



14TH ANNUAL WESTERN STATES

# COMMERCIAL REAL ESTATE FINANCE CONFERENCE

## OCTOBER 5-7, 2011

ENCORE AT THE WYNN LAS VEGAS

PRESENTED BY:

### CALIFORNIA MORTGAGE BANKERS ASSOCIATION CONFERENCE REGISTRATION

THANKS TO OUR CONFERENCE SPONSORS

#### PLATINUM



# ClearCapital®

#### TITANIUM

### • GE CAPITAL REAL ESTATE

#### GOLD

- APARTMENT BANK
- BANK OF AMERICA
- BOLOUR ASSOCIATES
- BORREGO SPRINGS BANK
- CENTERLINE CAPITAL GROUP
- CORAMERICA CAPITAL, LLC
- DOUGHERTY FUNDING, LLC
  - GOLDMAN SACHS
- GUGGENHEIM COMMERCIAL REAL ESTATE FINANCE, LLC
  - JOHN HANCOCK REAL ESTATE FINANCE
  - MESA WEST CAPITAL
- NBS REAL ESTATE CAPITAL
- NORTHMARQ CAPITAL, INC.
  - OAK GROVE CAPITAL
- PRUDENTIAL MORTGAGE CAPITAL COMPANY
  - UNION BANK
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- AEI CONSULTANTS
- AES DUE DILIGENCE, INC.
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- NEWMARK REALTY CAPITAL, INC.
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- PARTNER ENGINEERING & SCIENCE, INC.
  - Q10 | DWYER-CURLETT & CO.
- SAUNDERS CONSTRUCTION, INC.
  - TD SERVICE CO.
- WILLIAM BLAIR & COMPANY

#### PUBLICATION

GLOBEST.COM | SCOTSMAN GUIDE  
COMMERCIAL MORTGAGE ALERT  
MORTGAGE BANKING MAGAZINE  
WESTERN REAL ESTATE BUSINESS

*California Mortgage Bankers Association*  
COMMERCIAL REAL ESTATE FINANCE DIVISION

14TH ANNUAL WESTERN STATES CREF  
CONFERENCE GOLF TOURNAMENT  
WEDNESDAY, OCTOBER 5, 2011

WILDHORSE GOLF CLUB  
2100 WARM SPRINGS ROAD | HENDERSON, NV  
(702) 434-9000 | WWW.GOLFWILDHORSE.COM



**BUSES LEAVE ENCORE**

11:15 A.M.

**REGISTRATION**

11:30 A.M.

**START**

12:30 P.M.

**FORMAT**

SHOTGUN/SCRAMBLE

**ENTRY FEE**

\$99 PER GOLFER

**GOLF INCLUDES**

Green Fees, Cart Fees, Box Lunch, Bag Fee

**PACIFIC SOUTHWEST REALTY SERVICES  
(SANTA BARBARA)  
BEVERAGE SPONSOR**

**INTERVEST MORTGAGE INVESTMENT CO.  
CLOSEST TO THE PIN/LONGEST DRIVE/TRANSPORTATION**

**CLEAR CAPITAL  
CLOSEST TO THE PIN SPONSOR**

**CBRE - VALUATION & ASSESSMENT SERVICES  
LONGEST DRIVE SPONSOR**

**SAUNDERS CONSTRUCTION, INC.  
LONGEST DRIVE SPONSOR**

**ATTENTION DEAL MAKERS!**

**HELP US TEE UP A GREAT  
CONFERENCE - CMBA'S  
ANNUAL CREF CONFERENCE GOLF  
TOURNAMENT IS BACK!**

**OPPORTUNITIES TO SPONSOR INCLUDE:**

- Sponsor Fulfilled*
- BEVERAGE CART (\$1,500)
  - TRANSPORTATION (\$1,500)
  - CLOSEST TO THE PIN (\$300)
  - LONGEST DRIVE (\$300)

**FOR MORE INFORMATION ON GOLF SPONSORSHIP, SEE  
SPONSOR BROCHURE OR CALL STACEY AT (916) 446-7100**

**WILDHORSE GOLF CLUB**



Wildhorse Golf Club is home to one of the toughest holes in Vegas as well as a great venue for golfers of all abilities. Originally built in 1959, the course was redesigned in 2004 by architects Brian Curley & Lee Schmidt, featuring several holes guarded by shimmering lakes. The championship, par 70 layout is a local's favorite, offering an enjoyable round of golf at an affordable price.

The club has a colorful past and was originally known as Paradise Valley, beginning under the direction of Hank Greenspun, founder of the Las Vegas Sun. At one time, the property was once owned by the enigmatic Howard Hughes and hosted the "Sahara Invitational" PGA tour stop from 1970 to 1972. Today, the golf course is municipally owned by the City of Henderson and has undergone recent xeriscaping to both beautify the property and conserve water. The course is very player friendly with four set of tees ranging from 6,525 to 4,995 yards. The rating from the back tees is 71.4 with a slope of 136.





