



# MBA Wrap Up: The Prognosis for Lending in 2012

**Thursday, March 8, 2012**

**PricewaterhouseCoopers LLP**  
**125 High Street, 6th Floor, Boston, MA**  
**Registration 11:45 a.m.**

**Lunch and Program 12:00 p.m. - 1:30 p.m.**

More than 2,000 senior level commercial real estate finance professionals gathered in Atlanta in early February at the *MBA's 2012 Commercial Real Estate Finance/ Multifamily Housing Convention & Expo* to do business and learn the latest in industry trends and developments.

Join REFA for our annual MBA Wrap Up Luncheon featuring Anthony Cutone of Holliday Fenoglio Fowler, L.P. as the moderator of an exceptional panel that will give highlights of the MBA, along with thoughts on how the capital markets will perform for the balance of 2012. This year's panel brings together the differing perspective of an originator for a leading life company, a seasoned banker with a regional bank that has international ownership, a veteran CMBS originator and a veteran lender with a debt fund/preferred equity capital provider.

If you did not make it to this year's MBA, or just want additional insight in to how the capital markets will effect the commercial real estate industry in the year ahead, don't miss our Members Only Luncheon on March 8th.

## Moderator

**Anthony Cutone**, *Managing Director*, Holliday Fenoglio Fowler, L.P.

## Speakers

**George Brockman**, *Director - Commercial Real Estate*, Sovereign | Santander

**Michael Hofheinz**, *Director - Mortgage Originations*, Metropolitan Life Insurance Company

**Christopher LaBianca**, *President*, RCG Longview

**Christopher Tierney**, *CFA, Director*, RBS Global Banking & Markets

## REFA 2012 SPONSORS

A.W. Perry, Inc.	John Hancock Real Estate Finance
Bank of America Merrill Lynch	KS Partners LLC
Beacon Communities LLC	Marcus Partners
Bingham McCutchen LLP	McCarter & English LLP
Boston Financial Investment Management	McGladrey & Pullen LLP
Cabot Properties, Inc.	Mintz Levin/ML Strategies
Chestnut Hill Realty	National Development
Choate, Hall & Stewart	Nixon Peabody LLP
Citizens Bank of Massachusetts	Northern Bank & Trust Company
Colliers International	Nutter McClennen & Fish LLP
ColonyRealty Partners	PNC Bank, National Association
CWCapital LLC	PricewaterhouseCoopers LLP
The Davis Companies	Prudential Mortgage Capital Company
DiCicco, Gulman & Company LLP	Rackemann, Sawyer & Brewster
DLA Piper LLP (US)	Rierner & Braunstein LLP
Eastern Bank	Salem Five Bank
Edwards Wildman Palmer LLP	Schochet Associates/ Federal Management
Fantini & Gorga	Sheehan Phinney Bass & Green PA
First American Title Insurance Company	Sherin and Lodgen LLP
First Niagara Bank	TA Associates Realty
Goulston & Storrs	US Bank
HallKeen Management	Wells Fargo Bank
Holland & Knight LLP	Wilmer Cutler Pickering Hale and Dorr LLP
Holliday Fenoglio Fowler, L.P.	WinnCompanies
Intercontinental Real Estate Corporation	

## REGISTRATION

**REFA Member \$50** (No Substitutions Please)

\*Space is Limited\* Walk-ins please add \$5 \*No shows will be charged

**\*\*72 HOUR CANCELLATION POLICY\*\***

### MEMBER INFORMATION

Contact: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Email: \_\_\_\_\_

### METHOD OF PAYMENT— Prepayment is required

Check (payable to REFA)  Amex  Visa  Mastercard  Discover

Account #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ / \_\_\_\_\_

Name on Card: \_\_\_\_\_

**PLEASE EMAIL, MAIL OR FAX THIS FORM BY TUESDAY, MARCH 6TH.**

**Email:** [agaranin@gbreb.com](mailto:agaranin@gbreb.com) **Fax:** 617-588-0286

**Mailing Address:** REFA, One Center Plaza, Mezzanine Suite, Boston, MA 02108

**Register on-line:** <http://ims.gbreb.com>

**Questions?** Please call Amy Garanin at 617-399-7856

