




Healthcare Mortgage Advisory Council Annual Conference

November 13-15, 2023


Hyatt Regency Bethesda - Bethesda, MD

***Prefer to have your agenda handy at all times on your phone?
Scan the QR code to the left to have an electronic version!***

Monday, November 13, 2023

 <i>Opening Act</i> (Topic)	<i>Artists</i> (Speakers)
9:00 am - 5:00 pm Conference Registration/Welcome Bags Location: Regency Foyer	
10:00 am - 11:00 am Lender Only Meeting Location: Cabinet/Judiciary	Moderator: Jenifer Williams, HMAC President, Chief Underwriter, Berkadia
11:00 am - 11:30 am Welcome & Membership Meeting Location: Regency Ballroom III & IV	Moderator: Jenifer Williams, HMAC President, Chief Underwriter, Berkadia
11:30 am - 1:00 pm Lunch Location: Regency Ballroom III & IV	
12:00 pm - 12:45 pm Legislative & Advocacy Update - Lunch & Learn Location: Regency Ballroom III & IV	Moderator: Jenifer Williams, HMAC President, Chief Underwriter, Berkadia Megan Booth - AVP, Commerical/Multifamily, Mortgage Bankers Association Nikki Hoffpauir - Partner, Krooth & Altman LLP Isaac Longobardi - Director, Moving Forward: Nursing Home Quality Coalition
12:45 pm - 1:00 pm Break/Late Registration Opportunity Location: Regency Foyer	
1:00 pm - 2:15 pm Rockin' ORCF Production Updates with Wayne & Garth Location: Regency Ballroom III & IV	Moderator: Scott Thurman, Senior Managing Director, FHA Platform, CBRE Roger Lukoff - Deputy Assistant Secretary, ORCF Tim Gruenes - Director, Production, ORCF Susan Gosselin - Deputy Director, ORCF John Hartung - Director, Policy, Risk Analysis and Lender Relations Division, ORCF
3:30 pm - 3:45 pm Break/Late Registration Opportunity Location: Regency Foyer	


Monday, November 13, 2023 (Cont.)

	<i>Opening Act</i> (Topic)	<i>Artists</i> (Speakers)
3:45 pm - 4:45 pm Breakout 1	Accounts Receivable Essentials Mostly Explained....Not Losing your Religion when the Operator tells you there is going to be AR Financing on a HUD Deal Location: Regency Ballroom III & IV	Moderator: Ritchie Dickey, Managing Director, White Oak Healthcare Finance David Aldous - Partner, Vorys, Sater, Seymour, and Pease Doug Nail - Partner, Parker Hudson Sarah Proctor - Partner, Parker Hudson Jerome Ratliffe - Senior Healthcare Account Executive, HUD Laura Scott - Trial Attorney, HUD
3:45 pm - 4:45 pm Breakout 2	Flood Management: Lending Credence to the Revival Location: Cabinet/Judiciary	Moderator: Angela Folkers, Director, Berkadia Staige Miller - SVP HUD Environmental Services, AEI Consultants Kimberly Taynton - VP - Senior Underwriter, BWE Brian Schlosnagle - Program Environmental Clearance Officer, HUD Office of Environment and Energy Jacob Levine - Environmental Specialist, HUD Office of Housing Terry Bessette - Supervisory Appraiser, HUD ORCF
3:45 pm - 4:45 pm Breakout 3	ABC (Always Be Closing) Easy as 123-5ish Tips for a Smoother Closing Process Location: The Rooftop	Moderator: Elliot Kaple, Managing Director, White Oak Healthcare Finance Erin Witte - Senior Closer, FHA Lending, Berkadia Kelly Mason - Senior Account Executive, ORCF Allie Rabin - Senior Account Executive, ORCF Celia Richey - Account Executive, ORCF Spencer Ash - Senior Account Executive, ORCF Heather Johns - Legal Counsel, Office of Legal Counsel Jason Roth - Closing Team Workload Manager, ORCF
3:45 pm - 4:45 pm Breakout 4	Playing the Master Lease Squeezebox: Expanding & Contracting HUD-Insurance Healthcare Portfolios Location: Old Georgetown	Moderator: Jim Provenzale, Legal Counsel, Dinsmore & Shohl LLP Sandra Rothe - Director, Senior Healthcare Underwriter, VIUM Capital Jen Buhlman - Credit Risk Officer, ORCF
5:00 pm - 7:00 pm	Reception Location: Regency Foyer and Ballroom I & II	We look forward to everyone joining us for some drinks, appetizers, and having way too much fun challenging your favorite industry partners to Rock Band & Guitar Hero! Make sure to visit the Rock Band & Guitar Hero set ups in Ballroom I & II


