MBA's COMMERCIAL/ MULTIFAMILY **EMERGING TECH** ROUNDTABLE

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Keith Van Arsdale is President and CEO of BMC Capital. Since 1997, Keith has been involved in and overseen over \$10 billion in commercial mortgage originations. Keith is considered a pioneer and expert in the small balance loan sector for debt originations from \$1M-\$10M. Commencing in 2000, Keith

oversaw BMC's expansion of the firm with the opening of multiple offices throughout the US. He has also developed many of the strategic capital relationships for the firm. Keith has been an active speaker and panelist at many trade industry events including the Crittenden Conference, Multi Housing Council and Self-Storage Association. He is also frequently cited by recognized industry publications such as Boxwood Means/Small Balance, Crittenden, Commercial Mortgage Alert and Scotsman Guide. Prior to BMC, Keith was a top sales executive in Sales/Marketing at two Fortune 500 firms. Keith is a graduate of Texas Christian University with a BBA in Marketing.



Dan Baker is an Executive Vice President for KeyBank Real Estate Capital and leads Key's real estate capital markets team. His team is responsible for the origination, underwriting and distribution of permanent mortgage financing on behalf of KeyBank's clients through Freddie Mac, Fannie Mae, CMBS, FHA

and Investor Placement.

Dan has nearly 25 years of real estate capital markets experience. Previously, he served as the CMBS Program Manager with responsibility for the implementation and execution of the commercial mortgage group's commercial mortgage backed securities (CMBS) strategy including loan screening, structuring, pricing and securitization. Prior to rejoining Key in 2009, (Dan was with Key from 19972004) Dan ran the Chicago office for Barclays Capital where his team originated CMBS and balance sheet loans throughout the Midwest.

Dan earned his BS degree in Business Administration from the University of Missouri and an MBA from Rockhurst University. He is an active member of the Mortgage Bankers Association, the Urban Land Institute, ICSC, NMHC, and CREFC. Dan also serves on the board of Boys Hope Girls Hope of Chicago.



Jack Cohen is CEO of Dark Knight Ventures. Experienced as an owner operator for more than 39 years, intellectual and/or economic capital is applied to accelerate success and promote growth in performance. As a mentor, coach, consultant, adviser, investor we can help you: develop talent,

create, and manage high performance teams, grow revenue, with issues of sales origination, capital formation, corporate recapitalization, scaling and organization and strategy. Jack Cohen also serves as President and Chief Innovation Office of Stronghill Capital.



Meghan Czechowski is the Valuation Lead for Apprise by Walker & Dunlop and Managing Director of the Midwest Region. Meghan joins Apprise with over 15 years of experience which includes all asset classes throughout the Midwest and Mid-Atlantic. She specializes in multifamily product in the Midwest and

has been engaged primarily by institutional lenders and investors, life companies, federally regulated banks, GSEs, and private equity lenders. She also has extensive experience in valuations for annual reporting purposes.

Prior to joining Apprise, Meghan served as Managing Director of Valuation and Advisory as well as the National Multifamily Practice Group Lead at Cushman & Wakefield. Meghan started her career in March of 2004 as a Research Specialist covering the Chicago office market at Cushman & Wakefield. In October 2005, Meghan relocated to Washington, D.C. and joined the Valuation & Advisory Career Development Program, and assisted with appraisal and consulting assignments in Virginia, West Virginia, Maryland, Washington, D.C. and North Carolina.

In March 2008, Meghan became a Senior Financial Analyst for Cushman & Wakefield Sonnenblick Goldman as a member of the Washington, D.C. Investment Sales Team and assisted in the valuation and disposition of office, retail, and industrial properties totaling more than \$3.0 billion. In February 2011, Meghan relocated to the Chicago market and became an appraiser for the Chicago Valuation & Advisory group, focusing on multifamily.

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Brvan Dovle serves as the Director of Operations for CBRE's Capital Markets division. In his role, Bryan oversees strategic partnerships and technology initiatives for the debt and structured finance business line and leads its digital marketing and inside sales teams. Before joining CBRE, Bryan worked in

acquisitions for a national student housing operator and as an investment sales broker at Marcus and Millichap. In 2013, Bryan joined the technology industry, where he held positions in product management and business development. Most recently, he oversaw a line of software products for the banking and insurance industry. Bryan returned to commercial real estate in 2016, taking his current position with CBRE.



