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## **REFA-CT's members-only golf tournament to be held June 11th**

April 19, 2012 - Connecticut

The Fairfield/Westchester Chapter of the Real Estate Finance Association of Connecticut (REFA) will present Rising Capital Markets on Tuesday, April 24th at the Stamford Marriott, 243 Tresser Blvd., Stamford at 11:45 a.m. to 1:30 p.m. Members will pay \$25; non-members: \$60 and member walk-ins: \$60.

It's time for REFA's annual review of U.S. Lending Markets. Conditions for financing income producing properties continue to improve with significantly increase loan allocations, but lending criteria in most loan categories still shows, for the most part, prudent restraint. Panelists represent a broad national spectrum. They include Paul Wolters of Allianz Global Investors representing Life Company Lenders, Paul Mullaney from Specialty Lender NXT, and Loren Berger of RBS from the perspective of a Securitized Lender. Ernie Des-Rochers of NorthMarq Capital will be moderator. This annual event is a popular one, and, after the past trials and tribulations, may prove rather uplifting.

On Wednesday, April 26th, REFA will present The 2012 Capital Stack - two programs in one: education and a networking social - at Bond Hotel, Hartford from 4:30 p.m. to 8 p.m.

The fee is \$45 for members; \$65 for non-members; and \$60 for member walk-ins.

This year REFA has secured a distinguished panel of senior executives from top national lenders - including representatives from the life insurance company sector, a mezzanine lender, and the re-emerging CMBS market. These three industry experts are prepared to deliver a market update in the ever-changing debt and equity markets.

Moderating the panel will be past REFA-CT president Michael Riccio,, senior managing director at CBRE Capital Markets.

What lending sources are borrowers seeking most? How are lenders and borrowers dealing with performing loans where the equity has completely eroded? Are mezzanine loans the solution and how are these loans structured? What has happened in the CMBS market in the last 12 months, and how is this sector going to become more competitive? We know multi-housing product is in demand - are lenders getting aggressive on other product types? What are the risk premiums in secondary and tertiary markets?

We have assembled a panel of experts, James Lagasse, Greg Marks and Zach Calinoff that can provide answers to these questions and more. Bring your own questions, but don't miss what is sure to be an informative and engaging capital markets overview.

13th Annual Members-Only Real Estate Finance Association Golf Tournament and Dinner will take place on Monday, June 11th at Great River Golf Club, 130 Coram Lane, Milford.

This year's tournament sponsors are Reckson, a division of SL Green, and People's United Bank.

This event provides a great networking opportunity for members of the Hartford and Fairfield/Westchester Chapters. As in past years, registration is FIRST COME, FIRST SERVE. So sign up NOW!

Sponsors of the Golf Tournament receive priority registration to this popular event, so please consider the various sponsorship opportunities. Sponsors, we appreciate your support of REFA-CT. Registration is at 10:30 a.m., lunch 11 a.m., golf-shotgun start at 12:30 p.m and networking social, awards and dinner at 5:30 p.m. to 7:30 p.m.

For all events, please call the REFA executive office at 860-243-3977 and ask for Candice or Sharon or visit our website for more information, [www.refact.org](http://www.refact.org).

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