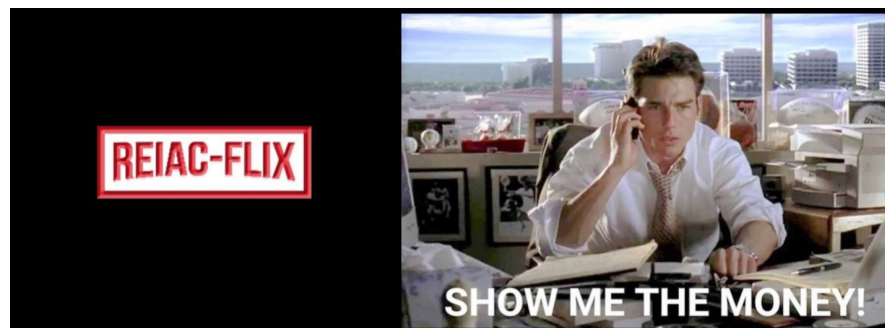


Show Me the Money! (a Netflix REIAC-FLIX limited series)



It all starts with debt, and yet the debt markets are in some form of gridlock:

- Banks on the sidelines,
- Debt funds' own lines of credit pulled,
- Life companies can't fill the void solo,
- Jay Powell unleashing his rate hikes.

Can anyone get anything done here (other than foreclosure lawyers)?

Talk about a timely presentation! Our industry-leading guest panelists will guide us out of this zombie apocalypse bottom-of-the-cycle with insights, strategies and prognostications. And that light at the end of the tunnel – new equilibrium or a freight train?

Brian Olasov will once again be our moderator, and his powerhouse panel will talk through the current situation, bracket the potential severity and duration and collectively explore likely steps on the way to a renewed lending environment having suitable quantities and pricing of debt capital at appropriate risk adjusted returns.

As we have in years past, we are opening up this special program to the entire commercial real estate community, not just REIAC members. This will be a terrific panel discussion so, register now!

Real Estate Investment Advisory Council

Presents

20th ANNUAL DEBT PROGRAM - "Show Me The Money!"

Join REIAC for an honest assessment as we explore the challenges facing us, with the expertise of:



**Tim Stoner | Affinius Capital (formerly USAA Real Estate)
Managing Director of Capital Markets**

Tim is responsible for all Affinius Capital's commercial real estate finance activities for the investment portfolio, and he is a member of the firm's Credit Investment Committee. His team's primary area of focus includes sourcing third party debt for the company's acquisition and development transactions. Additionally, he has the role of Chief Operating Officer of the company's credit program.

Affinius lends as both a debt fund and balance sheet lender, in addition to its activities in development and real estate equity investment. During his tenure, Tim has completed over \$45 billion in transaction volume.



**Greg Michaud | Voya Investment Management
Managing Director and Head of Real Estate**

Greg oversees a diverse real estate team that functions as a real estate business boutique within the larger Voya Investment Management group. Additionally, he serves on the executive leadership team for proprietary assets, the U.S. Credit Committee and chairs the CMBS Steering Committee. As well, he is Chairman Emeritus of the Commercial Real Estate Finance Council.

Under his leadership, Voya's real estate debt portfolio has grown to \$16 billion across all property types.



**Sadhvi Subramanian | US Bank
Market Manager, Commercial Real Estate East region**

Sadhvi oversees commercial real estate (CRE) activity in Boston, Washington DC, North Carolina, South Carolina, Georgia, Florida, Ohio, Kentucky and Tennessee. US Bank’s commercial real estate debt portfolio is \$56 billion (which includes \$12 billion of construction loans) in 2022, up more than 40% from the previous year.

Prior to joining U.S. Bank in 2021, she spent 20 years at Capital One in CRE market leadership roles. Earlier in her career, she was the Group Vice President for CRE at Chevy Chase Bank and the Vice President of Mergers and Acquisitions at Crown Capital Corporation.



**Chris Marinac | Janney Montgomery Scott
Director of Research**

Chris leads Janney’s equity research team which covers more than 120 banks, thrifts, and REITs. He is a nationally respected financial analyst covering the banking / financial services industry, and is an award-winning Director of Research with more than 30 years of financial services and research analysis experience.

Previously he was the Managing Director at SunTrust Robinson Humphrey and a Research Analyst at Wachovia.



Brian Olasov, Long-time friend and moderator of REIAC events, is an Adjunct Professor Real Estate Capital Markets, New York University Schack Institute.

Brian is quoted widely in the national press on issues involving the banking industry, mortgage-backed securities and the government’s response to the credit crisis. He has testified before the Congressional Oversight Panel to TARP, briefed the Senate Banking Committee staff on lending regulations and twice served as a Visiting Scholar to the OCC on real estate and capital markets issues.

We thank our generous sponsors for their ongoing support: **Dentons, LightBox EDR** and **Stewart Title - Commercial Services**.

EVENT REGISTRATION

SCHEDULE

Tuesday, September 12, 2023

4:30 PM - 5:00 PM

Registration & Networking

5:00 PM SHARP

Program Start Time

(please be on time)

6:30 PM

Reception

LOCATION

Buckhead Club

3434 Peachtree Road, NE

Atlanta, GA 30326 ([map](#))

FEES

REIAC Members: Free

Invited Guests: \$85.00

QUESTIONS?

[Alan Agadoni](#) | 770.329.7685

Best Regards,

Jerry Monash, CCIM
REIAC SE President

Bill Leffler
Program Chairman

Lissette Rivera-Pauley
Program Organizer

Jimmy Barkin
Program Organizer

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