

# Healthcare Mortgagee Advisory Council Annual Conference

November 18-20, 2024

Fairmont Washington D.C. - Georgetown



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 18, 2024

<b>(b)</b>	Place Your Beto & Pick a Topic	<i>Jockeys</i> (Speakers)
9:00 am -	Conference Registration	
5:00 pm	Location: Outside Grand Ballroom	
11:30 am - 1:00 pm	Lunch Location: Grand Ballroom	
		Moderator: Alison Lemle, HMAC President
12:00 pm - 12:45 pm	Legislative & Advocacy Update - Lunch & Learn  Location: Grand Ballroom	Managing Director, VIUM Capital  Speakers: Megan Booth, Associate Vice President, CREF Policy, Mortgage Bankers Association (MBA) Dana Ritchie, Associate Vice President, American Health Care Association (AHCA)
12:45 pm -	Break/Late Registration Opportunity	
1:00 pm	Location: Outside Grand Ballroom	
1:00 pm - 2:00 pm	My Horse is Too Slow! Tell Me How to Get My Reimbursement.  Location: Grand Ballroom	Moderator: Ritchie Dickey, Managing Director, White Oak Healthcare Partners Dan Schneider, MAI, Executive Director, JLL  Panelists: Jay Gormley, Chief Investment Officer and COO, Zimmet Healthcare Jon Lanczak, Principal, Plante Moran Susan Gosselin, Deputy Director, Production Division, HUD
2.00	Break/Late Registration Opportunity	
2:00 pm - 2:15 pm	Location: Outside Grand Ballroom	

<u>(i)</u>	Place Your Beto & Pick a Topic	Jockeys (Speakers)
2:15 pm - 3:15 pm	My Horse is Too Slow! Tell Me How to Get My Reimbursement.  {This is Part II of this Session}  Location: Grand Ballroom	Moderator: Ritchie Dickey, Managing Director, White Oak Healthcare Partners Dan Schneider, MAI, Executive Director, JLL  Panelists: Jay Gormley, Chief Investment Officer and COO, Zimmet Healthcare Jon Lanczak, Principal, Plante Moran Susan Gosselin, Deputy Director, Production Division, HUD
3:15 pm -	Break/Late Registration Opportunity	
3:30 pm - 4:30 pm - Breakout 1	The Dark Horse: Special Use Facilities  Location: Latrobe	Moderator: Annisha Zegarski, Co-Chief Underwriter, NewPoint  Panelists: Rachel Coleman, Supervisory Account Executive, HUD John Hartung, Director, Policy, Risk Analysis and Lender Relations, HUD Sampada D'Silva, Chief Credit Officer, Greystone
4:30 pm	Out of the Money: Problem Solving for Troubled Loans  Location: Grand Ballroom	Moderator: Jenifer Williams, Chief Underwriter, Berkadia  Panelists: Susana Araoz, Chief Risk Officer, Newpoint Dale Becker, Director FHA/USDA Asst Management, Lument Eileen Moore, AVP Relationship Manager, Berkadia Tim Gruenes, Director Production, ORCF Jeremy Robitaille, Risk Mitigation Supervisory Account
3:30 pm - 4:30 pm Breakout 3	Trying to Beat the Odds - 241a Best Practices Location: Culpepper	Executive, HUD-ORCF  Moderator: Tina Laurie, Executive Director & Chief Underwriter, PGIM  Panelists: Sam Love, VP & Deputy Chief Underwriter, Walker & Dunlop Sara Fizur, FHA Closing Manager, Bellwether Talel Aissi, VP - FHA Seniors Underwriting, Lument Abby Hugill, Workload Manager, ORCF
4:30 pm - 6:30 pm	Reception  Location: Colonnade	We look forward to everyone joining us for some drinks, appetizers, and having way too much fun challenging your favorite industry partners to some derby themed games!

