



Annual ELA Conference Agenda

March 2-4, 2022

Baltimore Marriott Waterfront Hotel

Day One: Wednesday, March 2

10:00am – 12:00pm

*Grand Registration
Desk*

Conference Registration

11:00am – 11:15am

Grand Ballroom 1-5

Annual ELA Membership Meeting

Lender and Associate Members Only

11:15am – 11:45am

Grand Ballroom 1-5

Capital Markets Discussion

Joe Accurso, Managing Director | Jefferies

11:30am – 12:00pm

Grand Ballroom 6

Boxed Lunch Break

Sponsored by: M&T Realty Capital Corporation

12:00pm – 12:15pm

Grand Ballroom 1-5

Welcoming Remarks

Adam Roberts, FHA Lending Platform Leader | JLL

12:15pm – 1:15pm

Grand Ballroom 1-5

“No Time to Buy”

Anirban Basu, Chairman & CEO | Sage Policy Group

1:15pm – 2:30pm

Grand Ballroom 1-5

Headquarters Update

*Moderator: Adam Roberts, FHA Lending Platform Leader | JLL
Panelist: Ethan Handelman, Deputy Assistant Secretary | HUD HQ
Panelist: Tom Bernaciak, Deputy Director of Multifamily Housing
Production | HUD HQ*

2:30pm – 2:45pm

Grand Foyer

Break

Sponsored by: Partner Engineering and Science, Inc.

2:45pm – 4:00pm

Grand Ballroom 1-5

Affordable Panel

*Moderator: Charley Conkling, Senior Vice President and Director of FHA
Underwriting | Walker & Dunlop
Panelist: Peggy Lawrence, Sr Production Specialist | HUD HQ
Panelist: Dan Schachter, Underwriting Branch Chief | HUD
Panelist: Bruce Minchey, Senior Vice President/FHA Chief Underwriter |
Colliers Mortgage
Panelist: John Gonzalez, Vice President/Senior Underwriter | Walker &
Dunlop
Panelist: Kent Neumann, Founding Member | Tiber Hudson LLC*

4:00pm – 5:15pm
Grand Ballroom 1-5

Mortgage Credit Panel

Moderator: Adlana Buck, *Senior Vice President & FHA Chief Underwriter | Capital One*

Panelist: Yvette Jackson, *Underwriting Branch Chief | HUD Baltimore*

Panelist: Kevin Bohm, *FHA Deputy Chief Underwriter | Capital One*

5:15pm – 7:15pm
Grand Foyer

Opening Cocktail Reception

Sponsored by: Capital One

5:30pm – 7:00pm
Zoom

ELA EPG (Emerging Professionals Group) Virtual Happy Hour

About the EPG: <https://www.easternlenders.com/about-ela-epg>

- Happy Hour Zoom link: <https://tinyurl.com/3t7uhs5v>
- Passcode: 385989

Day Two: Thursday, March 3

7:45am – 8:45am
Grand Ballroom 6

Breakfast

Sponsored by: AEI

8:45am – 9:00am
Grand Ballroom 1-5

Opening Remarks

Brett Wise, *Multifamily Northeast Region Director | HUD*

9:00am – 10:15am
Grand Ballroom 1-5

Northeast Region Update / Queue Management / Market Update

Moderator: Adam Roberts, *FHA Lending Platform Leader | JLL*

Panelist: Stacey Ashmore, *Production Division Director, Northeast Region | HUD*

10:15am – 10:30am
Grand Foyer

Break

Sponsored by: JLL Real Estate Capital, LLC

10:30am – 11:45am
Grand Ballroom 1-5

Environmental Panel – What Keeps Us Up at Night

Moderator: Susan Monaco, *Managing Director/FHA Chief Underwriter | Dwight Capital*

Panelist: Jacob Levine, *Environmental Protection Specialist | HUD HQ*

Panelist: Frederick Shaw, *Technical Specialist Branch Chief, Multifamily Northeast Region | HUD*

Panelist: Angelique Crews, *Technical Director – HUD Environmental Services | Partner Engineering and Science, Inc.*

