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GREATER LOS ANGELES CHAPTER



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Commercial Real Estate Lending: That Was Then, This is Now

Wednesday, January 11, 2012

Hear our expert panel talk about what has changed (and what has not) in current loan transactions.

- What safeguards have lenders added to their underwriting process?
- Have CMBS lending practices changed?
- What problems are appraisers facing?
- What can borrowers expect when seeking new loans or loan modifications?

Panelists

Linda L. Morgan, US Bank (Moderator)
Sarah V.J. Spyksma, Sidley & Austin LLP
Darlene M. Hayes, MAI, CBRE
Steve Bram, George Smith Partners
Joan Kramer, Kennedy Wilson
Bill Harvey, Wells Fargo Bank

Millennium Biltmore Hotel

506 South Grand Avenue
Los Angeles, California 90071

Registration, Networking: 11:30 AM
Lunch and Program: Noon - 1:30 PM

To register: crewla.org/programs.html

Through January 6

Members of CREW, CCIM, CRE: \$40/Non-Members: \$60

After January 6

Members: \$55/Non-Members: \$70

Parking

\$9.35 self-park at Pershing Square with validation
\$22 valet at Millennium Biltmore Hotel

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Panelists



Linda L. Morgan (Moderator)
Senior Vice President and
Senior Relationship Manager
Commercial Real Estate Division
US Bank

Linda Morgan is responsible for originating construction and bridge loans on all types of commercial real estate projects. Linda has over 30 years of experience in banking, focused on commercial real estate lending, loan restructuring and management of real estate owned portfolios.



Sarah V.J. Spyksma
Partner
Sidley and Austin LLP

Sarah Sypksma has been in practice in California since 1987. Sarah represents real estate developers, financial institutions, non-institutional lenders and investors and real estate opportunity funds in a broad spectrum of real estate related transactions, including financing transactions for all types of projects.



Darlene M. Hayes, MAI
Vice President, Southern California Region
CBRE

Darlene Hayes has more than 25 years of experience in the preparation and review of real estate appraisals, feasibility studies, rent analyses, litigation, foreclosure and bankruptcy support. She has appraised a variety of property types, including student housing properties.



Steve Bram
Principal and Managing Director
George Smith Partners

Steve Bram is a co-founder of George Smith Partners. During his more than two-decade tenure at the firm, he has arranged billions of dollars in financing. He is a specialist in the area of structured financing, and is recognized nationally for his expertise in the hotel and hospitality sector.



Joan Kramer
Managing Director
KW Commercial Investment Group

Joan Kramer is responsible for the origination and purchasing of commercial real estate loans for Kennedy Wilson. Joan has 25 years of experience in commercial real estate including originating, NPL purchases, underwriting, workouts and REO/portfolio management.



Bill Harvey
Senior Vice President
Wells Fargo & Company

Bill Harvey is based in the Los Angeles office of the Real Estate Capital Markets (RECM) group. Bill is responsible for sourcing and structuring new loan opportunities. RECM provides non-recourse loans that are both held in portfolio and sold in the CMBS market.

Come listen to an informative dialogue among the experts.



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