



ALSTON + BIRD LLP

2011 | SERVICING  
SYMPOSIUM

Critical issues impacting the servicing industry

WHY ATTEND | AGENDA | PANELISTS | DIRECTIONS | ACCOMMODATIONS | CONTACT | FINANCIAL 411

Thursday, October 6, 2011

9:00 a.m. — 5:00 p.m.

Charlotte Convention Center | Charlotte, NC

**In The News**

- [Dodd-Frank a key focus of symposium in Charlotte Thursday](#)
- The band, [Side Effect](#), booked for post-Symposium reception
- [Standard & Poor's Revises Criteria for Collateral for U.S. CMBS Defeasances in Response to U.S. Debt Downgrade](#)
- Alston & Bird welcomes [Andrea Cummings](#) to the Real Estate Finance & Investment Group.

## About the Symposium

Alston & Bird is hosting our second annual Servicing Symposium addressing issues facing the servicing industry right now. Industry leaders will explore current business challenges, discuss solutions and strategize to adapt servicing practices to changing industry standards, regulation and legislation. Breakout sessions address trends, advancing issues, servicing controversies, regulation AB update, REMIC reform, appraisals, CDOs and pooling and servicing agreements.

Last year's inaugural Symposium drew more than 400 attendees representing a broad spectrum of companies from the financial services industry, including Bank of America, CW Capital Asset Management, Midland Loan Services, Moody's, Pacific Life, TIAA-CREF, US Bank and Wells Fargo.

## Who Should Attend

- Analysts
- Asset managers
- Commercial mortgage underwriters
- Finance managers
- Financial consultants
- Government regulators
- Institutional investors
- Investment bankers
- Loan administrators
- Loan document specialists
- Master servicers
- Portfolio lenders
- Portfolio managers
- Primary servicers
- Rating agencies
- Special servicers
- Transaction managers

### Registration:

The Servicing Symposium is complimentary to clients and guests of the firm. Space is limited. If you are interested in receiving an invitation, please contact [servicing@alston.com](mailto:servicing@alston.com).

## Agenda

8:30 – 9:00 a.m.	<b>Registration &amp; Breakfast</b>		
9:00 – 9:15 a.m.	<b>Welcome from Alston &amp; Bird</b> <b>Tip-Off</b> (Fred Whitfield, President, Charlotte Bobcats)		
9:15 – 10:15 a.m.	<b>Servicing in the New Regulatory Environment – Impact of Business Strategy</b>		
10:30 – 11:20 a.m.	MORNING SESSIONS	<b>Litigation Update – Recent Decisions Affecting Servicers</b>	<b>REMIC and Special Servicing – Can We Talk?</b>
11:30 – 12:20 p.m.		<b>CRE CDOs – Past, Present &amp; Future</b>	<b>Rating Agencies - Are We at 2.0 or Are We Lost, Dazed &amp; Confused?</b>
12:30 – 1:30 p.m.	<b>Lunch and Keynote Speaker</b> (Tom Deutsch, Executive Director, American Securitization Forum)		
1:40 – 2:30 p.m.	AFTERNOON SESSIONS	<b>Special Servicer to Controlling Class – You Want Me To Do What?</b>	<b>PSA Standardization – Really?</b>
2:40 – 3:30 p.m.		<b>Current Issues in Master Servicing</b>	<b>Battling a Borrower in Bankruptcy – What a Servicer Needs to Know</b>
3:40 – 4:30 p.m.		<b>The Evolving Role of the Operating Advisor</b>	<b>Servicing Issues for New Originators</b>
4:30 – 5:00 p.m.	<b>Closing Remarks</b> (Bill Green, Managing Director and Head of Commercial Real Estate, Cortview Capital Markets)		
5:00 – 7:00 p.m.	<b>Reception, featuring cocktails and live music</b> The Green, 435 S. Tryon Street		

## Tip-Off



**Fred Whitfield**, *President & Chief Operating Officer, Bobcats Sports & Entertainment*

Fred Whitfield was named President & Chief Operating Officer of Bobcats Sports & Entertainment in July of 2006. In his role, Whitfield oversees all business operations for the Charlotte Bobcats, Time Warner Cable Arena and the Bobcats Youth Foundation. Mr. Whitfield most recently served as Director of Business and Legal Affairs for Brand Jordan, where he managed endorsements and sports marketing strategy and execution for the elite division of Nike.

## Keynote



**Tom Deutsch**, *Executive Director, American Securitization Forum*

Tom Deutsch is the Executive Director of the American Securitization Forum (ASF). Mr. Deutsch serves as the ASF's senior staff executive and works with ASF's broad membership to develop consensus and implement advocacy initiatives on legal, regulatory, accounting and legislative matters, such as industry-wide mortgage servicing standards, securities regulation, amicus briefs, and comment letters. He also develops and implements various aspects of member education initiatives, such as the annual ASF industry conference, ASF Weekly Reports, Sunset Seminars, Securitization Institute, and the American Securitization journal. He was named by Institutional Investor Magazine as a Rising Star of both Fixed Income and Securitization in 2008.

Mr. Deutsch previously served as an Associate in the Capital Markets Department of Cadwalader, Wickersham & Taft LLP, where he represented issuers and underwriters in various structured finance offerings, including residential mortgage-backed securitizations and asset-backed securitizations. He also served as an Associate at McKee Nelson LLP, where he focused on residential mortgage-backed securitizations. In addition, Mr. Deutsch was an Annenberg Legal Fellow at the Federal Communications Commission.

## Wrap Up



**William Green**, *Head of CREF, Managing Director*

Prior to joining Cortview Capital, Mr. Green was a co-founder of the advisory firm, Tannery Brook Partners, LLC and the Managing Member of Cazenovia Creek Investment Management, LLC, a registered investment advisor. Mr. Green was with Starwood Capital Group from December 2007 to June 2009 where he was the fund manager for the Starwood Debt Fund II in 2008. Mr. Green spent the majority of his career with Wachovia Securities where, as Managing Director, Global Head of Real Estate Capital Markets, he managed the commercial real estate securitization, mortgage banking, principal investing, asset management and trading functions. While at Wachovia, Mr. Green helped grow the firm into a leading global provider of capital in the commercial real estate space. Prior to Wachovia, he was a managing director at Banc of America Securities. At the start of his career, Mr. Green gained real estate development and real estate finance experience in the greater New York area with both private and public firms.

## Panelists



**Stacy Ackermann**, *Counsel, Alston & Bird*

Stacy Ackermann represents lenders, masters and special servicers and investors in all aspects of various financial and credit market transactions from loan origination through final resolution and closing with an emphasis on loan servicing and workouts. She focuses her practice on commercial mortgage-backed securities, syndicated lending, structured finance and loan servicing-related matters.



**Steven Altman**, *Director, Distressed Debt Workout*

Steve joined Torchlight Investors in 2003 and is a Director overseeing special servicing and distressed debt workout. He has 24 years of professional experience. Prior to Torchlight, Steve worked at Commerzbank Securities, Fitch Ratings, Metropolitan Life Insurance Company and Arthur Andersen LLP. Steve is a Certified Public Accountant in the State of Michigan and holds an MBA and a BBA from the University of Michigan.