Tuesday, November 19, 2024		
<u></u>	Place Your Beto & Pick a Topic	Jockeys (Speakers)
7:30 am - 9:00 am	Breakfast/Conference Registration  Location: Colonnade	
9:00 am - 10:00 am	Across the Board: Insurance for Today's Market Location: Grand Ballroom	Moderator: Kelly Cush, Chief Underwriter, Walker & Dunlop  Panelists: Rob Schumann, Equity Holder & Sales Director, Propel Insurance Heather Cox, FHA Closing Manager, Walker & Dunlop Jane Ann Hupp, LEAN Underwriter, NewPoint Jennifer Tadlock, Workload Manager, ORCF Rachel Coleman, Supervisory Account Executive, HUD
10:00 am - 10:15 am	Break Location: Outside Grand Ballroom	
10:15 am - 11:30 am Breakout 1	Operator Challenges: A Steeplechase Race Location: Latrobe	Moderator: Jennifer Zaucha, SVP/Senior Underwriter, M&T Realty Capital Corporation  Panelists: Colleen Blumenthal, MAI, COO/Partner, HealthTrust Abby Hugill, Workload Manager, ORCF Jeff Kagan, President, Sterling Senior Care Jennifer Tadlock, Workload Manager, ORCF
10:15 am - 11:30 am Breakout 2	Behind by a Nose: Accounts Receivable Financing for Residential Care Facilities  Location: Culpeper	Moderator: Kelly Cush, Chief Underwriter, Walker & Dunlop  Panelists: Blair Schiff, Partner, Troutman Pepper Jeremy Meisel, Partner, Gutnicki Kathryn Stevens, Chair, Healthcare Finance, Vedder Price Jerome Ratliffe, Credit Risk Officer, HUD Raymond Keser, Chief Counsel, HUD-OGC

Tuesdo	Tuesday, November 19, 2024 (Cont.)		
<b>(</b>	Place Your Beto & Pick a Topic	Jockeys (Speakers)	
10:15 am - 11:30 am Breakout 3	No Rain Delays Here! The New Floodplain Regulation is Coming Your Wayand other Environmental Issues Location: Grand Ballroom	Moderator: Alison Lemle, Managing Director, VIUM Capital  Panelists: Angelique Crews, Principal, Technical Director, HUD Environmental Services, Partner Engineering and Science Staige Miller, Senior Vice President, HUD Environmental Services, AEI Consultants Rachel Coleman, Supervisory Account Executive, HUD Sara Jensen, Program Environmental Clearance Officer, HUD	
11:30 am - 1:00 pm	Lunch On Your Own		
	In The Money: Win, Place, or Show - Appraisal Discussion Location: Grand Ballroom	Moderator: Tim Gaffney, Deputy Chief FHA Underwriter, CBRE Derek Minchey, Deputy Chief Underwriter, Colliers  Panelists: JP LoMonaco, MAI, Executive Vice President, CBRE Tony Marasco, MAI, Director, OHC Advisors Wayne Harris, Chief Appraiser, HUD	
2:15 pm - 2:30 pm	Break Location: Outside Grand Ballroom		
2:30 pm - 3:30 pm	Trackside Trends: Asset Management Insights and Updates Location: Latrobe	Moderator: Dale Becker, Director, FHA/USDA Asset Management - Agency Risk, Lument  Panelists: Samantha Brooks, Vice President, Greystone John Galeros, AVP Servicing, Walker & Dunlop Philip Head, Director, ORCF Asset Management Angela Collier, Deputy Director, ORCF Asset Management Tony Perez, Managing Director, NewPoint	
2:30 pm - 3:30 pm Breakout 2	Legal/Closing Issues: Race to the Finish Line Location: Culpeper	Moderator: Tina Laurie, Executive Director & Chief Underwriter, PGIM  Panelists: Samantha Schneck, Attorney at Law, Carlton Fields Nikki Hoffpauir, Partner, Krooth & Altman Jason Roth, Branch Chief, ORCF Patricia Celano, Attorney-Advisor, HUD-OGC Kelly Mason, Senior Account Executive, ORCF Celia Richey, Account Executive, ORCF	

Tuesdo	Tuesday, November 19, 2024 (Cont.)		
<u>(i)</u>	Place Your Beto & Pick a Topic	Jockeys (Speakers)	
2:30 pm - 3:30 pm Breakout 3	Don't Scratch, Keep Your Facility in the Winner's Circle - Star Ratings & Quality of Care Location: Grand Ballroom	Moderator: Ritchie Dickey, Managing Director, White Oak Healthcare Partners  Panelists: Abby Hugill, Workload Manager, ORCF Jennifer Tadlock, Workload Manager, ORCF Wendy Strain, RN, RAC-CT, Director of Consulting Services, Polaris Group Brad Granger, Director, Senior Care Advisory Group & Underwriting, Lument	
3:30 pm - 3:45 pm	Break Location: Outside Grand Ballroom		
3:45 pm - 4:45 pm	Fast Track Your Corporate Credit Review Location: Grand Ballroom	Moderator: Ritchie Dickey, Managing Director, White Oak Healthcare Partners  Panelists: Jen Buhlman, Credit Risk Officer, HUD	
4:45 pm- 7:00 pm	Reception  Location: Colonnade	We look forward to everyone joining us for some drinks and appetizers.  BACK BY POPULAR DEMAND - It's your chance to sing your favorite song with some fun karaoke!  Anddon'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??	

