

2024 | Construction Lender Risk Management Roundtable

2024 PROSPECTUS

APRIL 15 – 17, 2024

Nashville, TN



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 explore further standardization and best practices, including presentations by the OCC, Fannie Mae, Freddie Mac, contractors, developers, and lender panels and discussions. Monthly meeting topics addressed included:

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

2024 ROUNDTABLE

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

TOPICS ADDRESSED:

- Building a successful project from the ground up
- Managing general contractor risks
- Managing project shutdown
- SBA's latest updates
- Innovations and technology
- Underwriting 101
- Risk appetite
- Personal Development
- Focus Groups
- Construction Controls

CLRM Community
is excited to host the
Eleventh
Annual
Roundtable

April 15 – 17, 2024

Nashville, TN

The 2024
Construction Lender
Risk Management
Roundtable is
comprised of:

NETWORKING OPPORTUNITIES

Presentations
Panels
Discussions

SPEAKERS / PANELISTS:

Panelists Invited Include Representatives
From:

- Economist
- Barings
- OCC
- JPMorgan Asset Management
- Citi Group
- Wells Fargo
- Lincoln Capital
- Dogwood State Bank
- KeyBank
- Rutan and Tucker

ADVISORY BOARD:

Bill Tryon, *Partner Engineering and Science*

James Robertson, *Lincoln Capital*

Brooke Bright, *US Bank*

David Drummond, *KeyBank*

Joseph Derhake, PE, *Partner Engineering and Science*

Morris McDaniel, *Wells Fargo Bank*

Kelly Javier, MBA, *Partner Engineering and Science*

WHO ATTENDS:

The Construction Lender Risk Management Roundtable draws more than 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

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MEMBER COMPANIES:

ACORE Capital
AFC Gamma
Ares Management LLC
Associated Bank
AVANA Companies
Axos Bank
B&D Holdings
Banc of California
Bank of America
Bank of China, Los Angeles Branch
Barings
Berkadia Commercial Mortgage LLC
Berkshire Bank
Capital Impact Partners
Capital One
Centennial Bank, AR
CIT a division of First Citizens Bank
Citi Community Capital
Commerce Bank
Community Preservation Corporation
CREA
Dogwood State Bank
Enhanced Capital
Fidelity Bank
First Citizens Bank
First Fed
First United Bank
FirstBank
George Smith Partners
Heitman
Hudson Housing Capital LLC
Huntington National Bank
IDB Bank
JPMorgan Chase
Liberty Bank, N.A.
Lima One Capital
Lincoln Capital Management
Live Oak Bank
LordCap Green
LUMENT
Meadows Bank
MidFirst Bank
National Equity Fund
New York Life investments
Nuveen
Osprey Advisory
Pacific Premier Bank
PCCP LLC
PGIM Real Estate Loan Services, Inc.
Pinnacle Financial Partners
Self-Help
St Louis Equity Fund Inc
Telhio Credit Union
The Bancorp
Truist
U.S. Bank
Wald Realty Advisors
Wells Fargo Bank, N.A.
Western Alliance Bank
Wintrust Financial
WNC & Associates
Zions Bancorporation

SESSION TOPICS:

SPECIAL PRESENTATIONS:

- State of the Industry
- Legal update
- Stored materials

PANELS AND PRESENTATIONS

- Building a successful project from the ground up
- Underwriting 101
- Managing general contractor risks
- Risk appetite
- Managing project shutdown

DISCUSSIONS & BREAKOUTS:

Breakout sessions will focus on topics such as what is going on with SBA's latest updates, innovations and technology, and sharing reports.



VENUE INFORMATION:

The 2024 annual CLRM roundtable will take place in historic Nashville, TN. Centrally located to enjoy all that the country music capital of the world has to offer, this unique city offers plenty of walkability and memorable experiences for networking and learning.

REGISTRATION INFORMATION:

CLRM attendees, speakers, and sponsorship registration are open. Contact CLRMIInfo@partnerESI.com for the booking link.