**Eric Flohr** is the Senior Vice President - Transformation at Berkadia where he oversees the company's digital transformation including defining strategy and managing implementation. Eric's role involves collaborating across all facets of Berkadia as well external customers and lenders to vet

opportunities, build solutions, drive adoption, and measure the impact of initiatives. He is an active participant in industry forums and working groups. He is also a soughtafter speaker and author on digital transformation in commercial real estate. He drove the creation of Berkadia's BeEngaged Program which works with selected, highly promising start-ups which transforms commercial real estate by providing mentorship and guidance at the start-up level. Eric also leads in Berkadia's technology related M&A efforts. Prior to joining Berkadia, Eric worked at Deloitte Consulting and for a private investment firm in emerging markets. Eric has an MBA with Honors from the Haas School of Business at the University of California Berkeley and a bachelor's degree in Finance from Penn State University.



Brian Hanson joined CWCapital in February 2006. His responsibilities are focused on maximizing strategic relationships with clients and business partners of the firm and its affiliates RealINSIGHT and RealINSIGHT Marketplace as well as industry constituents. From 1996 to 2003, before

joining CWCapital, Mr. Hanson managed the primary and special servicing and asset management functions for CRIIMI MAE's \$19 billion commercial mortgage portfolio. Prior to CRIIMI, Mr. Hanson served as Chief Operating Officer and

Portfolio Director for JCF Partners in Lanham. MD. overseeing their \$1 billion real estate portfolio. Prior to joining JCF in 1991, Mr. Hanson was Vice President of secondary marketing and syndications for a financial institution and its wholly-owned mortgage banking subsidiary. Mr. Hanson has lectured at various universities, including Harvard, Columbia, NYU, Wharton, Maryland and Johns Hopkins, and has had speaking engagements for the Mortgage Bankers Association, Commercial Real Estate Finance Council (CREFC), Fitch Ratings, Standard & Poor's, the Appraisal Institute and various other trade associations. Mr. Hanson holds a B.A. in mathematics from Washington and Lee University.



David Harrison's career in commercial real estate began in the late 90's at the Archon Group, where he worked as an Analyst in both the Irving, Texas and Washington, DC offices. Following his time at Archon, Harrison put in a brief stint as a consultant for Real Insight, after which he took a full-time position in the

Chicago office Fitch Ratings. While at Fitch. David's initial focus was the analysis of new issue CMBS securitizations. He also assisted with the creation of credit policy and rating methodologies for a variety of what were then, nontraditional assets in securitizations, such as hotels and international properties. Later during his tenure at Fitch, David took a leadership role in the CRE CDO rating team, which created and implemented the firm's CDO surveillance and asset management platform, in addition to a comprehensive CRE CDO Manager rating criteria, that closely replicated the rating methodology for CMBS Servicers.

His final role at Fitch entailed supporting the firm's global business development effort across structured products, with a focus on US commercial real estate transactions. Following a five plus year stay at Fitch, David shifted his focus to special servicing and asset management and joined Midland in late 2009. His initial focus was working out defaulted commercial real estate loans during the Great Financial Crisis, during which he managed the disposition of debt and REO assets. Coming out of the crisis, Harrison assumed a leadership role within Midland's special servicing team – specifically focusing on business development and client relations. He was charged with expanding Midland's roster of third-party special servicing clients, and building new relationships in the recently created GSE special servicing market. Harrison's effort resulted in Midland becoming the largest named special servicer in the private label CMBS market, and one of the leading special

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servicers in the GSE space. David subsequently expanded his business development efforts to include building a diverse roster of fee servicing and CRE CLO assignments. In late 2018, David took a leadership role in Midland's Client Solutions Group, where he currently runs the Account Management team. His team is directly responsible for overseeing all of Midland's client relationships, with the singular goal of ensuring that the firm's customers and borrowers always receive best in class customer service.

Harrison's commitment to the industry is further evident through his work in support of CREFC, the MBA, SFA and other industry trade organizations. David gives freely of his time in support of industry initiatives, and is well regarded as a collaborative problem solver, who always prioritizes the best interests of the industry. David has helped address critical issues facing CMBS, such as borrower satisfaction, the evolution of the servicing standard, and the legal/legislative challenges facing the sector because of COVID-19. He received a BS in Political Science, with a minor in Economics from the University of Houston. David resides in Prairie Village, Kansas with his wife and teenage son. When he is not working David enjoys spending time with his family and friends, cooking, traveling, and cheering for the Tennessee Titans and the pride of London – the Chelsea Blues!