Wednesday, November 20, 2024		
<b>(a)</b>	Place Your Bets & Pick a Topic	Jockeys (Speakers)
7:30 am - 9:00 am	Breakfast/Conference Registration  Location: Colonnade	
9:00 am - 10:00 am	Give and Take: The Art of Underwriting a 232 Loan  Location: Grand Ballroom	Moderator: Annisha Zegarski, Co-Chief Underwriter, NewPoint  Panelists: Rachel Coleman, Supervisory Account Executive, HUD Abby Hugill, Workload Manager, ORCF Jennifer Tadlock, Workload Manager, ORCF Holly Drake, Workload Manager, HUD Jenifer Williams, Chief Underwriter, Berkadia
10:00 am - 10:15 am	Winner's Lap - Final Remarks Location: Grand Ballroom	Alison Lemle, HMAC President Managing Director, VIUM Capital
10:15 am - 10:30 am	Break Location: Outside Grand Ballroom	
10:30am- 12:30pm	HUD & Lender Roundtable - Production *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.  Location: Latrobe	Moderator: Alison Lemle  HUD Staff & One Representative From Each Lender (RSVP Required)
10:30am- 12:30pm	HUD & Lender Roundtable - Asset  Management *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.  Location: Culpeper	<u>Moderator</u> : Dale Becker  HUD Staff & One Representative From Each Lender (RSVP Required)

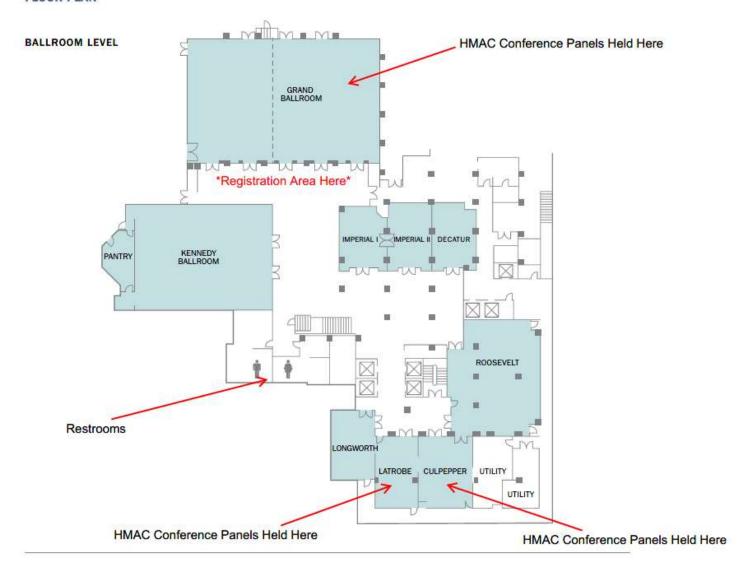
We hope you had a galloping good time and you will join us again next year - right back in Washington DC again!

Annual HMAC Conference

Monday, November 16, 2025 - Wednesday, November 19, 2025

Fairmont, Washington DC, Georgetown

### FLOOR PLAN



# THE COLONNADE LARGE PRIVATE DINING ROOM RAISED PLATFORM SERVICE PANTRY SMALL PRIVATE DINING ROOM

Meals and Receptions will be held in The Colonnade. Note that this room is located on the Lobby Level.