TO Fabulous  
**LAS VEGAS**

# CONFERENCE SCHEDULE

## WEDNESDAY, OCTOBER 5, 2011

11:15 a.m.

### **Buses leave for CMBA Golf Tournament**

**Location: Encore Bus Loop (located outside Encore Main Entrance, past valet)**

11:30 p.m.

### **Golf Registration**

**Location: Wildhorse Golf Club**

12:30 p.m. - 5:00 p.m.

### **CMBA CREF Conference Annual Golf Tournament (scramble format)**

**Location: Wildhorse Golf Club**

3:00 p.m. - 7:00 p.m.

### **Conference Registration**

**Location: Registration Desk 6**

6:30 p.m. - 8:00 p.m.

### **Chairman's Reception**

**Location: Chopin**

## THURSDAY, OCTOBER 6, 2011

7:30 a.m. - 6:30 p.m.

### **Conference Registration**

**Location: Registration Desk 6**

7:30 a.m. - 8:30 a.m.

### **Continental Breakfast**

**Location: Exhibit Hall, Encore Ballroom 2**

8:30 a.m. - 8:45 a.m.

### **Opening Remarks and Introductions**

Scott Calder, Conference Chair, *Pacific Southwest Realty Services*

**Location: Encore Ballroom 5**

8:45 a.m. - 10:15 a.m.

### **Western States Market Overview**

Esmael Adibi, Ph.D, *Chapman University*

Mary Ludgin, Ph.D, *Heitman Capital Management Corp.*

Introduction: Scott Calder, Conference Chair, *Pacific Southwest Realty Services*

10:15 a.m. - 10:30 a.m.

### **Networking Break**

**Location: Exhibit Hall, Encore Ballroom 2**

10:30 a.m. - 11:45 a.m.

### **Current State of Investment Properties - What Leading Investment Brokers are Seeing**

**Location: Encore Ballroom 5**



# CONFERENCE SCHEDULE

Introduction: Andrew Mekjavich, *Property Sciences*  
Moderator: Kent Williams, *Marcus & Millichap*  
Speakers: Ryan Gallagher, *Holliday Fenoglio Fowler, LP*  
Jennifer Pierson, *CBRE Capital Markets, Inc.*  
Edward Del Beccaro, *Grubb & Ellis*  
David White, *Prudential Real Estate Investors*

12:00 p.m. - 1:30 p.m.

## **Keynote Speaker Luncheon**

**Location:** *Chopin*

Introduction: Scott Calder, Conference Chairman, *Pacific Southwest Realty Services*

Speaker: Scott Rasmussen, pollster, *Rasmussen Reports*

1:45 p.m. - 2:45 p.m.

## **A Behind-the-Scenes Look at Insurance Company Lending**

**Location:** *Encore Ballroom 5*

Introduction: Tom Dudley, CMBA Chairman, *Newmark Realty Capital, Inc.*

Moderator: Don Dibble, *Lincoln Financial Group*

Speakers: Bill McPadden, *John Hancock Real Estate Finance*  
Timothy McGinnis, *New York Life Investment Management*  
Greg Michaud, *ING Investment Management*  
Colin Elder, *Symetra Financial*

2:45 p.m. - 3:00 p.m.

## **Networking Break**

**Location:** *Exhibit Hall, Encore Ballroom 2*

3:00 p.m. - 4:00 p.m.

## **Concurrent Sessions:**

### **Session I: Permanent Financing**

**Location:** *Encore Ballroom 1*

Moderator: Eric Von Berg, *Newmark Realty Capital, Inc.*

Speakers: Eric Gunderson, *Wells Fargo Capital Markets*  
Mike Morey, *StanCorp Mortgage Investors, LLC*  
Gary Swon, *RBS Global Banking & Markets*  
Victor Santini, *Union Bank*

### **Session II: Structured/Interim Financing**

**Location:** *Encore Ballroom 3*

Moderator: Mark Strauss, *Cohen Financial*

Speakers: Steve Tucci, *NXT Capital*  
Mark Bolour, *Bolour Associates*  
Steve Fried, *Mesa West Capital*  
Bill Petak, *CorAmerica Capital*

TO Fabulous  
LAS VEGAS

# CONFERENCE SCHEDULE

4:00 p.m. - 6:00 p.m.

**Correspondent/Lender Meetings**

5:30 p.m. - 6:30 p.m.

**Sponsor Appreciation Reception**

*By Separate Invitation*

6:00 p.m. - 7:00 p.m.