## Panelists continued



**John Baron**, *Partner, Alston & Bird*

John Baron is the lead partner of the Charlotte office's Tax Group and partner-in-charge of the Charlotte office. His practice is principally transactional in nature, and his clients include both domestic and foreign companies and U.S. citizens/residents and nonresident aliens. He advises clients on matters pertaining to business and individual taxation and is experienced in structuring business ventures using corporations, LLCs and partnerships, as well as the preparation of the related agreements. He regularly advises clients about the tax and non-tax aspects of those relationships.



**José Becquer**, *Executive Vice President/Group Head, Commercial Mortgage Servicing, Wells Fargo*

José Becquer is an executive vice president and group head of Wells Fargo Commercial Mortgage Servicing. Based in Charlotte, N.C., he leads more than 600 team members primarily located in Charlotte, the San Francisco Bay Area, and greater Washington, D.C. Commercial Mortgage Servicing serves clients throughout the United States including individual borrowers, institutional investors, financial institutions, internationally recognized investment banks, and other third-party investment groups. The Commercial Mortgage Servicing portfolio includes commercial mortgage backed securities, Fannie Mae, Freddie Mac, mortgages from the Federal Housing Administration and the U.S. Government National Mortgage Association. The portfolio totals several hundred billion dollars and includes a diverse array of property types such as multifamily, industrial, retail, hospitality, and office developments.

## Panelists continued

**Stacey M. Berger**, *Executive Vice President, Midland Loan Services / PNC Real Estate*

Mr. Berger is responsible for corporate and business development activities and strategy at Midland Loan Services. Midland, a PNC Real Estate business and division of PNC Bank, N.A., is the leading provider of loan servicing, asset management and technology solutions for the commercial real estate finance industry. The company is one of the nation's largest commercial loan servicers with over \$301 billion in outstanding balances. As special servicer, Midland is responsible for asset management, workout and resolution of a \$105 billion CMBS portfolio. Midland maintains the industry's highest ratings as a servicer and special servicer from Fitch Ratings and Standard & Poor's. Mr. Berger formally served as President of the Commercial Real Estate Finance Council (formerly CMSA). He served as Vice Chairman of the commercial / multifamily board of directors of the Mortgage Bankers Association. Mr. Berger received a BA in Economics and an MBA from Tulane University, and serves on the Business School Council at the A.B. Freeman School of Business.



**Thomas J. Biafore**, *Partner, Kilpatrick Townsend & Stockton*

Tom Biafore works in the firm's Real Estate Finance & Capital Markets team. He focuses his practice on structured finance and servicing matters relating to commercial mortgage-backed securities with an emphasis on federal tax and compliance issues. Mr. Biafore represents a number of servicers and special servicers on a variety of matters relating to securitized loan modifications and restructurings. He has significant experience with a variety of pass-through finance vehicles including REMICs and grantor trusts. He has given numerous lectures and authored articles relating to tax and servicing issues in structured finance and has represented servicing clients in successful requests to the IRS for private letter rulings on a variety of securitization issues. Mr. Biafore has served as national CMBS and REMIC counsel to numerous servicers and special servicers. He has testified a number of times as an expert witness in state, federal and bankruptcy court on issues related to capital markets, securitization and REMIC issues.

## Panelists continued

### **Carrie Booker**, *Vice President, Wells Fargo*

Carrie Booker is a member of the Structured Asset Management team within the Commercial Mortgage Servicing Group in Charlotte. Carrie has over 12 years of servicing experience in various capacities including relationship management, assumptions, and asset management. Carrie was an initial member of the team that created the CRE CDO servicing platform for legacy Wachovia in 2006. She also manages fixed-rate and floating-rate CMBS securitizations, but has a primary focus on twelve third-party CRE CDOs.



### **Jim Callahan**, *Executive Director, Pentalpha Group*

Jim Callahan is responsible for the firm's capital markets team and for advising customers in the acquisition and internal creation of securitized loan products. His team, which concentrates on subordinated securities and credit derivatives, is focused on commercial mortgage, residential mortgage and asset backed loan products. Jim Callahan's group includes traders, bankers and deal structuring professionals. Before co-founding Pentalpha, Jim Callahan was a Managing Director at Prudential Securities. He was the trading desk manager for all commercial loan products, residential whole loans and subordinates, ARMs and some asset backed whole loan products. His team created and ran three conduits including the Midland Loan CMBS conduit, a Farmer Mac loan conduit and a residential mortgage conduit. During his tenure at Prudential Securities, Mr. Callahan's team advised the RTC in the issuance of \$17 billion of structured securities. He was also part of the Prudential Securities risk management committee.



### **Michael Carp**, *Executive Vice President, Berkadia Commercial Mortgage*

Mr. Carp has more than 30 years of experience in accounting, finance and real estate. Berkadia Commercial Solutions represents more than 40 professionals providing asset management and advisory services. The asset management portfolio includes sub- and non-performing whole loans (including ABS, CMBS and CDO) and REO. The unit has managed all asset types including commercial real estate secured loans, C&I loans and LIHTC. Berkadia is a highly rated Special Servicer. Customers include governmental agencies, financial institutions, opportunistic investors, finance companies and REMIC trusts. Since 1992, Commercial Solutions has resolved more than 5,000 assets (\$16 billion).



## Panelists continued

**Lars Carlsten**, *Senior Counsel with the Law Department of Wells Fargo Bank, N.A.*

Mr. Carlsten has been employed by Wells Fargo and its predecessor institutions, Wachovia Bank, N.A., and First Union National Bank, since 1999. Mr. Carlsten has supported CMBS master and special servicing operations since joining the Bank. He is also in-house counsel for Wells Fargo's multifamily capital origination and servicing line of business. Prior to the Wells Fargo merger, Mr. Carlsten supported Wachovia's CMBS loan origination conduit and its affordable housing tax credit investment program. Before joining the Bank, Mr. Carlsten practiced for 14 years as an associate and partner with Gebhardt & Smith, a regional banking law firm in Baltimore, where he specialized in commercial real estate finance transactions.

**Marvin Cash**, *Managing Director, Rowan Group LLC*

Mr. Cash has over fifteen years of experience with respect to the origination, management and distribution of financial assets with an emphasis on commercial real estate. He has held positions at Wachovia Securities as well as several prominent law firms. At Wachovia Securities, Mr. Cash was responsible for the structuring, negotiation and closing of \$8B+ in bridge, construction and mezzanine debt and joint venture and preferred equity. He was also instrumental in the creating of Wachovia CRE CDO 2006-1, a \$1.3B managed CRE CDO and the first ever bank-issued CRE CDO. Post-closing, he managed all assets of the CDO including asset selection, portfolio management, internal and investor reporting and rating agency relations. Mr. Cash also facilitated the development of new commercial real estate products, including coordination of preliminary internal approvals and satisfaction of off-balance sheet accounting rules.

