



# MBAofNY

MORTGAGE BANKERS ASSOCIATION OF NEW YORK, Inc.

9th Annual - 2023

# Real Estate & Lending Summit

MBAofNY is Celebrating its 75th Year

## Program At-A-Glance

**7:30 AM - 8:15 AM**

Registration & Networking Breakfast with Exhibitors

**8:15 AM - 8:30 AM**

Opening Remarks & Introductions

**8:30 AM - 12:15 PM**

MBAofNY Educational Track Session 1: Panels 1-3 (3.5 CE)

**12:15 PM - 1:15 PM**

Lunch Break (*on your own*)

**1:20 PM - 5:00 PM**

MBAofNY Educational Track Session 2: Panels 1-3 (3.5 CE)

**5:00 PM - 6:00 PM**

Cocktail Networking Hour with Exhibitors



June 08, 2023  
7:30 AM - 6:00 PM



[www.MBANY.ORG](http://www.MBANY.ORG)



Offices of TREPP, Inc.  
600 Fifth Avenue  
New York, NY 10020



SPEAKER

[Zahra Jafri](#)

MBAofNY President  
CEO & Founder  
Lynx Mortgage Bank, LLC

**8:15 AM - 8:30 AM**

**"Opening Remarks & Introduction"**

Welcome address from MBAofNY's President & Global Head of Sales, TREPP, Inc.

**Trepp<sup>®</sup>**



SPEAKER

[Mike Benz](#)

Global Head of Sales  
TREPP Inc.

**MBA of NY Educational Track 1 Morning Sessions | 8:30 AM - 12:15 PM (3.5 CE's)**



SPEAKER

[Rebecca Rockey](#)

Economist, Global Head of  
Economic Analysis  
& Forecasting,  
Cushman & Wakefield

**Session 1 - Panel 1 8:30 AM-9:40 AM**

**"The Mid-Year Market Review"**

The Commercial and Residential Real Estate  
Market Forecast:

What is In Store for Investment and Financing in the second half? After a slow start to 2023, this expert panel will shed light on where market indicators are pointing for the second half of 2023. Topics will include bank closures, here we go again, the impact of recent Fed rate hikes on the lending climate, the timing of a potential recession, early signs of distress, pricing recalibration, CMBS loan performance, and what it all means for lending activity over the near term.



SPEAKER

[Ryan Servino, CFA](#)

CFA, Chief Economist and  
Head of U.S. Research at  
BentallGreenOak



MODERATOR

[Dianne Crocker](#)

Principal Analyst,  
LightBox



SPEAKER

**[Robert B. Smith, MAI, CRE, FRICS, AI-GRS](#)**

Apple Bank, Chief Appraiser  
AQB National USPAP  
Instructor



SPEAKER

**[Noelle McDonald](#)**

(LCS) Lender Consulting  
Services Vice President  
Valuation Services



SPEAKER

**[Matt Gersemehl, AAS, SAMA CRE](#)**

Valuation/Appraisal Product  
Manager at Trepp, Inc.



MODERATOR

**[Cheryl Bonnaffons Bella, MAI, AL-GRS](#)**

FICRAS National Chief  
Compliance Officer, AQB  
National USPAP Instructor

## Session 1 - Panel 2 9:45 AM-10:55 AM "Lending and the Appraisal Process"

An in-depth discussion on how the regulators and the commercial & residential appraisers protect the banks and financial institutions with fully compliant lending due diligence workflow platforms.

Is Residential Mortgage and CRE Lending regulated too tightly? Our panel will dive into how Climate Change Risk and ESG Rating affect the Appraisal Report and the process.



SPEAKER

**[Arthur-Peter Montauredes,](#)**  
**[MAI, AI-GRS,](#)**

Senior Vice President, Head  
of Credit for Commercial Real  
Estate, Amalgamated Bank



SPEAKER

**[David J. Allen](#)**

Project Executive  
Trinity Building + Construction  
Mgmt. Corp.



SPEAKER

**[Angelo Skartsiaris](#)**

C3S CORE CONSULTING, INC.,  
P.E. VICE PRESIDENT



SPEAKER

**[Trevor Richardson](#)**

LCS, LEAD PROJECT  
MANAGER



MODERATOR

**[Mike Kosmoski,](#)**

SVP Construction Services  
LCS

## Session 1 - Panel 3 11:00 AM-12:10 PM

**"Don't forget the Due Diligence process  
as part of the Construction Lending  
workflow."**

There are lots of moving parts to any new construction project. In order to assure a project's success, all stakeholders must be in accord including the lender, developer, and construction manager. This session will look at the current state of construction lending as well as strategies and challenges of managing real estate construction projects. It will discuss how to build and administer a construction loan process, credit and financing structures/scenarios, and how to develop loan agreements that best mitigate risk.

