballroom	Moderator: Mikel Ugarte, CBRE <i>Shannon Bergman</i> - HUD <i>Jesse Pasco</i> - EBI <i>La Fonte Nesbitt</i> - Kantor Taylor <i>Samantha Brooks</i> - Greystone Sponsored By: EBI
10:00 am - 11:15 am	Don't Let This Happen to You: Avoiding Title & Survey-related Closing Delays. And BONUS Tax Exempt Bond Market Update! Location: 3rd Floor Ballroom	Moderator: Terry Wellman, Berkadia <i>Rania Galan, Esq.</i> - Ballard Spahr <i>Christina Howard, Esq.</i> - Levy, Levy & Levy <i>Wade Norris, Esq.</i> - Norris George & Ostrow Sponsored By: Colliers
11:15 am - 12:00 pm	Sweating to the Oldies: GRRP Battles a Lack of Planet Fitness Location: 3rd Floor Ballroom	Moderator: Riahna Phillips, Adroc Capital <i>Amy Long</i> - JLL <i>Sarah Molseed</i> - HUD <i>Phil Winterland</i> - EBI
12:00 pm - 12:15 pm	Closing Remarks Location: 3rd Floor Ballroom	Raelee Jones, President WMAC
Noon	Grab & Go Lunches Location: 3rd Floor Foyer	Sponsored By: Vorys

See You Next Year in The Mile High City!

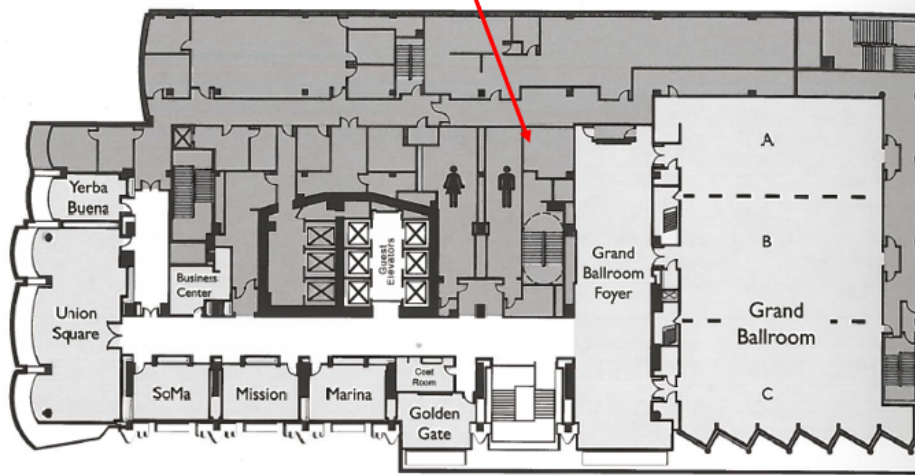
24th Annual WMAC Conference
Wednesday, September 11, 2024 - Friday, September 13, 2024
Westin Denver Downtown - Denver, CO

Conference Floor Map

Map of 3rd Floor

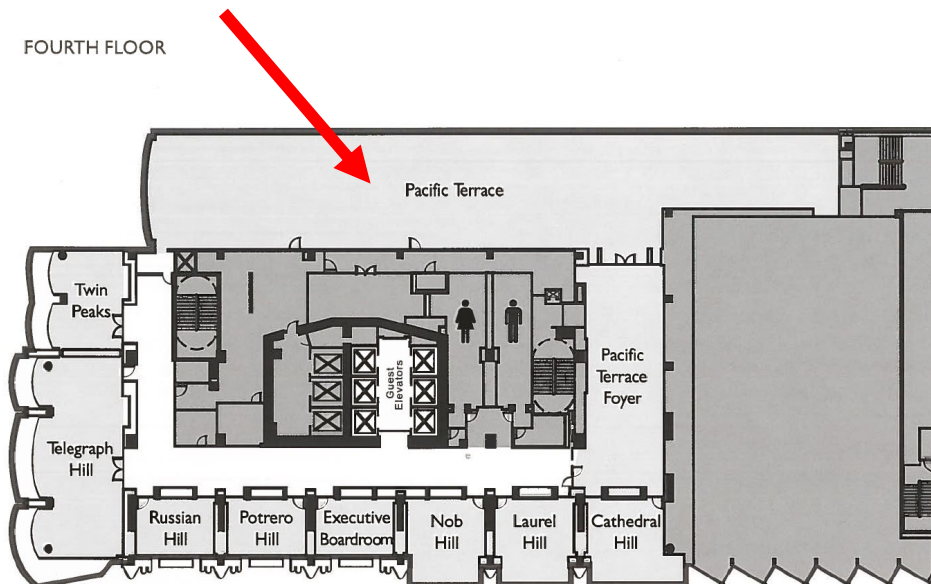
- **Registration and Breaks** – Grand Ballroom Foyer
- **Grand Ballroom** – A, B and C
- **Stairwell access to Lunch/Reception venue** (Pacific Terrace on the 4th Floor)