Any registration concerns should be directed to the following:

Kelly Javier (McMicken)

KJavier@PartnerESI.com

O: 310-765-7274

SPONSORSHIP OPPORTUNITIES:

Premier Sponsor - \$25,000

- Six client passes and three company passes
- Website highlight of Sponsor Company
- Logo and website link on CLRM website
- Logo in sponsor rotator during meetings.
- Logo on program
- Company logo on event signage
- Materials in conference packages*

Gold Sponsor - \$15,000

- Four client passes and two company passes
- Website highlight of Sponsor Company
- Logo and website link on CLRM website
- Logo in sponsor rotator during meetings.
- Logo on program
- Company logo on event signage
- Materials in conference packages*

Silver Sponsor - \$10,000

- Two client passes and one company pass
- Website highlight of Sponsor Company
- Logo and website link on CLRM website
- Logo on program
- Company logo on event signage
- Materials in conference packages*

Raffle Sponsor - \$1,500**

Sponsor a raffle giveaway to be announced during conference sessions.

- Sponsor will be listed as a raffle sponsor on the agenda and provided an opportunity to draw a winner during the meeting.

**Sponsor will need to provide giveaway item and take care of delivery to the winner.

May be purchased as an add-on with Premier through Silver sponsorships.

Limited to two opportunities. One each conference day.

Coffee Break Sponsor - \$1,500

Sponsor will be listed as break sponsor on the agenda and signage.

May be purchased as an add-on with Premier through Silver sponsorships.

Limited to two opportunities. One each conference day.

*Sponsor will need to supply item to CLRM for distribution.

SPONSORSHIP REQUESTS: Kelly Javier (McMicken) E: KJavier@PartnerESI.com O: 310-765-7274

INTRODUCING: CLRM Non-Profit Partnership!



THE LANTERN NETWORK

About The Lantern Network

The Lantern Network (TLN) offers resources and programs uniquely designed to INSPIRE, GUIDE, and PROPEL the next generation of Black leaders into their careers. Focused on mentorship and skills development, TLN aims to Inspire, Guide, and Propel mentees. With a national reach, TLN is based in Nashville.

Website: www.LanternNetwork.com

Notable Mentee Accomplishments

- 87% of college upperclassmen and graduates secure new opportunities.
- 25+ placements with companies such as Deloitte, Accenture, rEvolution, Tiffany's, Amazon, Thrive Scholars, Nissan, Chipotle.
- 50% promoted to executive level.

Mentors

The TLN team leverages experience as CEO's, COO's, CSO's, and a multitude of other executive leadership roles across Fortune 100 and start-ups. TLN has deep rooted and hands on experience as professionals, educators, and mentors. Includes C and Executive level leadership from companies such as Mody Ventures, Hyundai, along with real estate professionals, and university leadership.

Corporate Supporters – Relationships with Fortune 100 companies

- East Bay Community Foundation
- Hyundai
- Stop & Shop
- OmniSystems
- Jungle Bay Dominica
- Deloitte
- Genesis
- Revolution
- General Electric
- Innocean
- JD Power
- SmartStop Self Storage
- Master & Dynamic
- Connected Television Group
- Leigh Steinberg Sports & Entertainment

University Level Partnerships –

- Established a framework for Curriculum developed by Pepperdine University
- Network of Educational Institutions across the country - 30 Universities

Programs – Focuses on three Pillars of Engagement: Online & On-Demand, Personal Mentorship, and Internship & Job Shadowing.

1. Entrepreneurship – *See program on TLN website.*
2. Corporate Path –
 - Focus on the soft skills necessary to be successful in corporate settings.
 - Offering executive-level mentors.
 - Placement of interns and permanent hires.
3. Trade Path – *Planned to begin in 2026.*

70 mentees during first year and a half of operations

100 in 2024 (goal) 22 mentors
Mentee applications outpace mentor capacity by 3 to 1

Young adults who were mentored are 130% more likely to hold leadership positions

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Contact: Kelly Javier (McMicken) ■ kjavier@partneresi.com ■ 800-419-4923