

ACCOUNTING AND FINANCIAL MANAGEMENT CONFERENCE

NOVEMBER 15-17 | HYATT REGENCY NEW ORLEANS



Accounting and Financial Management Conference

Wednesday, November 15, 2023

10:30 AM - 5:30 PM

Registration

Location: Celestin Foyer

11:00 AM - 12:30 PM

Financial Management Committee Meeting (Open to MBA members; Closed to media)

Location: Celestin H

Please join the Financial Management Committee for our annual in-person meeting. Come hear hot topics and share insights and ongoing concerns. Discussion is open and provides a great networking opportunity. All MBA members are welcome to attend the meeting.

1:00 PM - 5:30 PM

Exhibit Area Open

Location: Celestin E

1:00 PM - 2:00 PM

OPENING GENERAL SESSION: CRE Market Outlook

Location: Celestin A

Commercial real estate (CRE) finance markets are working through higher and volatile interest rates, uncertainty about property values and questions about some property type's fundamentals. MBA provides its outlook for the CRE and finance markets – including fundamentals, sales and values, mortgage originations, loan performance and more. Learn about the latest trends and conditions affecting commercial real estate finance firms and where we are likely to go from here.

Speaker

Jamie R. Woodwell, *Vice President, Head of Commercial Real Estate Research, Mortgage Bankers Association*

1:00 PM - 2:00 PM

OPENING GENERAL SESSION: Single-Family Market Outlook

Location: Celestin D

What does MBA's latest economic and mortgage forecast say about

where the industry is headed in 2024 and beyond? In this highly anticipated session hear MBA's originations volume and rate estimates for the next two years, combined with the economic and housing factors that come into play in determining this outlook. Marina Walsh, CMB, MBA's Vice President of Research and Economics will discuss the state of mortgage servicing and an overview on mortgage company profitability and performance.

Speakers

Fran Mordi, AMP, Vice President, Financial Management, Tax and Accounting Policy, Mortgage Bankers Association

Marina Walsh, CMB, Vice President, Industry Analysis, Mortgage Bankers Association

2:00 PM - 2:15 PM

Refreshment Break in the Exhibit Area

Location: Celestin E

2:15 PM - 3:15 PM

CREF TRACK: MSR Valuation

Location: Celestin A

Mortgage servicing rights (MSRs) are a central component of the value of many commercial/multifamily mortgages and are dependent on a range of economic and market factors that have been relatively fluid. Learn how commercial real estate finance firms approach the valuation of their MSRs. Identify the key drivers of commercial/multifamily valuation and what is impacting their fluctuation.

Speaker

Daniel P. Thomas, Managing Director, Client Solutions Group, MIAC Analytics

2:15 PM - 3:15 PM

SINGLE-FAMILY TRACK: CFO Perspectives

Location: Celestin D

Here's your opportunity. Get insight from senior professionals about the specific accounting, tax, or finance issue that's been on your mind. Bring your questions for this respected panel of industry chief financial officers.

Speakers

Efe Aghimien, CMB, AMP, CPA, CFO, SWBC Mortgage

David Firestone, EVP, Chief Financial Officer/Treasurer, Freedom Mortgage Corporation

Fran Mordi, AMP, Vice President, Financial Management, Tax and Accounting Policy, Mortgage Bankers Association

Michelle Richardson, CMB, AMP, Senior Vice President & Chief Financial Officer, Plaza Home Mortgage, Inc.

Robert L. Truitt, III, Chief Financial Officer, Stockton Mortgage

Corporation

3:30 PM - 4:30 PM

GENERAL SESSION: Financial Impact of Regulatory Changes to Capital and Liquidity Requirements for Banks and IMBs

Location: Celestin D

This session delves into the proposed changes to the capital rules for banks, as well as the upcoming implementation of the servicer capital and liquidity rules for IMBs. Attendees gain a better understanding of the impact of the proposed capital rules on the mortgage ecosystem from the point of view of warehouse lending, correspondent lending, MSR advance and financing lines, and the MSR market. Gain expert insight into how some entities have modeled the capital and liquidity requirements, incorporated them into their decision-making processes, and developed the necessary capabilities to meet the liquidity planning and stress testing requirements of the rules.