## Panelists continued

**Brad Chatigny**, *Director, Wells Fargo Securities*

Mr. Chatigny has over a dozen years of experience with commercial real estate lending and public and private securities issuances, with particular emphasis on commercial real estate structured products. He is a Director at Wells Fargo Securities where, as the Head of CDO Management for the Real Estate Capital Markets Group, he is responsible for the management of the \$1.3 billion Wachovia CRE CDO 2006-1. In this role, he manages asset selection, portfolio management, transaction document compliance, investor reporting, rating agency relations and Strategic direction. Prior to assuming this role, he was on the Wachovia Securities Structured Finance team where he structured and closed over \$6 billion in commercial real estate debt and equity investments including bridge loans, construction and mezzanine debt and joint venture and preferred equity and commenced the distribution of these assets through the Wachovia CDO.



**John M. Church**, *CEO Waterstone Asset Management*

Mr. Church is CEO of Waterstone Asset Management, an advisory, servicing and asset management firm, and is a principal of Waterstone Defeasance, a commercial real estate loan defeasance consultancy. In his current role, he is responsible for building and managing Waterstone's business of providing its clients a full range of services including underwriting, due diligence, valuation, servicing and asset management. Waterstone is a rated CMBS Special Servicer and currently manages CMBS, C&I and agency loans. Prior to Waterstone, John was a Managing Director at Wachovia Securities where he built and managed the CMBS loan servicing group into an industry leading platform with a portfolio of over \$200 billion, which included the successful deployment of over \$500 million of capital for mortgage servicing rights. His background covers over 30 years in the origination, securitization and servicing of mortgages and other asset-backed products, with senior leadership positions at JP Morgan Chase, Citicorp, GE Capital and Wachovia.

## Panelists continued



**Tobin Cobb**, *Co-Chief Executive Officer, LNR*

Mr. Cobb assumed this role in October 2010. Prior to joining LNR, Mr. Cobb had a successful 10-year career at Deutsche Bank (DB), where he most recently served as managing director on special assignment to the Office of the CEO of DB Americas. Immediately prior to this assignment, Mr. Cobb partnered with Mr. Kennedy in founding the Commercial Real Estate Business at Deutsche Bank and was Co-Head of the U.S. Commercial Real Estate Business at DB. Prior to joining DB, Mr. Cobb spent five years in the CMBS Group at Donaldson, Lufkin & Jenrette (DLJ) and four years in the RTC/FDIC Loan Acquisition Groups at Citigroup. Mr. Cobb has a B.S. degree in Economics and Finance from SMU and an MBA from New York University.



**William Cohane**, *Chief Administrative Office & Head of Securitization/Managing Director, Cortview Capital*

Prior to joining Cortview Capital, Mr. Cohane was a co-founder of the advisory firm, Tannery Brook Partners, LLC and a Managing Member of Cazenovia Creek Investment Management, LLC. Mr. Cohane was a Managing Director and Co-Head of Wachovia Securities' Real Estate Capital Markets platform for Europe, Africa and the Middle East from 2005 to 2008, where he also assisted in the creation of Wachovia's Irish Bank. Before his tenure in Europe, Mr. Cohane had oversight of the CMBS Securitization Group, Contract Finance Group and the Commercial Warehouse Finance/REPO Finance business. Mr. Cohane spent seven years as an attorney practicing real estate and corporate law at Clifford Chance in New York and Goodwin Proctor & Hoar in Boston. Mr. Cohane also worked as an assistant clerk to Chief Justice Warren Burger at the United States Supreme Court.

## Panelists continued



**Greg Cross**, *Partner, Venable LLP*

Greg Cross is the partner in charge of Venable's bankruptcy group. Mr. Cross also leads Venable's Commercial Real Estate Servicing practice and is a member of Venable's management board.

Mr. Cross has confirmed the only successful bankruptcy restructuring of a financial services firm, served as lead lenders' counsel in the nation's largest real estate bankruptcy case, served as debtors' counsel in some of the largest bankruptcy cases ever filed in the Mid-Atlantic, and has successfully litigated numerous cases of first impression throughout the country. Long before the recent economic downturn, Mr. Cross assembled a team of more than 20 lawyers who focus the majority of their time on commercial real estate workouts. For more than a decade now, Mr. Cross has advised some of the nation's largest special servicers of CMBS assets on all aspects of commercial real estate loan workouts.



**Jamie Daniel**, *Partner, Alston & Bird*

Jamie Daniel is a partner in the firm's Global Finance & Debt Products Group. He focuses his practice on commercial real estate finance and loan servicing and regularly represents loan portfolio servicers, institutional lenders, finance companies, investors and borrowers in secured and unsecured financial transactions, including real estate financings, loan assumptions and transfers, asset-backed loans, structured financings and loan restructurings.



**Tom Deutsch**, *Executive Director, American Securitization Forum*

Tom Deutsch is the Executive Director of the American Securitization Forum (ASF). Mr. Deutsch serves as the ASF's senior staff executive and works with ASF's broad membership to develop consensus and implement advocacy initiatives on legal, regulatory, accounting and legislative matters, such as industry-wide mortgage servicing standards, securities regulation, amicus briefs, and comment letters. He also develops and implements various aspects of member education initiatives, such as the annual ASF industry conference, ASF Weekly Reports, Sunset Seminars, Securitization Institute, and the *American Securitization* journal. He was named by Institutional Investor Magazine as a Rising Star of both Fixed Income and Securitization in 2008.

## Panelists continued



**Paul Donohue**, *Partner, Alston & Bird*

Paul Donohue is a co-chair of the firm's Corporate Group. He focuses his practice on advising financial institutions in connection with various financing transactions, including structured finance, securitizations, syndicated lending and restructurings. He also regularly counsels servicers and advisers of CMBS and other securitized loan portfolios in connection with post-securitization transactions and restructurings. Paul is also the co-chair of the firm's Financial Markets Crisis Task Force.

**David Eckels**, *Senior Vice President of Business Development, Midland Loan Services*

Mr. Eckels is responsible for managing business development efforts related to commercial loan servicing and asset management activities with a focus on capital market participants, government agencies, institutional lenders and specialty finance companies. He is a member of Midland's pricing group and has management responsibility for the company's business development team. He currently serves on the Commercial Real Estate Finance Council's (CREFC) Board of Governors.



**Joseph Forte**, *Partner, Alston & Bird*

Joseph Philip Forte is a partner in the New York office and a member of its Global Finance & Debt Products Group. He has substantial experience in commercial real estate finance with a particular emphasis on the origination, workout and enforcement of portfolio and securitized mortgage loans with a focus on complex real estate finance for the capital markets. His expertise extends to permanent, bridge and construction mortgage lending, mezzanine finance, pari-passu and subordinate debt, co-lending and participation arrangements, loan sales and purchases, and loan workouts, foreclosures and restructurings. He also advises lenders on mortgage banking, doing business, licensing, investment authority and secondary mortgage market issues.