Tuesday, November 14, 2023

🕒	<i>Opening Act</i> (Topic)	<i>Artists</i> (Speakers)
7:30 am - 5:00 pm	Breakfast/Conference Registration Location: Regency Foyer/Regency Ballroom I & II	
9:00 am - 10:00 am	Medicare - We Can't Get No Satisfaction Location: Regency Ballroom III & IV	Moderator: Dan Schneider, First Vice President, CBRE Jay Gormley - Chief Investment Officer, Zimmet Healthcare Tom Lattieri - Vice President, CBRE Susan Gosselin - Deputy Director, HUD
10:00 am - 10:15 am	Break Location: Regency Foyer	
10:15 am - 11:30 am Breakout 1	Lean on Me - Asset Management Updates Location: Regency Ballroom III & IV	Moderator: Dale Becker, Director, FHA/USDA Asset Management, Lument Debi Martin - Senior Vice President, FHA Asset Management, Greystone Melissa Cipriano - Vice President, FHA Asset Management, Capital One John Galeros - AVP FHA Asset Management, Walker & Dunlop Phillip Head - Director, Asset Management and Lender Relations, ORCF Angela Collier - Deputy Director, Asset Management and Lender Relations, ORCF
10:15 am - 11:30 am Breakout 2	LEAN Thinking: The ERAS Tour Location: Cabinet/Judiciary	Moderator: Peter Edeburn, FHA Chief Underwriter, Forbright John Hartung - Director, Policy, Risk and Lender Relations Division, ORCF Kimberly Brown - Policy, Risk and Lender Relations Division, ORCF Anthony Triolo - Director, HUD - Philadelphia HOC Lance Litty - Senior Single Family Housing Advisor, HUD - Philadelphia HOC
10:15 am - 11:30 am Breakout 3	Earth(quake), Wind(storm), and Fire and other Insurance Matters Location: The Rooftop	Moderator: Ritchie Dickey, Managing Director, White Oak Healthcare Finance Rob Schumann - Equity Holder & Sales Director, Propel Insurance Jennifer Tadlock - Workload Manager, ORCF Rachel Coleman - Workload Manager, ORCF


Tuesday, November 14, 2023 (Cont.)

 <i>Opening Act</i> (Topic)	<i>Artists</i> (Speakers)
10:15 am - 11:30 am Breakout 4	<p>Take it to the (Upper Payment) Limit - Supplemental Revenue and Deal Structuring Location: Old Georgetown</p> <p>Moderator: Alison Lemle, Managing Director, Chief Underwriter, VIUM Capital</p> <p>Gabriel Moyer - Partner, Vorys, Sater, Seymour, and Pease JP LoMonaco - Executive Vice President, CBRE Susan Gosselin - Deputy Director, Production, ORCF Wayne Harris - Appraisal Director, ORCF</p>
11:30 am - 1:00 pm	<p>Lunch On Your Own</p>
1:00 pm - 2:15 pm	<p>Keynote Speaker : David Grabowski Professor of Health Care Policy Harvard Medical School</p> <p>Nursing Home Policy in a Post-Pandemic World: Financing and Quality Challenges Location: Regency Ballroom III & IV</p> <p>Moderator: Jenifer Williams, HMAC President, Chief Underwriter, Berkadia</p>
2:15 pm - 2:30 pm	<p>Break Location: Regency Foyer</p>
2:30 pm - 3:30 pm Breakout 1	<p>CHOP and Roll all Night - Asset Management Post-Closing Transactions Location: Regency Ballroom III & IV</p> <p>Moderator: Dale Becker, Director, FHA/USDA Asset Management, Lument</p> <p>Samantha Brooks - Vice President, Asset Management, Greystone Angela Collier - Deputy Director, Asset Management and Lender Relations, ORCF Marie Mazwi - AE Workload Manager, Asset Management, ORCF Jerome Ratliffe - Credit Risk Officer, Asset Management, ORCF</p>
2:30 pm - 3:30 pm Breakout 2	<p>Don't Worry be Happy Appraisal Trends Location: Cabinet/Judiciary</p> <p>Moderator: Tim Gaffney, Deputy Chief Underwriter, CBRE</p> <p>Jonathon Hurt - MAI Managing Partner, OHC Advisors JP LoMonaco - MAI Partner, CBRE Wayne Harris - Appraisal Director, ORCF</p>

Tuesday, November 14, 2023 (Cont.)