Speakers

Gregory A. Keith, *Senior Vice President and Chief Risk Officer, Ginnie Mae*
Pete Mills, *SVP, Residential Policy and Strategic Industry Engagement, Mortgage Bankers Association*

Seth D. Sprague, *CMB, Director, Consulting Services, Richey May*
Morgan Wise, *RCMS, Chief Financial Officer, Atlantic Bay Mortgage Group, LLC*

4:30 PM - 5:30 PM

Opening Reception in the Exhibit Area: Laissez Le Bons Temps Rouler

Location: Celestin E

Thursday, November 16, 2023

7:30 AM - 5:30 PM

Registration

Location: Celestin Foyer

8:00 AM - 8:30 AM

Continental Breakfast

Location: Celestin E

8:00 AM - 4:00 PM

Exhibit Area Open

Location: Celestin E

8:30 AM - 9:30 AM

GENERAL SESSION: FASB Update

Location: Celestin D

The Financial Accounting Standards Board (FASB) has been active. In this popular session, hear directly from FASB leader Alex Casas about the latest FASB pronouncements, current work projects and other issues of interest.

Speakers

Alex Casas, *CPA, Assistant Dir., Research and Technical Activities, Financial Accounting Standards Board (FASB)*

Fran Mordi, *AMP, Vice President, Financial Management, Tax and*

Accounting Policy, Mortgage Bankers Association
Robert L. Truitt, III, *Chief Financial Officer, Stockton Mortgage Corporation*

9:45 AM - 10:45 AM

CREF TRACK: Ask the Auditors

Location: Celestin A

Hear straight from industry leaders on top issues such as CECL, loan loss reserves, MSR's and more. As the industry prepares to close out 2023 and head into 2024, learn more about the latest accounting and finance issues and how auditors are applying them to the commercial/real estate finance sector.

Speakers

Adam Bareham, *Managing Director, Ernst & Young*

Daniel Lee, *Senior Manager, Assurance Services, Moss Adams, LLP*

Steve Robertson, *Partner, PwC*

9:45 AM - 10:45 AM

SINGLE-FAMILY TRACK: Ask the Auditors

Location: Celestin D

On the heels of the annual FASB Update Session, join our panel of assurance practitioners for a discussion on relevant topics that will impact your upcoming year-end audits. Have your questions answered on current and upcoming accounting standards, audit issues and challenges. Topics include valuation of IRLC and mortgage servicing rights, as well as loans held for sale under the fair value option; best practices on how to avoid unexpected year-end journal entries; smoother audit process and outcome; consolidating financial statements; impairment of goodwill/intangibles; deferred tax asset valuation; CECL impact on disclosure and measurement of financial instruments; accounting for leases under ASC 842; and more.

Speakers

Kristin E. Golab, CPA, *Assurance Principal, Plante & Moran, PLLC*

Chris Hughes, CPA, *Senior Manager, Moss Adams, LLP*

Keith McCalla, *Senior Manager, Ernst & Young LLP*

Scott Sauer, *Partner, Deloitte*

10:45 AM - 11:00 AM

Refreshment Break in the Exhibit Area

Location: Celestin E

11:00 AM - 12:00 PM

CREF TRACK: Secondary Market Update

Location: Celestin A

The only thing for certain in today's market seems to be uncertainty. This session highlights the current state of the secondary markets for commercial mortgages and how investors and issuers are approaching

changing market conditions. Hear about the latest products and what is driving demand and supply of commercial and multifamily mortgage-backed securities.

Speakers

Michael Case, *Vice President, MF Capital Markets, Loan Pricing, Freddie Mac Multifamily*

Alonzo White, III, *Principal, MF Capital Markets & Pricing, Fannie Mae*

Jamie R. Woodwell, *Vice President, Head of Commercial Real Estate Research, Mortgage Bankers Association*

11:00 AM - 12:00 PM

SINGLE-FAMILY TRACK: Mortgage Accounting 201

Location: Celestin C

This session provides advanced learning on important topics, including Loan Sales and Securitizations and Accounting for Financing Options for MSR Assets, including excess servicing; Excess Servicing versus IO strip ; Loans Sales/Hedging - Day Two Accounting for loans held for sale after transfer to portfolio; TBA Accounting (Best efforts vs. Mandatory); Waivers for loan covenant violations/impact on disclosures; Goodwill Impairment; Disclosures for ERC or PPP audits; and Agency Liquidity Requirements.

Speakers

Emily Anderson, CPA, *Senior Manager, Plante & Moran, PLLC*

Henry S. Chavez, CPA, *Principal, Spiegel Accountancy Corp.*

Paul Chiarelli, CPA, *Partner, Acquavella, Chiarelli, Shuster, LLP.*

Tullus Miller, CPA, *Partner In-Charge, Financial Services, Cathedral Accountancy*

11:00 AM - 12:00 PM

SINGLE-FAMILY TRACK: Optimizing Net Gain in Today's Tough Market

Location: Celestin D

Join panelists for an overview of the current state of the secondary market and investor demand and hear about ways to improve gain on sales, from moving from best efforts to mandatory deliveries to product offerings to creating an overall effective daily pricing strategy.