## HMAC Conference 2024 Attendee List

Registrant Name   Last	Company
Bienenstock	Adroc Capital
Brum	Adroc Capital
Landau	Adroc Capital, LLC
Miller	AEI Consultants
Winters	AEI Consultants
Brown	AGM Financial Services
Azzam	AGM Financial Services
King	AGM Financial Services
Clark	Baker Donelson
Levine	Baker Donelson
Galan	Ballard Spahr LLP
Bendixen	Bellwether
Griffith	Bellwether Enterprise
Grimely	Bellwether Enterprise
Venable	Bellwether Enterprise
	Bellwether Enterprise
-	Berkadia
	Berkadia
	Berkadia
Ervin	Berkadia
Flamm	Berkadia
Folkers	Berkadia
Gelsky	Berkadia
Hockman	Berkadia
Jones	Berkadia
Lazcano	Berkadia
Louis	Berkadia
Matthews	Berkadia
Moore	Berkadia
Ramos	Berkadia
Ramsay	Berkadia
Warren	Berkadia
Williams	Berkadia
Witte	Berkadia
Frink	Blew & Associates
Millar	Blew & Associates
McGehee	Bradley Arant Boult Cummings
Fisher	Bravo Capital
Fife	Bureau Veritas
Althoff	Cambridge Realty Capital
Marino	Cambridge Realty Capital
	Cambridge Realty Capital
	Brum Landau Miller Winters Brown Azzam King Clark Levine Galan Bendixen Griffith Grimely Venable Fizur Kidd King Taynton Abrego Barrow Duff Ervin Flamm Folkers Gelsky Hockman Jones Lazcano Louis Matthews Moore Ramos Ramsay Warren Williams Witte Frink Millar McGehee Fife Althoff

Kevin	Bohm	Capital Funding
		Capital Funding
Ryan	Grady	Capital Funding
Renee	Jankowiak	Capital Funding
Jennifer	Loucks	Capital Funding
Gianna	Mulhern	Capital Funding
Morgan	Olander	Capital Funding
Catelynn	Parker	Capital Funding
Nadine	Sheppard	Capital Funding
Brian	Stromberg	Capital Funding
Pushpa	Subedi	Capital Funding
Adlana	Buck	Capital One
Melissa	Cipriano	Capital One
Briana	Ke	Capital One
Barbara	Malek	Capital One
Samantha	Schneck	Carlton Fields
Andrew	Bayliss	CBRE
Timothy	Gaffney	CBRE
Samantha	Guay	CBRE
Joshua	Hausfeld	CBRE
LaRue	Johnson	CBRE
Michelle	Smee	CBRE
Lisa	Smith	CBRE
Scott	Thurman	CBRE
Maggie	Torgerson	CBRE
John	Turner	CBRE
David	Varca	CBRE
Marie	Gottschlich	Churchill Stateside Group
Edward	Santos	Churchill Stateside Group
Evan	Sweet	Churchill Stateside Group
Brad	Arnold	Colliers Mortgage
Corley	Audorff	Colliers Mortgage
Michael	Bisanz	Colliers Mortgage
Matt	Chirhart	Colliers Mortgage
Christopher	Fenton	Colliers Mortgage
Bruce	Minchey	Colliers Mortgage
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Derek Aimaa	Minchey	Colliers Mortgage
Aimee	Spearman	Conner Valuation Croup
Michael	Cooper	Cooper Valuation Group
Samuel	Gieryn	Dinsmore & Shohl
Timothy	Hightower	Dinsmore & Shohl
Noah	Holloway	Dinsmore & Shohl
Jason	Jones	Dominion Due Diligence Group
Ryan	Miles	Dwight Capital
Jacob	Hobbs	Dwight Capital
Connor	Miles	Dwight Capital
Danilo	Santome	Dwight Capital
Brian	Beckner	EBI Consulting

Jesse	Pasco	EBI Consulting
		Forbright Bank
Jon Peter	Camps Edeburn	Forbright Bank
	_	Forbright Bank
Ben Josh	Farino Golob	Forbright Bank
		<u> </u>
Nichole	Lichtsinn	Forbright Bank
Andrew	Gersh	Forbright Bank
Beth	Mulhall	Forbright Bank
Hayden	Paige	Forbright Bank
Sarah	Gibson	Fox Rothschild
Ramona	Mitchell	Gershman Mortgage
Philip	Buckley	Ginnie Mae
Krista	Boblitz-Randolph	Ginnie Mae
Natalie	Gelbke-Mattis	Grandbridge
Carol	Worden	Grandbridge
Derek	Dobrin	Greystone Funding
Sampada	Dsilva	Greystone Funding
Elliot	Kaplowitz	Greystone Funding
Philip	Lewis	Greystone Funding
Mitchell	Reiser	Greystone Funding
Jan	Roman	Greystone Funding
Field	Springer	Greystone Funding
Chaim	Steinberg	Greystone Funding
Christy	Wagers	Greystone Funding
Jo	Wisniewski	Greystone Funding
Cristina	Yap-Bigornia	Greystone Funding
Sharon	Briskman	Greystone Servicing
Samantha	Brooks	Greystone Servicing
Brittany	Barrett	Greystone Servicing
Rachel	Elmore	Greystone Servicing
Debi	Martin	Greystone Servicing
Lisa	Mutschler	Greystone Servicing
Dejaunee	Nelson	Greystone Servicing
William	Tilling	Guideline Group Advisors
Monica	Betancourt	Gutnicki
Jeremy	Meisel	Gutnicki LLP
Colleen	Blumenthal	HealthTrust
Christine	Mosteiro	HealthTrust
Cara	Mauldin	Highland Commercial Mortgage
Amy	Thompson	Highland Commercial Mortgage
Austin	Morgan	HTG Consultants
Patricia	Fukada Lewis	HUD
Eduardo	Mattei	HUD
Courtney	Williams	HUD
Elizabeth	Arteaga	HUD
Spencer	Ash	HUD