## Panelists continued



**Karen Gelernt**, *Partner, Alston & Bird*

Karen Gelernt is a New York partner in the firm's Global Finance and Debt Products Group. Her practice involves the representation of domestic and foreign banks, investment banks and other financial institutions in a variety of financing, mortgage and other financial asset transactions. Karen has substantial experience in structuring and negotiating warehouse lines, repurchase agreements and other financing structures.



**Stuart Goldstein**, *Partner, Cadwalader*

Stuart Goldstein is a partner in the Capital Markets Department. His practice is concentrated in the areas of structured finance, fund formation, structured products, and the federal securities laws. Stuart practices primarily in the areas of asset securitization and fund formation, representing issuers, underwriters, collateral managers, and institutional investors, in both public and private transactions. He represents fund managers in structuring, organizing and financing hedge funds, debt and opportunity funds, funds of funds, and other investment vehicles, developing, negotiating and documenting financial products. He has extensive experience in analyzing and structuring asset- and mortgage-backed securities, collateralized debt obligations, and other instruments and products, as well as structuring transactions involving interest rate swaps, caps, floors and other derivative instruments. Stuart is a member of the CMBS and CDO groups at Cadwalader.



**Ellen Goodwin**, *Partner, Alston & Bird*

Ellen Goodwin concentrates her practice on commercial real estate finance, and has represented investment banks, commercial banks, funds, and insurance companies on a variety of loan transactions for both securitizations and portfolios, including construction loan financings, loan syndications and participations, co-lending and senior/subordinate arrangements, and mezzanine finance. She has been out in the forefront of CMBS 2.0 and acts as form and program counsel for a number of active CMBS lenders. Ms. Goodwin's expertise additionally extends to the work-out, restructuring, and foreclosures of both securitized and portfolio mortgage loans, and she has extensive experience working with special servicers. She represents both sellers and purchasers of whole loans, subordinate debt, and mezzanine loans.

## Panelists continued

**David Graham**, *Vice President, Special Servicing Manager, Midland Loan Services, a PNC Real Estate Business*

Dave Graham is Special Servicing Manager responsible for the Atlanta special servicing office of Midland Loan Services. Graham joined Midland in May of 2009. His responsibilities include management of all issues relating to sub-performing/non-performing commercial real estate loans and reporting to lenders, CMBS investors, and the FDIC.

Mr. Graham's 30 year real estate career includes prior stints at JPMorgan, Prudential, Merrill Lynch Hubbard and Deloitte, in Chicago, Atlanta, and New York. Graham's experience includes loan originations, management of sub-performing and non-performing loan portfolios, loan and equity investment underwriting, property accounting, and investor reporting. He has resolved in excess of \$3 billion in troubled loans through modification, foreclosure and disposition, loan sales and bankruptcy and litigation management.



**Bradley J. Hauger**, *Senior Vice President/Loan Servicing Director, Midland Loan Services/PNC Real Estate*

Mr. Hauger joined Midland in 1992, and manages the loan servicing division within the organization. Principal activities include borrower services, investor accounting, treasury operations, loan acquisition, escrow and reserve administration, CMBS surveillance, government agency and insurance company portfolio administration, collateral services and asset management. As part of these functions, he oversees a staff of managers and supervisors with day-to-day responsibilities including cash remittances to investors, borrower requests requiring servicer approval and administration of unique cash flow provisions specific to complex commercial real estate loans. He also currently serves as the chairman for Midland's Credit Review Committee. Mr. Hauger has designed, tested and implemented several software applications oriented to improving the efficiencies of loan servicing operations, including several web-based applications. Additional responsibilities include managing relationships with clients/investors and outsourcing vendors, identifying process improvement opportunities and prioritization of technology projects.

## Panelists continued

**Nelson Hioe**, *Director/Head of Acquisitions, Rialto Capital Management*

Mr. Hioe began working with Rialto in 2009 and currently oversees the firm's acquisitions effort for distressed assets and securities. Mr. Hioe has been involved in all of the firm's acquisitions activities, including a \$3.1 billion acquisition of non-performing loans from the FDIC, \$1.5 billion in acquisitions of loans from regional banks and financial institutions, and purchases of subordinate securities in new origination CMBS transactions. Prior to Rialto, he worked at The Blackstone Group in the firm's real estate private equity fund, focused on analyzing real estate investments in several property types. He was involved in the acquisition of Equity Office Properties as well as the valuation and asset management of Hilton Hotels' residential timeshare business. Prior to Blackstone, Mr. Hioe worked in affordable housing finance at The Community Builders, where he executed all aspects of financing multifamily and single family developments, including structuring equity investments via the syndication of Low Income Housing Tax Credits to institutional investors. Mr. Hioe also worked as a strategy consultant at Cap Gemini Ernst & Young, advising global firms on a range of strategic issues.



**Brad Johnson**, *Partner, Alston & Bird*

Brad Johnson is a partner in the Global Finance & Debt Products Group. His practice focuses on representing financial institutions in a wide variety of capital markets transactions, including structured finance transactions. Over his career, Brad has represented virtually all types of participants in structured finance transactions, including issuers, underwriters, trustees, servicers and commercial paper conduits. He currently focuses on counseling corporate trust groups in major financial institutions with respect to a wide variety of transactions and issues, including in respect of the administration and unwinding of defaulted transactions.



## Panelists continued



**Jeffrey Kolessar**, *Senior Vice President of Development, GF Management*

Mr. Kolessar is responsible for hotel acquisitions and dispositions, receiverships, asset management, new development and third party management contracts for hospitality properties throughout the country. Over his tenure with GF Management, Mr. Kolessar's roles have included development and acquisitions, business development, operations, accounting and consulting. He has been involved with different types of hospitality projects including resorts, conference centers, full and select service hotels, food and beverage establishments and golf courses. Mr. Kolessar joined GF Management in 1990, in the capacity of a regional controller. Since 1995, he has acted as a receiver for hotel properties and has structured hotel management deals, served in receiverships, workouts and evaluated over 300 hotel properties for financial institutions.

**Stephen Kraljic**, *Managing Director and Portfolio Manager in Global Real Estate, TIAA-CREF and Teachers Advisors, Inc.*

As a member of the commercial mortgage-backed securities team, Mr. Kraljic is responsible for the management of the \$13 billion CMBS portfolio for the General Account. He also oversees investments in several fund investments in European and Asian commercial real estate. He joined TIAA-CREF in 1992 and his experience also includes CMBS fixed income research, REIT debt and preferred stock portfolio management and commercial mortgage origination. Before joining TIAA, he worked as an auditor for Price Waterhouse in New York. He has over 17 years of experience in the commercial real estate industry and has been a CMBS investor since 1997. Mr. Kraljic has served as a governor on the board of the Commercial Real Estate Finance Council (CREFC) since 2009.