Laura Krashakova is the CEO of SpaceQuant – Al-powered automation and decision platform to value and monitor the performance of commercial real estate assets for origination and servicing. Its software is used by leading insurance companies, banks, and investment funds, including KeyBank,

Pacific Life Insurance, Aareal Bank, JLL, and many others. It enables them to dramatically increase CRE originations, cut servicing costs, and improve the quality of data and analyses. SpaceQuant analyzes thousands of real estate properties each quarter, making it one of the largest analytics and transaction management companies in commercial real estate.



Joseph McBride, CFA, Head of CRE Finance at Trepp, is a key leader of the firm's product development and market research initiatives. He leads Trepp's Commercial Real Estate and Banking businesses that support clients that invest, lend, broker, value, and risk manage commercial real estate (CRE)

assets. Mr. McBride works closely with clients and industry groups to build and enhance data, models, and analytics that drive client investment decisions and streamline their work. His market analysis is frequently cited in publications such as Crain's, Wall Street Journal, various regional business journals and other media that monitor the CRE market.

As a liaison to banks and other financial institutions. Joe has helped data teams in integrating Trepp loan data into bank proprietary systems. His responsibilities include helping clients incorporate the data, develop applicable modeling data sets, and determine an approach for the process of building a "bottom-up" CRE stress testing model. Joe also helped to develop Trepp's proprietary CRE Default Model for use in risk scoring processes and CECL reserving. Prior to his research and bank support, Joe led Trepp's internal public relations team. He is one of Trepp's trusted press contacts providing data, commentary, and analysis about the US CMBS and CRE markets to financial publications.

Joe is a regular contributor to *TreppWire*,<sup>™</sup> Trepp's own widely read daily market commentary newsletter distributed to clients and industry leaders: *TreppTalk*,<sup>™</sup> the firm's blog: and Commercial Real Estate Direct Mid-Year and Year-End, biannual magazines and with in-depth market analysis. Joe is also co-host of the TreppWire Podcast, a show listened to and followed by many in the CRE and CMBS industry. Joe began his career as an intern with Trepp's Bond Finance team while he studied Finance at Fordham University. Upon graduating, he returned to Trepp fulltime in 2012 as a Research Analyst. Joe holds a BS and MBA in Finance and is an Adjunct Professor of Finance at Fordham University.

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John Meadows is the co-founder and Co-CEO of Bowery Valuation, the first venture-backed and tech-enabled commercial real estate appraisal firm. Prior to co-founding Bowery, John worked as an appraiser at Leitner Group, now BBG in New York City. In his 4+ years there he valued over \$3 billion of

commercial property across all asset types. Frustrated with the antiquated process of appraising, but excited by the need for a better solution, he left to start Bowery with his co-founders in June of 2015. John graduated Magna Cum Laude from the University of Pennsylvania with a degree in U.S. History.



Will Mitchell is the co-founder and CEO of Rabbet. After spending more than a decade in commercial real estate, Will recognized the need for developers, lenders and equity partners to control, centralize, and collaborate on their construction finances. At Rabbet. Will is helping all real estate stakeholders

improve efficiency and visibility across billions of dollars in commercial real estate.



David Nabwangu is Founder. CEO & Data Scientist A former head of CMBS research for a leading international rating agency, David Nabwangu received his MBA from Duke University Fuqua School of Business, while also earning an MBI from Erasmus University and a Certificate of Machine Learning from Stanford

University. David is also an active editorial board member and a regular contributor to the Commercial Real Estate Finance World Journal.



Bill Peterson is Co-founder, Managing Partner of CRED iQ, a commercial real estate data analytics and valuation platform. His CRE/CMBS career spans 20+ years and includes the development of three SaaS platforms, an internal surveillance tool and a CMBS servicing system. Prior to co-founding CRED iQ,

Bill was Managing Director at Kroll Bond Rating Agency where he was the head of the CMBS Ratings Surveillance group. During his tenure with KBRA, he helped develop their subscription-based CMBS platform (KCP) and the agency's internal letter rating surveillance tool. Before joining KBRA, Bill spent 10 years with Morningstar Credit Rating's Dealview



group (formerly known as Realpoint) where he was Vice President on the CMBS Surveillance team. While with Morningstar he led a team of CMBS/CRE analysts and helped with the development of the Realpoint subscription site. He began his CMBS career in 2000 with GMAC Commercial Mortgage's (now Berkadia) Collateral Administration Group where he helped develop their first CMBS servicing system.