Holly	Beal	HUD
Devon	Bradbury	HUD
Regina	Casabal	HUD
Patricia	Celano	HUD
Angela	Collier	HUD
Courtney	Collins	HUD
Amy Jo	Conroy	HUD
Tim	Coon	HUD
Youkou	Damey	HUD
Alphonso	Eason	HUD
Lauren	French	HUD
Jim	Froembling	HUD
Arnette	Georges	HUD
Kelly	Gil	HUD
Porfirio	Gueiros	HUD
John	Hartung	HUD
Philip	Head	HUD
Raymond	Keser	HUD
Eric	Krampf	HUD
John	Lego	HUD
Irit	Lockhart	HUD
Kashima	Loney	HUD
Candice	Manyak	HUD
Crystal	Martinez	HUD
Kelley	Mason	HUD
Anne Marie	Mazwi	HUD
Koren	McKenzie-John	HUD
Corinne	Oshima	HUD
Lawrence	Park	HUD
Tina	Pelton	HUD
Cheryl	Perrett	HUD
Kristine	Petrillo	HUD
Laura	Pratt	HUD
Allie	Rabin	HUD
Ani	Ramos	HUD
Jerome	Ratliffe	HUD
Celia	Richey	HUD
Jeremy	Robitaille	HUD
Kenneth	Rozler	HUD
Becky	Sands	HUD
Laura	Scott	HUD
Gary	Sever	HUD
Shmuel	Stoll	HUD
Richard	Toboz	HUD
Sherece	Tolbert	HUD
Jenn	Buhlman	HUD
Rachel	Coleman	HUD
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Barry	Daroe	HUD
Susan	Gosselin	HUD
Tim	Gruenes	HUD
	Harris	HUD
Wayne		HUD
Abby	Hugill	HUD
Roger	Lewis	
Roger	Lukoff	HUD
Jason	Roth	HUD
Tracy	Shepherd	HUD
Jennifer	Tadlock	HUD
Jack	Brown	JB Multifamily RE Consulting
Bryan	Lockard	JLL
Dan	Schneider	JLL
Kristie	Hinds	JLL Real Estate Capital
Michael	Stagnato	JLL Real Estate Capital
Janet	Bujko	Johnson Capital Multifamily
La Fonte	Nesbitt	Kantor Taylor
Megan	Hatfield	KeyBank
Jason	January	KeyBank
AJ	Kolibash	KeyBank
Lindsay	Robertson	KeyBank
Matthew	Shmelter	KeyBank
Mark	Stannert	KeyBank
John	Stibley	KeyBank
David	Barsky	Krooth & Altman
Jaime	Montoya	Krooth & Altman
John	Vihstadt	Krooth & Altman
Nikki	Hoffpauir	Krooth & Altman
Matthew	Carey	Legacy Capital
Kristen	Cummings	Levy, Levy & Levy
Christina	Howard	Levy, Levy & Levy
Talel	Aissi	Lument
Dale	Becker	Lument
Lee	Boatwright	Lument
Brad	Granger	Lument
Tyndall	Jenkins	Lument
Nick	Krause	Lument
Orin	Parvin	Lument
Andrew	Peters	Lument
Matt	Rancourt	Lument
Patrick	Roan	Lument
Ryan	Sandles	Lument
Jason	Smeck	Lument
Henry	Tracy	Lument
Michael	Angles	M&T Realty
Jake	Brown	M&T Realty
Peter	Fickinger	M&T Realty
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Delphia	Flenar	M&T Realty
Matthew	Pipitone	M&T Realty
Jennifer	Zaucha	M&T Realty
Megan	Booth	MBA
Marshall	Lastes	Merchants Capital
Jake	Lindsay	Merchants Capital
Nikita	Perez	Merchants Capital
Dewayne	Hayward	Merchant's Capital
Brian	Therkildsen	MidCap Financial
Neal	Koerner	Midland States Bank
Chris	Painter	Muchmore Capital
Natalie	Toops	Murphy Consulting
Johanna	Izaguirre	Newmark
Lisa	Rediske	Newmark