## Panelists continued

**Lea Land**, *Director, CMBS Special Servicing, Wells Fargo*

Lea Land is a Director and Manager of the Wells Fargo East Coast CMS Special Servicing group located in Charlotte, NC. She joined the group in August 2007. Prior to her current position, she joined Wachovia in 2004 and served for three years as the Head of the Portfolio Management Group where she was responsible for the CMBS master and primary servicing departments. Lea's background includes 25 years of experience in commercial lending, commercial real estate and the CMBS industry, with an extensive background in management, CMBS special servicing, defaulted loan asset management, and real estate owned (REO) both nationwide and in the Caribbean. Throughout her career, Lea has served as the Vice President and Head of the Asset Workout and Recovery Department for Virginia Beach Federal Savings Bank, a Sr. Asset Manager for Coopers and Lybrand in Philadelphia, PA, and an Auction Specialist for the Resolution Trust Corporation (RTC) in Valley Forge, PA.



**Jennifer Lang**, *Managing Director, The Situs Companies*

As a managing director of The Situs Companies, Jennifer Lang manages the operations of the Situs Outsourcing Solutions center in Robbins, NC, providing outsourced commercial real estate diligence and loan servicing support for commercial and investment banks and loan servicers. Ms. Lang also directs the Situs University training sessions held in Robbins for all new hires. She has over 18 years of experience in the commercial real estate and finance industries. Prior to joining Situs, Ms. Lang worked as vice president for Global Realty Outsourcing, where she managed outsourced diligence and loan servicing assignments for commercial and investment banks and loan servicers with a team of onshore real estate professionals and a team of offshore analysts. Ms. Lang also worked as a vice president for Midland Loan Services, a subsidiary of PNC Financial Services, where she was responsible for credit administration for a portfolio of 14,000 commercial real estate loans and CMBS loan sales for the conduit program.

## Panelists continued



**Carson Leonard**, *Partner, Alston & Bird*

Carson Leonard, a partner in the Real Estate Finance & Investment Group, concentrates his practice in real estate finance and represents banks and institutional investors in the origination, servicing, sale and restructuring of all manner of commercial real estate debt. He has served as lender's lead counsel in several of the largest stand-alone real estate financings in recent years and routinely works with clients on portfolio, syndicated and securitization transactions across all asset classes. His expertise covers mezzanine financing and other subordinate debt structures, as well as preferred equity.



**Bill Macurda**, *Partner, Alston & Bird*

Bill Macurda is a partner in the Global Finance & Debt Products Group. His practice focuses on mortgage-backed asset-backed securitization and collateral and debt obligations. He represents major financial institutions in their roles as trustee, master servicer and lender. Recently, he has counseled clients with transactional, bankruptcy and litigation issues relating to the financial markets crisis and the resulting contraction of the global capital markets.

**Dan Marthinsen**, *Head of CMS Special Servicing, Wells Fargo*

Dan Marthinsen is the Head of the CMS Special Servicing team for Wells Fargo and is based out of Charlotte, NC. Wells Fargo Bank is named as Special Servicer on over \$30 Billion in fixed and floating rate CMBS and non-CMBS transactions and the team is actively managing over \$3.4 Billion in Special Servicing. Prior to his current position, he served as the Head of Structured Transactions Asset Management and Special Servicing for legacy Wachovia. Prior to this asset management experience he was in Wachovia's Structured Finance group originating, structuring and closing bridge, mezzanine and equity investments. His background includes more than 19 years of experience in commercial real estate for both CMBS and non-CMBS transactions including servicing, lending, investing and borrowing. His involvement in distressed commercial real estate loans began at the inception of the RTC and has continued with most recent experience with the debt workouts on Wells Fargo's highly structured debt transactions and its large loan securitizations.

## Panelists continued

**Brett Morgan**, *Director of Asset Management, Wells Fargo*

Brett Morgan is a Director of Asset Management with Wells Fargo Bank, N.A. in their Commercial Mortgage Servicing Group. Mr. Morgan oversees the risk management, surveillance, credit oversight and profitability of the numerous CMBS portfolios within the organization. Mr. Morgan is currently working with all levels of organization to finalize the integration the servicing platforms of the legacy Wachovia Bank Portfolio Management Group with that of Commercial Mortgage Servicing Group within Wells Fargo. Mr. Morgan is responsible for training and mentoring each of the Asset Managers/Credit Analysts within his group to evaluate risks within their assigned portfolios, and to work with all relevant stakeholders to minimize the risks to the Trust and to Wells Fargo while maintaining positive and profitable relationships with all stakeholders to the transactions. His background includes over 23 years of experience in the financial services industry with extensive background in all facets of CMBS Servicing, Asset Management, Master Servicing, Primary Servicing, Credit and Financial Analysis and Special Servicing.



**Shekar Narasimhan**, *Managing Partner, Beekman Advisors*

Shekar Narasimhan is the managing partner for Beekman Advisors and also serves as CEO of Beekman Helix India Partners (BHI), a real estate merchant bank focused on providing capital solutions to developers and promoters of real estate projects in India. Prior to Beekman Advisors, Shekar Narasimhan was a Managing Director of Prudential Mortgage Capital Company, one of the nation's leading providers of commercial mortgage financing. At Prudential, he headed Prudential Real Estate Fixed Income Investors (PREFII), the commercial mortgage funds management group and oversaw the Fannie Mae multifamily lending and the FHA lending business. Immediately prior to Shekar's time at Prudential, he was Chairman & CEO of the WMF Group, a publicly traded, commercial mortgage financial services company. WMF was one of the largest such firms in the country before being acquired by Prudential in 2000.

## Panelists continued

**Thomas Nealon III**, *Group General Counsel / Director of Training, LNR Partners, LLC.*

LNR Partners, LLC is the largest special servicer in the CMBS industry. In his role as General Counsel, Mr. Nealon is involved in the day-to-day management of all legal issues related to LNR Partners' special servicing activities. He is also actively engaged in and oversees all legal issues relating to workouts, creditor's rights litigation and bankruptcy matters, including the retention and supervision of all outside counsel. Mr. Nealon is an active participant in industry groups addressing significant CMBS issues. Prior to joining LNR in 1992, Mr. Nealon gained extensive legal, real estate and financial experience as an attorney with Cadwalader, Wickersham & Taft and the Irving Trust Company in New York.



**William Nolan**, *Senior Managing Director, FTI Consulting*

William Nolan is a senior managing director in FTI's Corporate Finance/ Restructuring practice. Mr. Nolan is also a senior member of FTI's Real Estate Solutions Group; a 200+ person practice delivering tailored financial, operational and capital solutions to real estate investors, lenders and special servicers. William has over 20 years of experience working with companies and their lenders in financial and operational restructurings and turnarounds. Mr. Nolan has participated in the restructuring of some of the nation's largest real estate and real estate structured finance concerns including; Criimi Mae; Oakwood Homes; Orleans Homebuilders; Extended Stay America; LNR Property Corporation; Credit-Based Asset Servicing and Securitization; Erickson Retirement Communities; a \$10 billion international investor in real estate and real estate related non-performing loans; and, over two dozen mortgage companies including one of the nation's largest mortgage originators and servicers.



