

The Commercial Real Estate Summit™ would like to thank our 2021 Speakers:



Breakfast Keynote Speaker



Brent Kisling, Executive Director, Oklahoma Department of Commerce

Brent Kisling attended college at Oklahoma State University where he graduated with a Bachelor's Degree in Agribusiness. He was the Outstanding Graduate from the College of Agriculture and served as the State FFA President. Following graduation, Mr. Kisling went to work for U.S. Senator Jim Inhofe before being appointed by the George W. Bush Administration to be the State Director for USDA Rural Development. While working all eight years with the President's administration, he oversaw the rural housing, utilities, and business programs statewide.

In March of 2009, Mr. Kisling was named the Executive Director of the Enid Regional Development Alliance. In 2019, he was appointed by Governor Kevin Stitt to serve as the Executive Director for the Oklahoma Department of Commerce. Mr.

Kisling also served as chairman of the Oklahoma Census 2020 Complete Count Committee. He has served as the Chair of Leadership Oklahoma, the Governor's Economic Development Marketing Team, the Oklahoma Career Tech Foundation Board, and the OSU Ag Alumni Board.

Lunch Keynote Speaker

Russell Evans, Ph.D., professor of economics at Oklahoma City University, interim Dean of the Meinders School of Business and Executive Director of the Steven C. Agee Economic Research and Policy Institute

Dr. Evans has spent much of the last ten years working closely with state and local governments, economic development agencies, and industry groups assessing economic impacts, evaluating policy, and forecasting future economic and fiscal conditions. Current and recent clients include the Cities of Oklahoma City, Dallas, Ft. Worth and Norman, the Cherokee Nation, the Muscogee (Creek) Nation, the Oklahoma Petroleum Alliance, the Oklahoma City Zoo, the Oklahoma City Chamber of Commerce, the Grand River Dam Authority, and many others.

The work of Dr. Evans and his research staff is regularly cited in both regional and national media markets. He is a member of the American Economic Association, the National Association for Business Economics, and currently serves as the president of the Oklahoma Association for Business Economics. He lives in Oklahoma City with his wife, three beautiful daughters, and two sons.



CCIM Track

• Financial Modeling for Development and Splitting Profits in CRE •



**Jeff Engelstad, Ph.D., FRICS, CCIM Professor, University of Denver
Industry Consultant & Expert Witness, CCIM Senior Instructor Denver, CO**

Dr. Jeff Engelstad has been active in commercial and investment real estate for nearly 40 years. He is a Professor of Real Estate and The Built Environment at the University of Denver, Daniels College of Business. The University of Denver is the 8th oldest business school in the U.S. and is ranked among the very top collegiate real estate programs worldwide. The University of Denver has graduate, undergraduate and executive programs in all facets of real estate and development. In his capacity as Professor of the Practice, Dr. Engelstad remains active in real estate investment and development; however, his main focus is on excellent teaching, maintaining professional positions within industry and engaging in industry consulting and expert witness testimony. While the University occupies most of his time, he remains active in real estate investment consulting and expert witness testimony. Dr. Engelstad is Chairman of the Board for Dean Realty Co., a \$90M portfolio of commercial assets in Kansas City Missouri. Through the University of Denver, he has traveled extensively leading numerous Global Real Estate Delegations in many parts of the world. Dr. Engelstad is also Senior Instructor for the Commercial Investment Real Estate Institute. He is active in NAIOP, CCIM, and is a member of the Urban Land Institute, the American Real Estate Society, and is a Fellow of the Royal Institute of Chartered Surveyors.

Dr. Engelstad received a Bachelor's in Real Estate and Finance (1983), a Master's in Real Estate and Construction Management (1992) and a Ph.D. in Urban Economics/Geography (1997), all from the University of Denver.

Disruptive Issues in CRE Track

• The Benefits of the Film Industry on CRE •

Yousef Kazemi, Outreach and Production Manager for the Oklahoma Film + Music Office

Yousef Kazemi serves as the Outreach and Production Manager for the Oklahoma Film + Music Office (OF+MO), a division of the Oklahoma Tourism and Recreation Department. Mr. Kazemi began his work with OF+MO as an intern in 2005. While in college, he remained with the OF+MO internship program for nearly four years. He accepted a position with OF+MO as the office's administrative assistant upon his graduation from the University of Central Oklahoma with a Bachelor's Degree in Theatre Arts in 2009.

Within two years, he was promoted to Locations Coordinator for OF+MO where he served in this role for nearly a decade. Now, as Outreach and Production Manager, Mr. Kazemi works actively to engage statewide community development in support of the state's film and television industry through OF+MO's Oklahoma Film Friendly Community Program while continuing to provide locations, permitting and logistical support for productions filming on-location in Oklahoma. Additionally, Mr. Kazemi has an active role in coordinating OF+MO participation at both national and local events such as the Sundance Film Festival, deadCenter and other related industry events.