Jane Ann	Hupp	NewPoint
Marina	Jhaveri	NewPoint
Rebecca	Schweikert	NewPoint
Carlos	Winfield	NewPoint
Annisha	Zegarski	NewPoint
Michael	Gehl	NewPoint
Susana	Araoz	NewPoint
Keely	Felton	Nova Group
Kristin	Tate	Nova Group
Paul	Kovach	OHC Advisors
TJ	Griffith	OHC Advisors
Jonathan	Hurt	OHC Advisors
Anthony	Marasco	OHC Advisors
Scott	Chiu	Partner Engineering and Science
Angelique	Crews	Partner Engineering and Science
Thomas	Keller	Partner Engineering and Science
Brian	Chandler	Partner Valuation Advisors
Amanda	Blair	Peaseley & Derryberry
Thomas Kelly	Derryberry	Peaseley & Derryberry
Timothy	Derryberry	Peaseley & Derryberry
Amie	Costello	Pendulum Risk Management Services
Bruce	Clark	PGIM Real Estate
Susan	Davis	PGIM Real Estate
Tina	Laurie	PGIM Real Estate
Tim	McCauley	PGIM Real Estate
Myra	Riddick	PGIM Real Estate
Sharon	Robertson	PGIM Real Estate
Morgan	Scott	PGIM Real Estate
Charles	Scott	PGIM Real Estate
Thomas	Tegethoff	PGIM Real Estate
Jon	Lanczak	Plante Moran
Stephen	Chasteen	Regions Bank
Russell	Phillips	Regions Bank
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Anne	Schroth	Reno & Cavanaugh
lan	Adams	Schwabe
Andrew	Patykula	Sims Mortgage Funding
Anthony	Luzzi	Sims Mortgage Funding
Jeanette	Benedetto	Troutman Pepper
Randy	Hurlburt	Troutman Pepper
Blair	Schiff	Troutman Pepper
Christine	Waldmann-Carmody	Troutman Pepper
Alison	Lemle	VIUM Capital
Sandra	Rothe	VIUM Capital
Jesse	Adams	VIUM Capital
Paul	Bete	VIUM Capital
Michael	Braun	VIUM Capital
Kari	Brekke	VIUM Capital
Garrett	Brickley	VIUM Capital
Andrea	Eisma	VIUM Capital
Haley	Jorgensen	VIUM Capital
Steve	Kennedy	VIUM Capital
Sarah	Rhodes	Vorys, Satar, Seymour and Pease
Lauren	Gilbert	Vorys, Satar, Seymour and Pease
Gabe	Moyer	Vorys, Satar, Seymour and Pease
Matthew J.	Porter	Vorys, Satar, Seymour and Pease
Ken	Buchanan	Walker & Dunlop
Charley	Conkling	Walker & Dunlop
Corey	Cooper	Walker & Dunlop
Heather	Cox	Walker & Dunlop
Kelly	Cush	Walker & Dunlop
Richie	Davis	Walker & Dunlop
Megan	Donnellan	Walker & Dunlop
Felipe	Gaitan	Walker & Dunlop
John	Galeros	Walker & Dunlop
Ines	Hadzismajlovic	Walker & Dunlop
Parker	Kent	Walker & Dunlop
Sam	Love	Walker & Dunlop
Kimberly	Dahlhausen	Wells Fargo Bank
Elliot	Kaple	White Oak Healthcare Finance
Ritchie	Dickey	White Oak Healthcare Finance
Mandy	Brown	X-Caliber Capital
Amber	Howard	X-Caliber Capital
Samantha	Rosenblum	Ziegler
Lindsay	Konkel	Ziegler
Kristin	Michels	Ziegler

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