**Michael Oliver**, *Business Development, U.S. Bank Corporate Trust Services*

Mike Oliver has spent nine years in various relationship and product management roles prior to joining U.S. Bank in late 2010 through the U.S. Bank acquisition of the trust securitization administration business of Bank of America. Until recently, Mike was the Commercial Real Estate (CRE) CDO Product Manager in the Chicago Corporate Trust Services office. Currently, Mike is in business development where he focuses on commercial real estate products, including commercial mortgage-backed securities (CMBS), CMBS Document Custody and Cash Collateral Management (CCM). He will also be responsible for business development for the CRE CDO product.

## Panelists continued



**Dan Olsen**, *Senior Vice President of Business Development and Client Relations, KeyBank Real Estate Capital Markets*

Dan Olsen is Senior Vice President of Business Development and Client Relations for KeyBank Real Estate Capital Markets' servicing division. He joined KeyBank when it acquired ORIX's (formerly Banc One) servicing platform in December 2005. He has been involved in commercial loan work-outs and servicing since joining Banc One's RTC servicing division in 1988. During his plus 20-year mortgage banking career, Dan has managed the Appraisal Department, Bulk Sales, Contracting Services, CMBS Servicing, Interim/Warehouse servicing, Loan Operations and Support, and Work-out/Recovery. He has spoke or been a panelist at: Southern Methodist University's Real Estate Forum, University of Texas Arlington's Real Estate Roundtable, The Appraisal Institute, CMSA's Annual Conference, J.P. Morgan's Securitized Products Research Conference, Credit-Suisse Annual Investor Conference, Deloitte's Distressed Assets and Debt Symposium, Prism Hotels & Resorts Conference, and Mortgage Bankers Association Conferences.



**Tim Pakenham**, *Partner, Alston & Bird*

Mr. Pakenham focuses his practice on the development and financing of commercial real estate with a particular emphasis in the lodging industry. He also has extensive experience in large, multi-party credit facilities and in various off balance sheet financing vehicles.



**Lisa Pauquette**, *Partner, Cadwalader*

Lisa Pauquette's practice involves the representation of banks, investment banks and other financial institutions in commercial mortgage loan securitization and a variety of mortgage banking and financing transactions. Lisa has diverse experience in securitization matters having represented major Wall Street investment banks and financial institutions in their roles as underwriters, placement agents, issuers, servicers, mortgage loan sellers, and trustees of public and private securitization transactions involving commercial and residential mortgage loans. In addition, Lisa represents clients in the purchase and sale of mortgage loans, mezzanine debt, and subordinate debt.

## Panelists continued

### **Stephanie M. Petosa**, *Managing Director, Fitch Ratings*

Stephanie Petosa is a managing director in Fitch Ratings' commercial mortgage group. She is responsible for the ratings of commercial loan servicers and the reviews of commercial loan originators. Stephanie has over 18 years experience in the CMBS industry. Prior to joining Fitch in 1998, Stephanie was an investor liaison at GE Capital where she managed the business relationship between GE Capital Commercial Loan Services and investors, rating agencies, issuers, and special servicers.

### **Brian Pittard**, *Senior Vice President, Trimont Real Estate Advisors*

Brian Pittard is the Director of Special Asset Management at TriMont Real Estate Advisors where he oversees management of all problem loans and real estate owned assets for CMBS pools as well as assets held on TriMont's clients' balance sheets. Additionally, he is responsible for TriMont's underwriting and real estate advisory practices. In addition to being rated as a Primary and Special Servicer, TriMont is rated as a Primary and Special Construction Loan Servicer. At TriMont, Mr. Pittard has built a platform equally expert in managing large complicated highly structured assets or small community bank residential construction loan portfolios. Under his direction, TriMont has resolved non-performing loans in excess of \$7 Billion and disposed of over \$2 Billion of REO. Prior to joining TriMont, in 1998, he was Asset Manager at Lennar Partners where he managed a portfolio on non-performing loans and REO acquired by Lennar and in CMBS pools.



### **Clark Rogers**, *Senior Vice President of Special Servicing & Asset Management, KeyBank Real Estate Capital*

Mr. Rogers has over 25 years of banking and commercial real estate lending and workout experience. Current responsibilities include management of CMBS Transactions and Special Servicing groups including CMBS, FDIC, Agency, Life/Pension, Preferred Equity and Mezzanine positions, CDO and Construction product lines; and a 60,000 unit syndicated Low Income Housing Tax Credit portfolio. He has been with KeyBank Real Estate Capital and its predecessor, National Realty Funding, since inception in 1997. He initially worked as a loan officer originating CMBS transactions nationwide, established a West Coast office, and transferred to the servicing platform in 2001. Mr. Rogers previously held positions in private banking, with CMBS originators and servicers, and the Federal Reserve Bank prior to joining National Realty Funding.

## Panelists continued

**Dan Rubock**, *Senior Vice President/Senior Counsel, Moody's Investors Service*

Dan Rubock is Senior Vice President and senior counsel with the Commercial Real Estate Finance Group at Moody's Investors Service, helping Moody's develop its policy for structural and legal issues in CMBS. Dan was appointed Chair of Moody's U.S. Structured Finance Legal Review Committee in 2010. He has authored over 30 special reports and rating methodologies at Moody's. Prior to joining Moody's in 1999, he practiced law for nearly 20 years with Cadwalader Wickersham & Taft, Dechert Price & Rhoads and White & Case, concentrating in commercial real estate law and real estate litigation.

**Tim Ryan**, *Managing Director & Head of Customer Relationship Management, Wells Fargo/ Commercial Mortgage Servicing*

Tim is responsible for business development, marketing, select clients, cash management services, defeasance, MSR pricing, lender and issuer relationships. The current CMBS, GSE and Private Investor portfolio for Wells Fargo is in excess of \$450 Billion and covers some 40,000 loans. Tim's background covers a span of 30 years of mortgage banking experience with an emphasis in commercial servicing, asset administration, business development, marketing and transaction negotiation. Prior to joining Wells Fargo/Wachovia in 1997, he was Vice President and Manager of Client Services for AMRESKO. Preceding his affiliation with AMRESKO, Tim was manager of the CMBS Servicing Department for Bank of America/Security Pacific National Bank.



**Katie Schwarting**, *Counsel, Bryan Cave LLP*

Katie Schwarting's practice focuses on securitization of commercial real estate assets, as well as general corporate finance matters. Prior to joining the firm, Ms. Schwarting was Senior Director of the Commercial Real Estate/Multifamily Finance Department of the Mortgage Bankers Association in Washington, D.C. Her key responsibilities included advancing issues, standards, regulations and legislation to support the commercial real estate industry MBA members in asset administration (including CMBS, portfolio lending and life company servicing) and loan origination (including lenders, rating agencies, consultants, insurance companies and attorneys). She also participated in extensive outreach programs and authored several white papers on topics ranging from the assumption process, mold property inspections to due diligence for force placed insurance.



