

**Featured Speakers**



Senator Johnny Isakson  
Keynote Speaker



Angela Mago  
Head of KeyBank  
Real Estate Capital



Debby Jenkins  
Senior Vice President  
Underwriting & Credit  
Freddie Mac



Mike Winters  
Vice President  
Lender Relationships,  
Structured Transactions  
& Small Loans  
Fannie Mae



Tim McGinnis  
Managing Director  
& Co-Head of Commercial  
Mortgage Production  
New York Life



Brian Olasov  
Moderator

REIAC SE 3rd Quarter Event  
Wednesday, August 23, 2017, 5:00 pm  
InterContinental Buckhead Atlanta  
[Online Registration Open](#)

Once again, it's time for REIAC's 14th Annual Debt Conference!

Commercial real estate continues to find a liquid market for debt capital, although at lower proceeds than the heady days pre-2008. As the new administration is still finding its footing, and Brexit is an afterthought, the capital markets appear to be moving along unabated.

Will the debt market continue its steady march? Are there warning signs ahead, or even storm clouds gathering? Capital activity is down noticeably this year compared to the high water mark of 2016. So, how long does this cycle go on?

**Issues to discuss:**

- The current State of the Union of Debt Capital Markets;
- GSE Reform (or, are Freddie and Fannie making too much money to wind them down?);
- CMBS risk retention - how's that working out so far?
- Construction loans - what's a developer gotta do already?
- Chasing yield - what's a lender gotta do already?
- Affordable housing finance - and is it really even possible to address the national shortage?
- Is the market rally over if Republican tax reform goes nowhere?

On August 23rd, REIAC will assemble an outstanding panel of nationally renowned experts to opine on the likelihood, timing and impact of these and other meaningful issues. Our panelists will include senior leaders from KeyBank, Freddie Mac, Fannie Mae and New York Life. Our moderator will be long-time REIAC host, Brian Olasov. **And, we'll begin our program with a keynote address from U.S. Senator and member of the Senate Finance Committee, the Honorable Johnny Isakson.**

**Speakers include:**

- Senator Johnny Isakson:** Keynote Speaker
- Angela Mago:** Head of **KeyBank Real Estate Capital**
- Debby Jenkins:** Senior Vice President, Underwriting & Credit - **Freddie Mac**
- Mike Winters:** Vice President of Lender Relationships, Structured Transactions & Small Loans - **Fannie Mae**
- Tim McGinnis:** Managing Director & Co-Head of Commercial Mortgage Production - **New York Life**
- Brian Olasov:** Moderator

**As we have in past years, we are opening up attendance to the entire Atlanta commercial real estate community! And as a result, we look forward to a huge gathering at the**

InterContinental Hotel in Buckhead on August 23rd. [So make your reservation NOW - space is limited!](#)

We thank our generous sponsors for their support: Aprio; ATC Group Services LLC; CoStar Group; Crown Advisors; Dentons; First American Title Insurance Co.; Georgia Primary Bank; and KeyBank Real Estate Capital. See you there!

Best Regards,

**Jerry Monash, CCIM**

REIAC SE President

**Paul Berry**

Program Chairman

**Bill Leffler**

Program Organizer

**Dave Shillington**

Program Organizer

**Lissette Rivera-Pauley**

Program Organizer

## Registration Open

### Schedule

Wednesday, August 23, 2017  
4:30 PM to 5:00 PM  
Registration & Networking

5:00 PM SHARP  
Program Start Time  
(please be on time)

6:30 PM  
Reception

### Location

InterContinental Buckhead  
3315 Peachtree Road, NE  
Atlanta, GA 30326 [{map}](#)

### Fees

REIAC Members: Free  
Invited Guests: \$75.00

Questions: Alan Agadoni, 678-581-7551 [alan.agadoni@atcassociates.com](mailto:alan.agadoni@atcassociates.com)

## We Thank Our Generous Sponsors

Aprio • ATC Group Services LLC • CoStar Group • Crown Advisors  
Dentons US LLP • First American Title Insurance Co. • Georgia Primary Bank • KeyBank Real Estate Capital

The Premier National Trade Association for Commercial Real Estate Principals

Atlanta - Boston - Phoenix - Los Angeles

[www.reiac.org](http://www.reiac.org)