11:45am – 1:00pm
Grand Ballroom 6

Lunch

Sponsored by: Walker & Dunlop

1:00pm – 2:30pm
Grand Ballroom 7-8

Breakout: HUD/Lender Roundtable

Limited to one predesignated representative from each lender

Moderators: Charley Conkling, *Senior Vice President and Director of FHA Underwriting | Walker & Dunlop*

Adam Roberts, *FHA Lending Platform Leader | JLL*

Panelist: Tom Bernaciak, *Deputy Director of Multifamily Housing Production | HUD HQ*

Panelist: Stacey Ashmore, *Production Division Director, Northeast Region | HUD*

Panelist: David Wilderman, *Director, Technical Support Division | HUD HQ*
Panelist: Kevin Han, *Sr Production Specialist | HUD HQ*
Panelist: Scott Greuel, *Director, Program Administration Division | HUD HQ*

1:00pm – 1:45pm
Grand Ballroom 1-5

Underwriting War Stories

Moderator: Chad Perrone, *FHA Deputy Chief Underwriter | Bravo Capital*
Panelist: Allen Cohen, *Senior Underwriter | HUD*
Panelist: Jim Rice, *Construction Analyst | HUD*
Panelist: Leah Moskowitz, *Senior Underwriter | HUD*

1:45pm – 2:45pm
Grand Ballroom 1-5

Asset Management Panel

Moderator: Leslie Schultze, *Senior Director, Asset Management | JLL*
Panelist: Yvette Jackson, *Underwriting Branch Chief | HUD*
Panelist: Brenda Brown, *Director, Asset Management Division | HUD*
Panelist: April Lasker, *Branch Chief, Asset Management | HUD*
Panelist: Ashley Sheriff, *Acting Deputy Assistant Secretary for REAC*

2:45pm – 3:45pm
Grand Ballroom 1-5

Closing Panel

Moderator: Carmen Aguilar, *Managing Director, HUD & GNMA Operations | Dwight Capital*
Panelist: Karen Solt, *Senior Closing Coordinator | HUD*
Panelist: Sorella Jacobs, *Chief Counsel, Baltimore | HUD*
Panelist: Jim Levine, *Shareholder | Baker Donelson*

3:45pm – 4:00pm
Grand Foyer

Break

Sponsored by: EagleBank

4:00pm – 5:15pm
Grand Ballroom 1-5

Heavy 223(f)s & Recently Completed Projects Panel

Moderator: Michelle Smee, *Vice President & FHA Senior Deputy Chief Underwriter | CBRE*
Panelist: Sheila Galicki, *Chief Technical Specialist Branch | HUD*
Panelist: Bart Goldberg, *Senior Underwriter | HUD*
Panelist: Rob Hazelton, *CEO | D3G*
Panelist: PJ Cusmano, *EVP – Valuation & Advisory Services | Colliers*