Speakers

Cameron N. Beane, *Capital Markets Director, Milliman, Inc.*

Seth D. Sprague, CMB, *Director, Consulting Services, Richey May*

Paul Yarbrough, Sr. *Director of Client Success Group, Mortgage Capital Trading, Inc.*

11:45 AM - 1:00 PM

Networking Lunch

Location: Pool Deck, 5th floor

1:00 PM - 2:00 PM

CRE TRACK: CRE Mortgage Banking Operational Benchmarking

Location: Celestin A

No two CRE finance firms are alike. Benchmarking can be a useful tool for understanding how your firm is performing – and areas where you might be ahead of or behind the competition. This session uses MBA's inaugural CREF Mortgage Banking Operational Benchmarking effort as a framework for a discussion about how different firms approach the CRE finance business.

Speakers

Damon Rankin, *Senior Vice President, Berkadia*

Jamie R. Woodwell, *Vice President, Head of Commercial Real Estate Research, Mortgage Bankers Association*

1:00 PM - 2:00 PM

SINGLE-FAMILY TRACK: MSR Market Trends and Servicing Economics

Location: Celestin C

Hear the latest on MSR salability, portfolio performance and servicer performance. Discuss the assumptions and considerations for MSR valuation, including delinquency, forbearance, prepayments and other economic factors. Conclude with thoughts on MSR financing alternatives and the appetite for holding MSRs going forward.

Speakers

Kathryn M. Ferriman, AMP, *Vice President, Analytics, SitusAMC*

Matt Streadbeck, CPA, *Partner - Banking & Capital Markets, Ernst & Young LLP*

Marina Walsh, CMB, *Vice President, Industry Analysis, Mortgage Bankers Association*

1:00 PM - 2:00 PM

SINGLE-FAMILY TRACK: When Every Penny Counts - Managing and Prioritizing Your Spend to Stay Profitable

Location: Celestin D

A panel of Industry veterans provide specific ways to manage costs and stay compliant in the current environment. Learn to evaluate LO spend, compliance costs, other payroll expense, and other relevant cost areas so you can best support your company's priorities.

Speakers

Mari Denton, *Vice President, Incentive and Analytic Solutions, nCino*

Dustin Pfluger, CPA, *Partner, Mortgage Banking, CWDL*

Paul Van Siclen, *Senior Vice President, Client Strategies, Teraverde Financial*

Joshua Weinberg, CMCP, *President, Firstline Compliance, LLC*

2:00 PM - 2:15 PM

Refreshment Break in the Exhibit Area

2:15 PM - 3:15 PM

CREF TRACK: Emerging Trends and Issues for Finance and Accounting Leaders

Location: Celestin A

Join a panel of financial lead from CRE mortgage banking firms to discuss the key issues facing industry leaders in today's markets. Liquidity, account management after SVB, investor questions, market cyclicality, technology, staffing, information security, finance and accounting's role within the organization – nothing is off the table.

Speakers

Issa Bannourah, CFA, *Senior Vice President & Treasurer, Walker & Dunlop, LLC*

Keith A. Kehlbeck, CCMS, *Executive Director, Investment Operations, PGIM Real Estate*

Shawn Power, *Chief Financial Officer, Northmarq*

2:15 PM - 3:15 PM

SINGLE-FAMILY TRACK: Best Practices of Financial Planning and Analysis

Location: Celestin D

In the mortgage business, static periodic budgeting and forecasting simply doesn't pass muster. Hear from the consultants and practitioners on best practices for taking timely data and analyses to support strategic decision making. Discussions will focus on types of reporting, forecasting and scenario planning.

Speakers

Augie Del Rio, *Chief Executive Officer, Gallus Insights*

David A. Fratangelo, *Director, Financial Planning & Analysis, Planet Home Lending*

Joe Ludlow, *Vice President of Sales, Advantage Systems, Inc.*

Michael Murgado, Sr. *VP of Finance, Lennar Mortgage*

2:15 PM - 3:15 PM

SINGLE-FAMILY TRACK: Tax Planning and Strategies - Including Remote Worker Considerations

Location: Celestin C

It's been a bit rough the last couple of years for the mortgage industry, so taxes may be the last thing on your mind. Come hear from our expert panel what mortgage bankers are (or should be) thinking about when it comes to taxes, including Compensation Strategies, Net Operating Loss Utilization, Year-End Tax Planning Strategies, and important mortgage tax updates. Our experts also share insights on key tax and non-tax implications to be considered regarding remote employees; Potential varying state and local business tax obligations, and possible exposures to costs and regulatory requirements that may drive the decision of where to hire workers.

