

2020 | Construction Lender Risk Management Roundtable

2020 PROSPECTUS

MARCH 9 – 11, 2020

THE PALMS HOTEL AND SPA ■ MIAMI, FL



www.construction-lender-risk-management.org

ABOUT THE ROUNDTABLE

The Construction Lender Risk Management Roundtable was formed in 2013 to help facilitate real collaboration among construction lenders to promote the sound management of risks resulting from construction lending. FDIC studies have shown that the lax management of construction risks was a significant cause of bank failures during the great recession. Dialogue has continued throughout the year with monthly calls and local roundtables to further explore standardization and best practices which included presentations by the OCC, Fannie Mae, Freddie Mac, contractors and developers, in addition to lender panels and discussions. Monthly meeting topics addressed included:

- Regulatory Environment
- Bank Policies
- Development Insights
- Construction Red Flags
- Workflow Management
- Problem Materials and Conditions
- Due Diligence Perspectives
- Contingency Budgets: How Much is Enough?
- Emerging Issues
- Government/GSE Programs

2020 ROUNDTABLE

The Roundtable will once again provide an open and collaborative environment to help participants stay ahead of market trends and share solutions to common problems.

TOPICS ADDRESSED:

- Modular Construction
- Construction Industry Update
- New Technology
- Troubled Loans
- Contractor Evaluations
- General Contractor's View
- Concerns and Trends
- SBA Construction Lending
- LIHTC
- Contingency Budgets

CLRM Community
is excited to host the
Seventh
Annual
Roundtable

The 2020
Construction Lender
Risk Management
Roundtable is a 2-day
event comprised of:

2 NETWORKING RECEPTIONS

Presentations
Panels
Discussions

SPEAKERS / PANELISTS:

Panelists Include Representatives From:

- Associated General Contractors
- Wells Fargo
- Union Bank
- Office of the Comptroller of the Currency
- WinTrust
- Truist
- Lincoln Capital Management
- US Bank
- Western Alliance Bank
- Rabbet
- Codefi
- Lima One Capital

ADVISORY BOARD:

Bill Tryon, Partner Engineering and Science

Cathy McGowan, Wells Fargo Bank

David Drummond, KeyBank

Joseph Derhake, PE, Partner Engineering and Science

Morris McDaniel, Wells Fargo Bank

Robert Biggs, Union Bank

Sanat Patel, AVANA Capital

WHO ATTENDS:

The Construction Lender Risk Management Roundtable draws almost 100 different institutions from all over North America. Professionals attending include seasoned construction lending experts as well as the next generation of professionals.

DIRECTORS OF
CONSTRUCTION RISK

CONSTRUCTION RISK MANAGERS

CREDIT OFFICERS

SENIOR VICE PRESIDENTS

ASSET MANAGERS

CONSTRUCTION MONITORING
ANALYSTS

CONSTRUCTION
UNDERWRITERS

CHIEF INVESTMENT OFFICERS

MARCH 9 – 11, 2020

THE PALMS HOTEL & SPA

MIAMI, FL

PAST ATTENDEES:

Title	Company
Vice President	44 Business Capital
Sr. Counsel / Executive Director	AGC of America
VP Construction - Asset Management	Arbor Realty Trust
VP-Asset Management	Ares Management
Analyst	Ares Management Corp
Associate	Ares Management LLC
Senior Vice President	Associated Bank
Sr. Construction Analyst	Bank of the West
VP, Construction Services Manager	Bank of the West
SVP, Loan Administration Manager	BankUnited, N.A.
VP - Manager, Appraisal & Environ. Review	BBVA Compass
Construction Administrator	Capital One
Team Lead Construction Monitoring	Capital One
VP Business Development	Catalyst Impact Capital
CRE Construction Manager	Centennial Bank
Director Commercial Construction Risk Mgmt	Chemical Bank
VP Construction Management	Citi
Director	Citi
Vice President	CPC
Senior Credit Officer	Fifth Third Bank
Vice President	Fifth Third Bank
SVP/RECAD Manager	First Citizens Bank
Of Counsel	Foley & Lardner LLP
Director of Construction Management	Gardner Capital Development
Vice President, Construction Services	Goldman Sachs & Co. LLC.
Vice President	Hudson Housing Capital LLC
Director	Hunt Real Estate Capital
Vice President	Israel Discount Bank
NCRE Manager of Construction Admin.	JPMorgan Chase
Construction Administrator	JPMorgan Chase
Senior Vice President	KeyBank NA
Director	Lima One Capital
President / CLO	Lincoln Capital
CEO	Lincoln Capital Management
Vice President	Lincoln Capital Management
Chief Investment Officer	LordCap PACE
Construction Administration Portfolio Manager	MidFirst Bank
Senior Vice President	MidFirst Bank
Director	MUFG Union Bank, N.A.