This panel includes experts from construction financing, developer and construction management who will review processes critical to construction lending including site inspections, disbursement schedules, managing change orders and budget reallocations, and labor considerations when calculating cost to build.

**Lunch Break | 12:15pm - 1:15pm** *(on your own)*

## MBA of NY Educational Track 2 Afternoon Sessions | 1:20 PM - 5:00 PM (3.5 CE's)



SPEAKER

[Tony Liou, MBA](#)

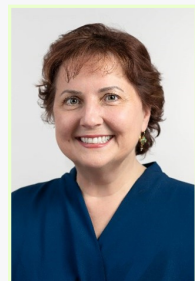
President, Partner Energy  
(Partner Environmental and  
Engineering)



SPEAKER

[Kevin Fagan](#)

Senior Director and Head of  
CRE Economic Analysis at  
Moody's Analytics



SPEAKER

[Cate Agnew](#)

US Head of Real Estate  
Valuation for Natixis CIB  
(Groupe BPCE)



MODERATOR

[John Incandela](#)

SVP, Head of Credit Risk/U.S  
Popular Bank

### Session 2 - Panel 1 1:20 PM-2:30 PM "Climate Change & Risk and ESG in Lending

How do we measure the "environmental" part of ESG? The definition of environmental can be the building's impact on its environment, via carbon emissions, versus how the environment impacts a property and its physical market.

The panel will explore measurement of both of these, including how they play into both lending decisions and longer term asset holding.

- Drivers of ESG disclosure and climate hazards and property resilience
  - SEC and European rules
  - Institutional and Sovereign investors
  - Municipal rules and regulation particularly requirements in NYC, Boston and Denver
  - Incentives like the inflation reduction act
  - Lending incentives
- What is being asked/required during due diligence
  - High level on climate hazards and Property Resilience I
  - ESG benchmarking checklists
  - Decarbonization studies



SPEAKER

[John E. Gilmore](#)

Sr. Managing Director  
Walker & Dunlop



SPEAKER

[Will Blodgett](#)

Founder & CEO, Tredway



SPEAKER

[Evan Williams](#)

Senior Vice President,  
Originations Capital One  
Multifamily Finance Group



SPEAKER

[Ray Adkins](#)

Director of Customer  
Engagement, Fannie Mae  
Multifamily



MODERATOR

[Evan E. Blau](#)

Partner, Cassin & Cassin LLP

## Session 2 - Panel 2 2:35 PM-3:45 PM "Affordable Lending Panel"

This session will cover the following topics:

- Developer challenges in a rising interest rate environment. What, if any, affordable housing programs (Section 8, LIHTC, etc.) are more reliable for executions in this environment?
- What areas of the country are being prioritized or do you see being prioritized in the current environment?
- Lending options, specifically Fannie Mae and Freddie Mac (the GSEs) financing options geared towards affordable housing. What programs are the GSEs making available to Borrowers to meet their affordable housing goals? Do you see the GSEs becoming more affordable housing oriented in the next 3-5 years?
- Federal Regulatory Considerations. There have been pushes on the federal level to provide more rights to renters in the way of controlling rental increases. Do you see this gaining momentum for some form of universal rent control? Do you see the current administration pushing this further?
- Local New York Regulatory Considerations. 421a has expired with no new replacement on the horizon. Do you see these being replaced shortly and if not do you think affordable housing development will suffer.



SPEAKER

**[Christina Chao](#)**

Business Development  
Officer, Piermont Bank



SPEAKER

**[Charles Ruffin](#)**

Commercial Loan Officer  
Axos Bank



SPEAKER

**[Nicholas Diamond](#)**

LUMENT - Director,  
Multifamily Production



SPEAKER

**[Adam Luysterborghs](#)**

Founder & Managing Partner  
Avant Capital



MODERATOR

**[Richard Carr](#)**

Managing Director of  
Southwell Realty Capital

## Session 2 - Panel 3 3:50 PM-5:00 PM "Lender Roundtable Challenges and Opportunities"

Federal Regulatory Considerations. There have been pushes on the federal level to provide more rights to renters in the way of controlling rental classes are in favor? How is debt capital being priced?

An in-depth discussion by industry pros on the state on the current lending environment.

1. Who is lending?
2. Who is borrowing?
3. What are today's loan terms?
4. Do we have favorite asset classes?
5. What is the impact of rising interest rates and inflation on underwriting?
6. How are we pricing risk?
7. Are credit standards a moving target?
8. Where are the opportunities and pitfalls for the rest of 2023 and into 2024?

**Cocktail Hour | 5:00 PM - 6:00 PM** *with the Exhibitors*