	<i>Opening Act</i> (Topic)	<i>Artists</i> (Speakers)
2:30 pm - 3:30 pm Breakout 3	Green "MIP" Day Location: The Rooftop	Moderator: Dan Barone, Director of Real Estate Finance, Walker & Dunlop Ryan Miles - SVP Chief Underwriter, Dwight Capital Philip Winterland - Energy and Sustainability Group Manager, EBI Consulting John Hartung - Director, Policy, Risk Analysis and Lender Relations Division, ORCF
2:30 pm - 3:30 pm Breakout 4	Not "Breaking the Law" (Judias Priest) - Legal Hot Topics Location: Old Georgetown	Moderator: Tina Laurie, Chief Underwriter, PGIM Real Estate John Vihstadt - Partner, Krooth & Altman Blair Schiff - Partner, Troutmann Pepper Lesley Meyer - Associate Regional Counsel Programs, OGC Attorney Region VII Heather Johns - Legal Counsel, Office of Legal Counsel Jason Roth - Closing Team Workload Manager, ORCF
3:45 pm - 4:45 pm	Getting to the Heart of the Matter: A Behind the Scenes Look at Lender & ORCF Loan Committee Location: Regency Ballroom III & IV	Moderator: Jenifer Williams, HMAc President, Chief Underwriter, Berkadia Annisha Zegarski - Deputy Chief Underwriter, Newpoint Real Estate Capital Susan Gosselin - Deputy Director, Production, ORCF Rachel Coleman - Supervisory Account Executive, ORCF Jennifer Tadlock - Supervisory Account Executive - ORCF
5:00 pm- 7:00 pm	Reception Location: Regency Foyer and Ballroom I & II	<p><i>We look forward to everyone joining us for some drinks, appetizers, and a chance to sing YOUR way into the Rock and Roll Hall of Fame with some fun karaoke!</i></p> <p><i>And...don't forget to SMILE your best smile in our photo booth. Who doesn't love to find some quirky props and take some silly photos??</i></p> <p><i>Make sure to visit the Karaoke and Photo Booth set up in Ballroom I & II</i></p>

Wednesday, November 15, 2023

 <i>Opening Act</i> (Topic)	<i>Artists</i> (Speakers)
7:30 am - 9:00 am Breakfast/Conference Registration Location: Regency Foyer/Regency Ballroom I & II	
9:00 am - 10:00 am Operator Hot Topics - Living on a Prayer Location: Regency Ballroom III & IV	Moderator: Tina Laurie, Chief Underwriter, PGIM Real Estate Jeff Kagan - President, Sterling Senior Care Colleen Blumenthal - COO/Partner, HealthTrust
10:00 am - 10:15 am Final Remarks Location: Regency Ballroom III & IV	Jenifer Williams, HMAC President, Chief Underwriter, Berkadia
10:15 am - 10:30 am Break Location: Regency Foyer	
10:30am-12:30pm HUD & Lender Roundtable - Production <i>*Please note that this session requires an advance RSVP and is limited to (1) rep from each lender. We appreciate all lenders respecting this policy.</i> Location: Cabinet/Judiciary	Moderator: Jenifer Williams HUD Staff & One Representative From Each Lender (RSVP Required) *Please check in with Nichole Lichtsinn near the entrance of the Roundtable location to get your name plate before joining the session*
10:30am-12:30pm HUD & Lender Roundtable - Asset Management <i>*Please note that this session requires an advance RSVP and is limited to (1) rep from each lender. We appreciate all lenders respecting this policy.</i> Location: Old Georgetown	Moderator: Dale Becker HUD Staff & One Representative From Each Lender (RSVP Required) *Please check in with Nichole Lichtsinn near the entrance of the Roundtable location to get your name plate before joining the session*



Rock out with us again next year in Washington DC!



Annual HMAC Conference
Monday, November 18, 2024 - Wednesday, November 20, 2024
Fairmont, Washington DC, Georgetown

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Housekeeping Services

Our dedicated rooms attendants will visit your room after the third night of your stay, unless you are comfortable to request otherwise at check-in.

Please schedule with front desk a day prior your daily or one-time housekeeping service by dialing "0" from your room telephone.

Parking Information

Park in level P3 to access directly to Hotel through Ballroom Entrance level.

We offer Metro Parking ticket validation for our guests for in and out access at: **\$24 per night.**

We also offer valet parking (daily 7am-10pm) with in and out access at: **\$38 per night.**

Please dial "0" to request your vehicle.

Hourly rates? Contact front desk or visit Impark Metro Parking website for more information on hourly and daily rates.



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Restaurants schedules

Morton's The Steakhouse: 
Mon - Sun 5:00pm - 9pm

Starbucks Coffee Shop: 
Mon - Sat 5:30am - 7pm
Sun 6:00am - 6pm

Brown Bag: 
Mon - Fri 7:30am - 2:30pm
Sat - Sun Closed
Holidays Closed



Scan this QR code for Local Restaurants Guide

Wi-Fi Access

Connect to **@Hyatt_wifi**
A privacy window will request your last name and room number to securely authenticate your device.

High speed guest Wi-Fi is complimentary.



Hotel Information

Non-Smoking Rooms: A \$350 cleaning fee will be charged for smoking in this room.

(Our rooms are equipped with smoke sensitive sensors which will pick up any smoke from Marijuana, Vape, Tobacco, E-Cigarettes, etc.)