5:30pm – 7:30pm
Maryland Science
Center
601 Light Street

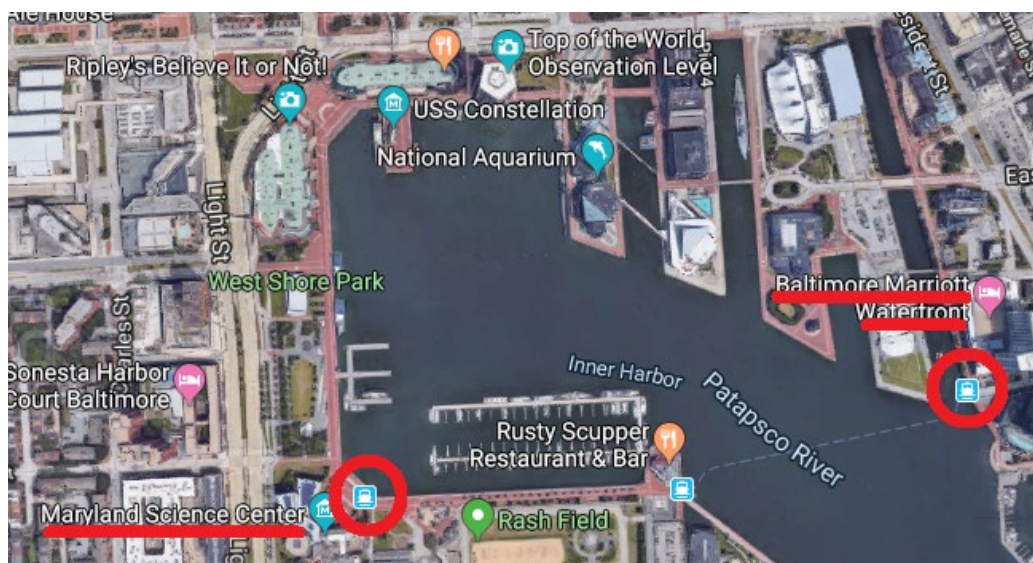
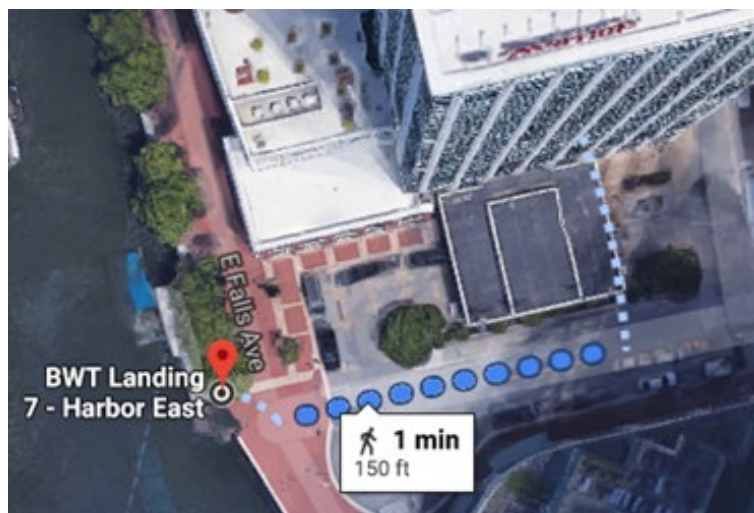
Offsite Cocktail Reception: A Night of Science and Fun

Please Wear Your Conference Name Tag for Entry

Event Co-Sponsored by: Dominion Due Diligence and Lument

Transportation Sponsored by: EBI

*Complimentary water taxi service provided from Landing 7
located directly outside conference hotel*



*Boarding begins at 5:00pm with water taxis running continuously
(approximate 10min ride by water taxi)*

Day Three: Friday, March 4

8:00am – 9:15am
Grand Ballroom 6

Breakfast

Sponsored by: Berkadia

9:15am – 10:30am
Grand Ballroom 1-5

“Ask a Question”/Hot Topics Panel

Moderator: Chris Painter, *Chief Underwriter for FHA Lending | EagleBank*
Panelist: Stacey Ashmore, *Production Division Director, Northeast Region | HUD*
Panelist: Sheila Galicki, *Chief Technical Specialist Branch | HUD*
Panelist: Bart Goldberg, *Senior Underwriter | HUD*

10:30am – 10:45am
Grand Foyer

Break

Sponsored by: PGIM Real Estate

10:45am – 12:00pm
Grand Ballroom 1-5

Green Panel – Rules, Compliance and Opportunities

Moderator: Michelle Smee, *Vice President & FHA Senior Deputy Chief Underwriter | CBRE*
Panelist: Kevin Han, *Senior Technical Specialist | HUD*
Panelist: Philip Winterland, P.E., *Energy & Sustainability Group Manager | EBI*
Panelist: Matt Snow, *Vice President – HUD Energy and Sustainability | AEI*

12:00pm
Grand Ballroom 1-5

Closing Remarks

Save the Date for next year's ELA Conference!
March 13-15, 2023
Hilton Baltimore Inner Harbor

Eastern Lenders Association Board

Adam Roberts, ELA President | JLL Capital Markets
Susan Monaco, ELA Vice President | Dwight Capital
Charley Conkling, ELA Treasurer | Walker & Dunlop, LLC
Adlana Buck, ELA Secretary | Capital One
Michael Torreyson, ELA Director at Large | Lument
Chris Painter, ELA Director at Large | EagleBank
Michelle Smee, ELA Director at Large | CBRE

ELA ANNUAL CONFERENCE 2022

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