Title	Company
Construction Disbursement Supervisor	Mutual of Omaha Bank
Director	ORIX USA
Fund Associate	PCCP, LLC
Senior Vice President	PCCP, LLC
Sr. Asset Manager	PNC Bank
President	Spawglass Construction
RECAD Manager	SunTrust
VP; Construction Manager	SunTrust Bank
RECAD Manager	SunTrust Bank
Change Manager	SunTrust Bank
Group Vice President	SunTrust Bank
Loan Operations	T Bank, NA
Director of Asset Management	Taylor Derrick Capital
VP Construction Engineering	Texas Capital Bank
Vice President	Texas Capital Bank
Regional Loan President	Texas First Bank
SBA Operations Manager	Texas First Bank
Director/Construction Manager	The Bancorp
Vice President	The Community Preservation
Construction Risk Manager - AVP	U.S. Bancorp Community Dev.
Construction Monitoring Analyst	U.S. Bank
Asset Manager	U.S. Bank
Assistant VP, Construction Underwriter	U.S. Bank
Construction Risk Manager	U.S. Bank CDC
Asset Manager	US Bank
Director Client Services	WCD Group
National Construction Manager/VP	Wells Fargo
SVP – Regional Manager	Wells Fargo
AVP – Collateral Construction Consultant III	Wells Fargo Bank Corp. Risk
AVP - Real Estate Technical Services	Wells Fargo Bank Corp. Risk
Credit Analyst II	Western Alliance Bancorp.
VP / Sr. Underwriter	Western Alliance Bank
Vice President	Western Alliance Bank
Senior Vice President - Construction Lending	Western Alliance Bank
Real Estate Services -VP	Wintrust Financial
Vice President	Wintrust Financial
VP Construction Risk	Zions Bancorp
Sr SBA Construction Underwriter & Portfolio Mgr.	Zions Bancorporation
Construction Loan Funding Manager	Zions Bancorporation

GET SOCIAL:



SESSION TOPICS:

PRESENTATIONS:

- Economic Update – Ken Simonson, Chief Economist for Associated General Contractors of America will provide an economic update, review of trends and outlook for the construction industry.
- Word on the Street - A General Contractor's view of the market

PANELS:

- Strategy analysis for managing troubled loans
- New Tech - What's working; Products, challenges and benefits
- Modular Construction – Making CPM and Funds Control work

DISCUSSIONS AND BREAKOUTS:

- Protections from GC and sub failures - Bonding, Subguard, Funds Control, Completion Commitments, others
- SBA Construction Lending – Changes in the SOP
- Emerging Concerns and Trends - Material and labor costs, construction delays, GC and sub qualifications
- Contractor Evaluation
- Managing your scope of work - How much is enough?
- Low Income Housing Tax Credit Status and Updates
- Managing contingency budgets

VENUE INFORMATION:

The Palms Hotel and Spa is located in the heart of iconic Miami, South Beach. CLRM attendees will enjoy a reduced rate when using the booking link.

Palms Hotel and Spa

3025 Collins Avenue, Miami Beach, FL, 33140

305-534-0505

[Hotel Booking Link](#)

REGISTRATION INFORMATION:

CLRM attendees, speakers, and sponsors should complete the online registration form ASAP.

[Registration Link](#)

Any registration concerns should be directed to:

Kelly Javier (McMicken)

kjavier@partneresi.com

O: 310-765-7274

SPONSORSHIP OPPORTUNITIES:

Gold Sponsor - \$10,000

- Four guest passes and two company passes
- Website highlight of Sponsor Company
- Logo and website link on CLRM website
- Logo on program
- Company logo on event signage
- Materials in attendee bags*

Silver Sponsor - \$5,000

- Two guest passes and two company passes
- Company logo on event signage
- Logo on program
- Materials in attendee bags*

Wifi Sponsor - \$3,000

- Wifi Sponsor signage on each table
- One guest pass and one company pass
- Logo and website link on CLRM website
- Logo on program
- Website highlight of company
- Materials in attendee bags*

Charging Station Sponsor - \$1,500

- Charging station signage
- Logo on program
- Logo on website

*Attendee bag materials are to be provided by sponsor at their cost.

SPONSORSHIP REQUESTS:

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