

Presented by **ULI LA Young Leaders Group, Education Committee**

DEBT: WHERE TO FIND IT IN 2010

Thursday, January 21, 2010

6:00 p.m. – 9:00 p.m.

**5900 Wilshire Blvd (Lobby)
Los Angeles, California**

\$5 covered parking available at 5900
Wilshire Blvd

Member Registration:

\$30 – Private

\$20 – YLG (under 35)

\$10 – Student/Public Sector

Non-Member Registration:

\$50 – Private

\$40 – YLG (under 35)

\$20 – Student/Public Sector

Registration Website:

<http://www.uli-la.org/node/396>

For more information about the ULI LA Young Leaders Group, please go to <http://www.uli-la.org/young-leaders>

Have you seen a deal fall through because debt was unavailable? You are not alone. Real estate professionals across all facets are facing the same deal killer: debt. Most buyers want to see positive leverage day one and because the amount of debt affects the equity required, there has been a persistent buy/sell gap.

A panel of distinguished real estate lenders will dissect several relevant real-world scenarios and map the spectrum of current lending options available for distressed, development, value-add, and stabilized deals. This event will be held at the iconic and award winning 5900 Wilshire Blvd (across from LACMA) by Los Angeles based developer, **The Ratkovich Company**.

Moderator:

- **John Crump**, Associate Director, Holiday Fenoglio Fowler, L.P.

Panelists:

- **William Harvey**, Senior Vice President, Wells Fargo Bank
- **Jaime Zadra**, Principal, Prudential Mortgage Capital Company
- **Steve Fried**, Vice President, Mesa West Capital
- **Rudy Kramer**, Senior Vice President & Market Manager, US Bank Commercial Real Estate Group

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