Joe Petramale is a vice president at PGIM Real Estate and a member of the Information Technology team. Based in Atlanta, Joe is responsible for the management of our Debt Business System Applications. Joe has worked in the commercial real estate industry in various capacities. Before joining PGIM

Real Estate, Joe worked for MetLife as the director of Information Technology where he held several positions managing information technology solutions for MetLife's commercial mortgage and real estate equity businesses. Joe began his career as a financial analyst in MetLife's Real Estate Finance group. Joe has a bachelor's degree in Business Economics from the State University of New York in Oneonta, NY.



Andrew Phillips is Head of Sales and Strategic Partnerships at LightBox. In his current role, Andrew oversees all sales and partnership activity for the Broker Solutions team delivering CRE marketing and transaction management tools including the Real Capital Markets managed bid platform, its digital auction

product and debt capital markets program. Additionally, LightBox offers LandVision GIS, mapping and data service, and the ClientLook CRM which has been designed for the commercial real estate business. Prior to joining LightBox, Andrew was Head of Global Business Development at Situs overseeing sales across the entire Situs platform in the U.S. and Europe. Previously Andrew led sales at CompStak, a lease comp data platform. He also served on the Loan Sales Advisory team as Managing Director at Newmark, Mr. Phillips moved to the U.S. from his native London in January 2008. He lives in Jersey City with his family.

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**Camille Renshaw** is the CEO and co-founder of B+E, the first tech-driven brokerage and trading platform for net lease real estate. Launched in December 2017, they now have offices in New York, Chicago, San Francisco, Atlanta, Denver and Tampa, and their trading platform consists of user-friendly dashboards,

real-time predictive pricing and an Al-driven exchange — all leveraging the largest data set in the industry. Buyers and sellers can conduct entire transactions online, reviewing realtime credit, news and tenant data while they trade, much like online stock trading platforms.

In May 2018, B+E announced an exclusive partnership with Inland Real Estate and RCX Capital Group. Leveraging Al, B+E brokers can now sweep the national net lease market, reviewing all on-market properties, and criteria match on a 1031 exchanger's behalf; the exchanger can then run their entire exchange through the B+E platform using specialized dashboards that makes the process simpler and more transparent. In December 2018, B+E launched the first 1031 online trading platform at the ICSC New York Deal Making Show. The B+E 1031 Trade platform empowers exchangers to review the market for all net lease properties, both onmarket and off-market. The proprietary system then utilizes user defined criteria to match properties and name and purchase replacement properties. In May 2019, B+E brokered the largest commercial real estate transaction by a digital platform with the \$324 million Cabela's sale-leaseback. The eleven Cabela's properties represented more than 1.6 million square feet of space and an additional 277 acres of land.

Prior to B+E, Camille was Head of Sales for Ten-X (a Google Capital company), a leading online marketplace for commercial real estate with products such as Auction. com. Prior to Ten-X, she founded the Stan Johnson Company's New York office where she led their sales team as its top producer for five years. Before this, she was Director of the US Capital Markets division of Colliers International and a Top 40 Worldwide Producer. Renshaw originally entered commercial real estate as an owner, after founding Dyzco Technologies and successfully selling it to American Financial Services Corp, Inc.

Camille has established herself as an industry leader, making frequent speaking appearances, authoring articles and being quoted extensively by a number of leading publications, including *Wired, The New Yorker, The Wall Street Journal* and *GlobeSt.com*. She was recognized as a "Woman of Influence" by *Real Estate Forum,* and named one of "NYC's 15 Women to Watch in Real Estate" by Sokol Media. In 2018, she was named one of the "Best Bosses in CRE" by *Real Estate Forum* and nicknamed "The Cataylst."



Yaakov Zar is the founder and CEO of Lev, one of the nation's fastest growing commercial mortgage brokerages. Lev helps commercial real estate owners and investors get the best financing for their properties by supercharging the industry's leading capital markets advisors with machine

learning and artificial intelligence tools. Prior to starting Lev, Yaakov was a cofounder and chief of strategy at Dispatch, a workforce management platform for enterprise home service businesses, where he led product and sales to large accounts nationwide. In 2018, Vista Equity Partners acquired Dispatch. Yaakov graduated from Boston University in 2012, with a focus in Entrepreneurship and lives with his wife and daughter in New York's Lower East Side. Yaakov & Dassi Zar serve as Shluchim at Chabad House Bowery.