



RE&FA Winter Conference Recap

 Wednesday, March 18, 2026

 12:00 - 1:15 P.M.

 9OFS; One Federal Street



Upcoming Events:

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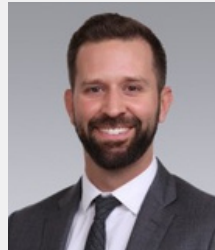
THE PANELISTS



MODERATOR

Jennifer Keller

SVP, Debt Capital Markets
GID



SPEAKER

Jeff Black

SVP, Debt & Structured Finance
CBRE



SPEAKER

Michelle Liu

Executive Director
PGIM Real Estate



SPEAKER

James Whelan

Managing Director, Originations
Bank OZK



MODERATOR

Jennifer Keller, SVP, Debt Capital Markets, GID

Jennifer Keller is a Senior Vice President and Head of Debt Capital Markets for GID, a vertically-integrated real estate developer, investor and operator with over \$30 B in AUM (as of Q3 2025). She is responsible for building capital relationships and overseeing the firm's financing strategies and activities across GID's various multifamily, commercial and credit portfolios. Before joining GID in 2021, Jennifer worked at JLL (formerly HFF) as a Managing Director. Throughout the course of her 18 years of experience in the origination and execution of financing and equity, she has been involved in more than \$20 billion of commercial real estate transactions. Prior to JLL, Jennifer worked as an analyst for Cushman & Wakefield in Toronto and graduated from McMaster University with a Bachelor of Commerce.



SPEAKER

Jeff Black, SVP, Debt & Structured Finance, CBRE

Mr. Black serves as a Senior Vice President within CBRE's Debt & Structured Finance platform, where he co-leads the Boston DSF team and advises institutional, private equity, and developer clients nationwide. He brings nearly 20 years of capital markets experience with deep expertise in originating, structuring, and negotiating senior construction loans, stretch-whole-loans, mezzanine and preferred equity, and programmatic joint-venture capital solutions across all major property types.

Throughout his career, Mr. Black has originated billions in commercial real estate financings. By leveraging deep relationships with domestic and international capital providers—including debt funds, mortgage REITs, banks, money managers, insurance companies, sovereign wealth funds, pension funds, and hedge funds—Jeff and his team consistently deliver tailored capital solutions across all market cycles.

Mr. Black joined CBRE in 2024 after a 19-year career at Colliers, where he built and led one of the firm's top U.S. debt and equity advisory practices and served as a founding member of the U.S. Capital Markets Board of Advisors. During his tenure, he was recognized as the #1 Debt & Equity Producer in the United States for five consecutive years (2018–2023) and was a perennial member of the Everest Club, awarded to the top 10% of producers across the Americas.



SPEAKER

Michelle Liu, *Executive Director*, PGIM Real Estate

Michelle Liu is an Executive Director at PGIM Real Estate based in New York, where she is responsible for originating a broad range of commercial mortgage financing transactions covering the Northeast region. She focuses on debt origination across multiple property types including multifamily, industrial, retail, self-storage, and other commercial real estate assets.

Michelle has led numerous financing transactions, demonstrating expertise in both fixed-rate and floating-rate loan structures. Prior to joining PGIM Real Estate, Michelle was a Managing Director at CBRE Investment Management and previously a senior originator at CIT Real Estate Finance. She has a BS in Economics and a BA in International Studies from the University of Pennsylvania.



SPEAKER

James Whelan, *Managing Director, Originations*, Bank OZK

James is a Managing Director on Bank OZK's Real Estate Specialties Group focused on Northeast Originations. James previously served as a Managing Director at JP Morgan with prior roles at Bank of America and Anglo Irish Bank. He proudly serves as a national board member of the Real Estate Lenders Association and has previously held the role of president for its New York City chapter. James is a graduate of College of the Holy Cross.

THANK YOU FOR ATTENDING



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Deke Schultze
Samantha Shalom, Waterstone
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Mike Surprenant, Goedecke & Co.
Kevin Teller, Cambridge Savings Bank
Christopher Tosti, Cricket Properties LLC
Joni Traficante, The Cooperative Bank
Of Cape Cod
Matt Webb, US Bank
James Whelan, Bank OZK
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