## Panelists continued



**Cynthia Schwartz**, *Founder, InteCRE*

Cynthia Schwartz founded InteCRE, which is redefining the Operating Advisor role by not just aligning interests among deal participants but also maximizing transparency and optimizing the efficiency of Rule 17G-5 compliance. Prior to starting InteCRE, Cynthia's 11+ years in CMBS included her work as a Master/Special Servicing business development/deal integration manager for Wachovia (September, 2006 - May, 2008) and later Wells Fargo (June, 2010 - April, 2011). In the interim, Cynthia developed the Investor Relations team for Wachovia's Master/Special Servicing shop responsible for all inquiries from CMBS/CDO investors. During the deepest valley of the current financial crisis (June, 2008 - June, 2010), she experienced first-hand the frustrations of investors and developed a unique perspective on how best to meet their needs. Cynthia's other relevant experience includes CMBS credit analysis, bond structuring, pricing of servicing rights, loan originations and defeasance.

### **James Shevlin**, *Principal, American Capital*

James Shevlin joined American Capital in 2006 as Principal of the Commercial Mortgage Asset Management Group where he manages all aspects of the company's CMBS program including deal selection, due diligence, documentation, and structuring. Mr. Shevlin was previously employed as a Director with CWCapital Investments Inc., where he was responsible for secondary market trades. From 1996 to 2005, Mr. Shevlin had been Principal at Allied Capital Corporation, involved in the company's CMBS investment program, originated and purchased loans, and was responsible for the post-closing consents. Prior to joining Allied Capital, Mr. Shevlin served as an audit specialist

## Panelists continued

**Janice Smith**, *Managing Director, Bank of America*

Janice Smith is responsible for the rated Servicing and the Special Servicing groups located in Charlotte. Ms. Smith has 29 years of experience in commercial real estate, whole loan servicing, and CMBS servicing. Ms. Smith began her career in 1980 with a private mortgage banking firm closing commercial loans and heading the servicing operation. In 1994, Ms. Smith joined Chemical Bank in New York to develop a CMBS servicing platform for their newly formed conduit. After the merger of Chemical Bank and The Chase Manhattan Bank, Ms. Smith built a highly rated CMBS primary and master servicing group for the Chase conduit. The Chase Manhattan Bank was rated for special servicing on many of its large loan single asset securitizations. In 2001, Ms. Smith joined Banc of America Securities, LLC, and Bank of America, N.A. to oversee its servicing operations and develop that sector of the business. In Ms. Smith's tenure, the servicing group has been rated for Master and Special Servicing, and enjoys the highest rating from Standard & Poor's for primary and master servicing, and very high ratings from Fitch, having approximately \$134Bn in assets under management.

**Erin Stafford**, *Managing Director, DBRS, Inc.*

Erin Stafford is a Managing Director with DBRS, Inc. in the commercial mortgage-backed securities (CMBS) group responsible for DBRS CMBS ratings activity in the U.S., Canada and Europe. She Co-Heads the CMBS group with Mary Jane Potthoff. Prior to being appointed Co-Head, she managed CMBS surveillance for DBRS rated transactions and commercial mortgage servicer evaluations. Ms. Stafford has more than fourteen years of experience working at rating agencies in the CMBS industry. Prior to joining DBRS, Ms. Stafford was with Fitch Ratings in the CMBS group with a focus on monitoring ratings of existing CMBS transactions. She has served as a co-chair of the Post Securitization committee of the CRE Finance Council (formerly C MSA) and currently serves as Chair-Elect for the Servicer's Forum of the CRE Finance Council.

## Panelists continued



**Jan Sternin**, *Managing Director, The Situs Companies*

Jan Sternin has more than 25 years of experience in the financial services industry and is currently responsible for business development across the Situs platform. Ms. Sternin previously served as Senior Vice President of Commercial and Multifamily for the Mortgage Bankers Association and CEO of MISMO, the MBA's technology initiative for creating uniform data standards for the real estate finance community.

Prior to her tenure at the MBA, Ms. Sternin held the position of Senior Vice President at Midland Loan Services where she spent 15 years responsible for the oversight of marketing and sales activities for Midland's commercial loan servicing, asset management, and advisory services to institutional and private investors in the U.S. and abroad. Ms. Sternin has also worked with numerous governmental agencies including the Resolution Trust Corporation, Office of Thrift Supervision, Federal Savings and Loan Insurance Corporation, and the Federal Home Loan Bank System.

**Todd Stillerman**, *Assistant General Counsel, Bank of America Merrill Lynch*

Todd is an Assistant General Counsel for the Fixed Income group at Bank of America Merrill Lynch, which includes asset backed-securitization (including CMBS and RMBS), origination and servicing for securitized commercial real estate loans, asset-backed commercial paper conduits and other structured finance products. He is also a part in BofA ML's internal team for implementation of regulatory reforms under the Dodd-Frank Act.

Prior to joining BofA ML earlier this year, Todd spent 14 years in private practice, most recently as a structured finance partner at Dewey & LeBouef LLP, where he represented issuers and underwriters in asset-backed securitizations and lenders in commercial real estate finance transactions.



**Jeff Swart**, *Partner, Alston & Bird*

Jeffrey Swart concentrates his practice on complex commercial litigation. He has extensive experience in the litigation of business tort, contract, accounting malpractice, actuarial malpractice, federal regulatory enforcement and other commercial disputes. He has also represented both plaintiffs and defendants involved in catastrophic personal injury matters.

## Panelists continued



**Eric Thompson**, *Managing Director, Kroll Bond Rating Agency, Inc.*

Eric Thompson is responsible for CMBS at Kroll Bond Rating Agency, Inc. Previously, Eric was a Managing Director and Lead Analytical Manager for U.S. CMBS Surveillance at Standard & Poor's. Eric is an active member of the Commercial Real Estate Finance Council (CREFC) and has chaired several working groups and committees for the organization. Prior to working in Structured Finance Eric worked in the accounting field.

**Jenna Unell**, *Senior Managing Director and General Counsel, C-III Asset Management LLC*

Jenna Unell joined C-III's predecessor company in 2003. Ms. Unell has over 25 years of experience in commercial real estate law including loan origination, servicing, loan workouts, and investments. Her responsibilities at C-III include providing advice, policy guidance and transactional support in connection with investments, servicing and special servicing issues, surveillance issues and servicing contract compliance, including asset resolution, proper accounting of losses, recoveries and shortfalls, and split loan structure issues. Prior to joining C-III, she practiced law in the Real Estate section of Akin Gump Strauss Hauer & Feld, in Dallas, Texas.



**Steve Van**, *President and CEO, Prism Hotels*

Founded in 1983, Prism works for special servicers, lenders and owners to rapidly reposition and turn around under-performing hotels. Prism is the largest and most experienced manager of distressed hotels in the industry and since 2000 has managed over 250 hotels and served as receiver in over 100 assignments for institutional clients such as Berkadia, LNR Partners, CW Capital, CIII (Centerline), Midland Loan Services, Situs, TriMont, Helios, Textron, Wachovia, RBS, Bank Of America, Apollo Real Estate Advisors, AEW, Warburg Pincus, GE, Marathon and others. Prism has managed, repositioned or developed brands that include Hyatt, Omni, Marriott, Hilton, Sheraton, Embassy Suites, Holiday Inn and Radisson, as well as numerous independents. Steve was the first franchisee for Omni Hotels and for Doubletree Club Hotels and serves on the Doubletree Owners Advisory Board.