THIRD FLOOR



Lunches and Monday Reception will be in the Pacific Terrace

FOURTH FLOOR



WiFi Access in Meeting Rooms

Due to lower than usual attendance and budget constraints, WMAC is unable to provide WiFi access this year. We apologize for any inconvenience and appreciate your understanding. Hotel guests should be able to access Wifi with their room code.

2023 WMAC Board Officers

Raelee Jones	<i>President</i>
Fortunat (Forty) Semadeni	<i>Vice President</i>
Riahna Phillips	<i>Secretary</i>
Harvest Peerman	<i>Treasurer</i>
Terry Wellman	<i>Past President</i>
Quinn Nakano	<i>Board Member</i>
Rick Orf	<i>Board Member</i>
Mikel Ugarte	<i>Board Member</i>
Kelly Scharlemann	<i>Board Member/EPG Host</i>
Linda Gillette	<i>Executive Director</i>

2023 WMAC Corporate Members

2023 WMAC Associate Members

ACRES Capital	ACRESWorld, Inc.
Adroc Capital	AEI Consultants
AFL-CIO Housing Investment Trust	Ballard Spahr
Arbor Realty Trust	BBG
Bank of Montana	Bureau Veritas
Bellwether Enterprise Real Estate Capital	Carlton Fields, P.A.
Berkadia Commercial Mortgage	Dominion Due Diligence
Cambridge Realty Capital, Ltd of Illinois	Doyle Real Estate Advisors, LLC
Capital Funding Group	EBI Consulting
Capital One N.A.	Integra Realty Resources
CBRE	JB Multifamily RE Consulting, LLC
Centennial Mortgage, Inc.	JPS & Associates
Century Health & Housing Capital, LLC	Kantor Taylor PC

**2023 WMAC
Corporate Members**

**2023 WMAC
Associate Members**

Colliers Mortgage	Krooth & Altman LLP
CPC Mortgage Company	Lending Standard
Draper & Kramer	Levy, Levy, and Levy
Dwight Capital LLC	Murphy Consulting
Eastern Mortgage Capital	Newmark Valuation & Advisory
Forbright Bank	NOI Engineering
Gershman Investment Corp.	Norris George & Ostrow PLLC
Grandbridge Real Estate Capital LLC	Partner Engineering
Greystone Funding	Peaseley & Derryberry PLC
Hampden Park Capital, LLC	Reno & Cavanaugh, PLLC
Highland Commercial Mortgage	Tiber Hudson LLC
Hudson Realty Capital	Vorys, Sater, Seymour and Pease LLP
JLL Real Estate Capital, LLC	
KeyBank Real Estate Capital	
Links Mortgage Corporation	
Lument	
M&T Realty Capital Corporation	
Merchants Capital Corp.	
Newmark	
NewPoint Real Estate Capital	
NorthMarq	
PGIM Real Estate	
PNC	
Rockhall Funding Corp	
Rockport Mortgage	
Rose Community Capital	
Walker & Dunlop	
Wells Fargo	
Ziegler Financing Corporation	