Speakers

Santo Chiarelli, CPA, Partner, Acquavella, Chiarelli, Shuster, LLP.

Jared Frost, AMP, Tax Partner, Mortgage Banking & Tax Practice Leader, Richey May

Brad Marckx, Partner, CohnReznick

Lucy Turek, CPA, Senior Tax Manager, CWDL

3:15 PM - 3:30 PM

Refreshment Break in the Exhibit Area

Location: Celestin E

3:30 PM - 4:30 PM

GENERAL SESSION: The Now and the Future of Artificial Intelligence and Implications for Finance Professionals

Location: Celestin D

Discuss the possibilities and the risks of advancing technology – particularly ChatGPT and other artificial intelligence – and what it could mean for finance professionals. Also, discuss what regulatory safeguards may be contemplated to handle the risks associated with AI proliferation.

Speakers

Ken Perry, President & Chief Executive Officer, Knowledge Coop

Timothy Persons, Principal Digital Assurance and Transparency of US Trust Solutions, PwC

4:30 PM - 6:00 PM

mPower Event: The Attack of the Imposter Monster

Location: Celestin C

Do you know who your imposter monster is, and are you equipped with the tools to defeat it? Did you know that Imposter Syndrome affects everyone but can have a more lasting effect on women? In this impactful and interactive session, Leora Ruzin will break down the different characteristics of Imposter Syndrome and how it manifests itself in your life. Hear tips on how to reframe your thought process so you can vanquish the imposter monster that is living rent-free in your head. You will walk away with actionable tips on how to be more confident, powerful, and successful. You don't want to miss it! Sponsored by: Richey May

Speakers

Rosie Marlier, CPA, AMP, Senior Audit Manager, Richey May

Leora Ruzin, CMB, AMP, Founder, Ruzin Creative, LLC

Friday, November 17, 2023

8:00 AM - 8:30 AM

Continental Breakfast

Location: Celestin E

8:00 AM - 9:45 AM

Exhibit Area Open

Location: Celestin E

8:00 AM - 10:30 AM

Registration

Location: Celestin Foyer

8:30 AM - 9:30 AM

CREF TRACK: Hear from Peers

Location: Celestin A

What a year! Don't miss this year's commercial/multifamily roundtable discussion and your chance to ask peers about how they are addressing common challenges and opportunities faced by finance professionals. ESG, CECL, Mortgage Servicing Rights, and Cybersecurity will all be covered. Learn about key accounting and financial management issues affecting commercial/multifamily real estate finance firms and how peers are approaching them.

Speaker

Jamie R. Woodwell, *Vice President, Head of Commercial Real Estate Research, Mortgage Bankers Association*

8:30 AM - 9:30 AM

SINGLE-FAMILY TRACK: AFM Experts on Call - Closing Q&A Super Session

Location: Celestin D

As we wrap up another Accounting and Financial Management (AFM) conference, join us Friday morning as we shake off the Thursday night revelry for a candid and lively discussion on issues that matter to you. This is your opportunity to ask a panel of industry (and AFM) veterans tough questions on various topics discussed in sessions, and throughout the conference, during the breaks, on the exhibit floor, as well as what you are seeing in your company.

Speakers

Kevin J. Conte, CPA, *Partner, Plante & Moran, PLLC*

Pam Cooper, CMB, CPA, *Chief Financial Officer, CBC Mortgage Agency*

Stuart Machisak, *Vice President, Controller, Mr. Cooper*

Tullus Miller, CPA, *Partner In-Charge, Financial Services, Cathedral Accountancy LLP*

Chad Murphy, *Assurance Partner, Richey May*

9:30 AM - 9:45 AM

Refreshment Break in the Exhibit Area

Location: Celestin E

9:45 AM - 10:45 AM

BREAKOUT SESSION: Career Development and Resume Revamp for Finance Professionals

Location: Celestin A

This session features a lineup of speakers with perspectives on the

current job market within financial services as well as experts in career coaching. Come and learn about practical tools for navigating the job hiring process, the types of skills and background companies are looking for, and some challenges employers face in recruiting and retaining good employees.

Speakers

Pam Cooper, CMB, CPA, *Chief Financial Officer, CBC Mortgage Agency*

Mo Oursler, CMB, *EVP, Mortgage Career Exchange, Superus Careers*

Jeff Wise, *Partner, National Banking and Financial Services Practice, SolomonEdwards*