## Panelists continued



**Thomas Walker**, *Senior Counsel, McGuireWoods*

Mr. Walker's practice includes representing creditor and debtor clients in bankruptcy and pre-bankruptcy workout matters. Creditor representations include lending institutions, energy companies, real estate companies, and other secured and unsecured lenders. Debtor representations include a major health care company, a supermarket chain, and the largest auto hauling company in North America.

His practice also includes representing clients in general commercial litigation matters with a primary focus on lending litigation, collections and similar matters. He also represents lending institutions in loan workouts.

**Steven Wasser**, *Managing Director, Bank of America Merrill Lynch*

Steven Wasser, Managing Director with Bank of America Merrill Lynch's Real Estate Structured Finance, oversees the contract finance and closing group as well as the group's commercial mortgage loan defeasance business. He is responsible for implementing closing policies and procedures, developing program loan documentation, overseeing outside counsel and advising on securitization and secondary market issues. He supervises a team of professionals working closely with originators, underwriters, borrowers and outside legal counsel in structuring, documenting, negotiating, closing and securitizing fixed and floating rate commercial conduit and large loans. Prior to joining Bank of America Merrill Lynch in 2001, Mr. Wasser held similar positions with Deutsche Banc Mortgage Capital and The WMF Group in their commercial mortgage loan conduit programs between 1998 and 2001.



**Jason Watson**, *Partner, Alston & Bird*

Jason Watson is a partner in the Bankruptcy Group. His practice focuses on the representation of debtors and creditors in significant Chapter 11 cases as well as the assistance of domestic clients with foreign insolvency proceedings. In addition, he routinely assists clients in acquiring assets from bankruptcy estates and has represented several franchisors in bankruptcy cases throughout the country.

## Directions

The Charlotte Convention Center is located in uptown Charlotte at 501 S. College Street.

### From I-77 South:

- Take the I-277 loop (John Belk Freeway), Exit 9.
- Take College Street, Exit 1E.
- The Charlotte Convention Center will be on your right after you cross Stonewall Street.

### From I-77 North:

- Take the I-277 loop (John Belk Freeway), Exit 9B.
- Take College Street, Exit 1E.
- The Charlotte Convention Center will be on your right after you cross Stonewall Street.

### From I-85 South:

- Take Brookshire Freeway (Highway 16 South), Exit 36.
- Merge right onto the I-277 loop (John Belk Freeway).
- Take Stonewall Street, Exit 1E.
- Turn left on Stonewall Street and proceed 3 blocks.
- The Charlotte Convention Center will be on your right after you cross Brevard Street.

### From I-85 North:

- Take Little Rock Road, Exit 32.
- Turn right at the bottom of the ramp.
- Turn right at the first traffic light.
- Turn left at the 2nd traffic light onto Wilkinson Boulevard (Hwy 74 East).
- Follow Wilkinson Boulevard as it becomes the I-277 loop (John Belk Freeway).
- Take College Street, Exit 1E.
- The Charlotte Convention Center will be on your right after you cross Stonewall Street.

Please use the entrance on East Martin Luther King Jr. Blvd. Once you enter the Convention Center, go directly up the stairs, passing the Grand Ballroom on your left. Follow the hallway all the way to the end, through the food court and you will see the registration table. Download a map of the Convention Center.

Parking is available at various rates in parking lots and towers surrounding the Charlotte Convention Center.

### Directions to Reception

A reception will be held on the lawn of The Green immediately following the seminar from 5:30 – 7pm. The Green is located directly across from the Charlotte Convention Center. Exit the Convention Center using the South College Street exit and cross over South College Street.



ALSTON + BIRD<sup>LLP</sup>



2011 | SERVICING  
SYMPOSIUM

# Critical issues impacting the servicing industry

WHY ATTEND | AGENDA | PANELISTS | DIRECTIONS | ACCOMMODATIONS | CONTACT | FINANCIAL 411

## Accommodations

### Hotel Sierra

435 East Trade Street  
Phone: 704.373.9700

### Aloft Charlotte Uptown at the EpiCentre

210 East Trade Street  
Charlotte, North Carolina 28202  
Phone: 704.333.1999

### The Ritz-Carlton, Charlotte

201 East Trade Street  
Charlotte, NC 28202-2423  
Phone: 704.549.4177

### Omni Charlotte Hotel

132 East Trade Street  
Charlotte, NC 28202  
Phone: 704.377.0400

### The Westin Charlotte

601 S. College Street  
Charlotte, NC 28202  
Phone: 704.375.2600

## Contact

For general questions, please call 704.444.1107  
or [servicing@alston.com](mailto:servicing@alston.com)

For questions about the topics or panelists,  
please contact:

**Bob Sullivan**, Global Finance Group Leader  
704.444.1293  
[robert.sullivan@alston.com](mailto:robert.sullivan@alston.com)

### Registration:

The Servicing Symposium is complimentary to clients and guests of the firm. Space is limited. If you are interested in receiving an invitation, please contact [servicing@alston.com](mailto:servicing@alston.com).

## Financial 411 Series

Alston & Bird hosts a monthly client seminar designed to provide current, relevant information about legal issues. Born in Charlotte in August 2009, the series is now held in Charlotte, New York, Los Angeles and via web conference. Panels are composed of Alston & Bird attorneys from multiple offices, as well as industry experts.

**Leadership:** Bob Sullivan, *Global Finance Group Leader*

For more information or to be added to the mailing list, contact [411@alston.com](mailto:411@alston.com) or 704.444.1107

### Past 411 seminars:

- September 22**..... *ERISA update*
- June 9**..... *CMBS 2.0 (NYC office)*
- May 18**..... *CREFC Model Reps & Warranties*
- April 21** ..... *Securitization Tax Issues in Distressed Settings*
- March 16** ..... *Securitized 2011:  
An Update from the Trustee Perspective*
- February 17** ..... *CMBS 2.0: A Discussion of Loan Document Changes*
- January 20**..... *Foreclosure Documentation Crisis:  
Where Are We Now and Where Are We Headed?*

### Upcoming 411's:

- October 6**.....*Servicing Symposium (no Financial 411 seminar)*
- November 17**.....*Municipal Assets in Distress (MAD)*

### Finance Notes:

- [Three Rating Agency Wins](#)
- [New CREFC Mediation Proposal: A Response to SEC's Proposed Breach Enforcement Regulation](#)

### Registration:

The Servicing Symposium is complimentary to clients and guests of the firm. Space is limited. If you are interested in receiving an invitation, please contact [servicing@alston.com](mailto:servicing@alston.com).