**Networking Reception**

**Location: Chopin**

**FRIDAY, OCTOBER 7, 2011**

8:45 a.m.

**Continental Breakfast**

*Exhibit Hall*

iPad 2



***Don't miss the iPad2 giveaway during the Closing Super Session!  
Must be present to win!***

9:00 a.m. - 11:00 a.m.

**CLOSING SUPER SESSION: THE VIEW FROM THE TOP**

**Location: Encore Ballroom 5**

Introduction: Scott Calder, Conference Chairman, *Pacific Southwest Realty Services*

Moderator: Kieran Quinn, *Guggenheim Partners, LLC*

Speakers: Ed Padilla, *Northmarq Capital, Inc.*

Brian Stoffers, *CBRE Capital Markets, Inc.*

Marcia Diaz, *Prudential Mortgage Capital*

Jody Thornton, *Holliday Fenoglio Fowler, LP*

11:00 a.m.

**Conference Adjourns**

# 14<sup>TH</sup> ANNUAL WESTERN STATES CREF CONFERENCE

## REGISTRATION FEES

'Early Bird' registration is \$200 for CMBA members and \$325 for non CMBA members. Registrations received August 20-October 1, 2011 will be \$275 for CMBA members and \$400 for non CMBA members. Registrations received after October 1, 2011 will be \$300 for CMBA members and \$425 for non CMBA members. You may also register online at [www.cmba.com](http://www.cmba.com). Fees include seminar materials, breakfasts, keynote speaker luncheon, receptions, and admittance to all conference sessions, the exhibit hall & sponsor meetings. **No guest passes will be issued.**

## CANCELLATION & REFUND POLICY

Requests for refunds received by August 15, 2011 will be subject to a \$50 cancellation fee. Cancellations received August 15-September 5, 2011 will be subject to a 50% cancellation fee. No refunds will be issued after September 5, 2011. All requests must be received in writing.

## HOTEL ACCOMMODATIONS & CONFERENCE ATTIRE

**Hotel information will be provided after conference registration is received. Hotel rooms are for Western States Commercial Real Estate Finance Conference attendees only. Conference attire is business casual. CMBA Hotel Room Rate is \$189/night.**

*Please type or print the information below. Please photocopy this form to register additional people for the conference.*

## ATTENDEE INFORMATION

FIRST NAME \_\_\_\_\_

LAST NAME \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

BUSINESS ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

BUSINESS PHONE \_\_\_\_\_ FAX PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_ WEBSITE \_\_\_\_\_

## PLEASE MAKE CHECKS PAYABLE TO CMBA, OR COMPLETE THE CREDIT CARD INFORMATION BELOW:

Visa       Mastercard       American Express

EXPIRATION DATE \_\_\_\_\_ CARD NUMBER \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

CARDHOLDER SIGNATURE \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

### \*Electronic Check Conversion NOTICE:

When you provide a check as payment, you authorize us either to use information from your check to make a one-time electronic fund transfer from your account or to process the payment as a check transaction. Funds may be withdrawn from your account as soon as the same day and you will not receive the check back from your financial institution. If your payment is returned due to insufficient funds, you authorize us to make a one-time electronic fund transfer from your account to collect a fee of \$25 as allowed by state law.

## CALIFORNIA MORTGAGE BANKERS ASSOCIATION

555 CAPITOL MALL, SUITE 440  
SACRAMENTO, CA 95814  
[WWW.CMBA.COM](http://WWW.CMBA.COM)  
PHONE 916-446-7100  
FAX 916-446-7105

## REGISTER BY AUGUST 19, 2011 TO RECEIVE EARLY BIRD DISCOUNT

OCTOBER 5-7, 2011  
ENCORE AT THE WYNN LAS VEGAS  
3121 LAS VEGAS BLVD. SO.  
LAS VEGAS, NV 89109  
888-320-7125

### PAYMENT METHOD

(CHOOSE ONE)

- Check enclosed\*  
 Charge credit card as shown

### REGISTRATION FEES

(BY AUGUST 20, 2011)

- \$200 for CMBA members  
 \$325 for non CMBA members

(AUGUST 21-OCTOBER 1, 2011)

- \$275 for CMBA members  
 \$400 for non CMBA members

(AFTER OCTOBER 1, 2011)

- \$300 for CMBA members  
 \$425 for non CMBA members

### GOLF REGISTRATION FEES

- \$99 per participant

### TOTAL ENCLOSED \_\_\_\_\_

To develop a stronger political voice for the real estate finance industry, \$20 of your registration fee will be donated to CAMPAC. Please check here if you do not want to contribute to CAMPAC. The registration amount is the same whether you choose to contribute to CAMPAC or not.

*Don't miss the  
largest gathering  
of lenders in the  
western U.S.!*