Outside of his work at OF+MO, Mr. Kazemi has written/directed/produced a number of award-winning short film projects including, "Yes, We're Open" and "The Stand-In" which was named the 2019 Best Oklahoma Short Film at the deadCenter Film Festival. Mr. Kazemi also serves on the board for Oklahoma City's Rodeo Cinema and actively supports local organizations Free Mom Hugs, Other Options and Yes Love OKC.



Disruptive Issues in CRE Track

• Commercial Developments Use of School Land Trust Property •

**John H. Fischer, *Director, Commercial Real Estate Division,
Commissioners of the Land Office***



John Fischer started with the State of Oklahoma Commissioners of the Land Office (CLO) in January 2020 as a Commercial Property Manager in its Real Estate Management Division. In December of that same year, the CLO created the Commercial Real Estate Division designating him as its first Director.

Mr. Fischer brings more than 20 years of experience in the real estate investment and development fields to the CLO. He holds a Real Estate Broker license in Wisconsin and is a past president of the Wisconsin Apartment Association. Known in the Wisconsin rental real estate industry as “Dr. Rent”, he has taught classes in real estate investing and real estate law across the State of Wisconsin including courses for the University of Wisconsin’s Continuing Education Program. For more than six years, he brought his expertise to a wider audience through his weekly “Dr. Rent” radio show.

Mr. Fischer is an alumnus of the University of Wisconsin School of Business where he earned dual B.B.A. degrees in International Business Management and Human Resources, both with honors. He is also a veteran of the U.S. Army having served in Desert Storm and is very active in the Veterans of Foreign Wars organization.

• The Importance of PFAS on CRE •

**Margaret Fehn, *Tulsa Environmental Project Manager at Seneca
Companies, Inc.***



Margaret Fehn has more than eight years of professional experience in environmental consulting, client service, and project management. She has extensive experience with site investigations (Phase I and Phase II Environmental Site Assessments), asbestos identification and abatement, leaking underground storage tank case management, and soil and groundwater remediation activities. Ms. Fehn has served as a staff geologist and project manager in the environmental consulting, geotechnical engineering, and construction materials testing fields. Her clients have included state, municipal and Native American governments, oil and gas companies, manufacturing, petrochemical, fuel marketers and retailers, real estate and land development, financial institutions, law firms, and utilities.

Ms. Fehn is licensed to practice Geology in the states of Missouri and Indiana, is a licensed Underground Storage Tank Remover in the state of Oklahoma, and a Certified Asbestos Inspector in the states of Arkansas, Missouri, and Oklahoma. She currently serves as the Tulsa Environmental Project Manager at Seneca Companies, Inc. and her responsibilities include overseeing site assessment, site characterization activities, remediation, and other environmental projects, ensuring timely and cost-effective delivery of reports and services.

Disruptive Issues in CRE Track

• Built-For-Rent Single Family Developments •



David Chapman, Ph.D., Professor of Real Estate, University of Central Oklahoma

Dr. David Chapman is the author of Lot Lines in The Journal Record and founder of Realty1, LLC, an innovative real estate firm with divisions performing real estate brokerage, property management, resort construction and management, real estate investment and commercial and residential construction. The firm has employed as many as 30 employees and has sales in excess of \$25 million annually. The Chapmans also owned a mortgage company from 2006 to 2009 that produced loans in excess of \$20M annually

with 4 employees.

Dr. Chapman is currently a Real Estate Commissioner, Past President of The Central Oklahoma Commercial Association of Realtors, has sat on the BoD of the OKC Housing Services Redevelopment Corporation, Goodwill Industries, OKC Chamber of Commerce and is on the Edmond City Council representing Ward 1.

Dr. Chapman's educational background consists of a Ph.D. from Oklahoma State University, Master's Certificate in Real Estate and Construction Management from the University of Denver, a Master's Degree in Business Administration from Embry-Riddle Aeronautical University, and a Bachelor of Science degree in Mechanical Engineering Technology from Oklahoma State University. He is licensed by the FAA as a Commercial Pilot, Certified Flight Instructor as well as an Airframe and Powerplant mechanic.

Randy Entz, Director of Planning & Zoning, City of Edmond

Randy Entz is a certified planner American Institute of Certified Planners (AICP). He has worked for the cities of Stillwater, Oklahoma City and now Edmond. Mr. Entz is a member of ULI, CNU and studied at both OSU and OU.



David Forrest, Partner, Broadway Development Group

David Forrest is a partner at the Broadway Development Group providing Commercial Brokerage services for clients purchasing or selling commercial real estate assets.

Mr. Forrest joined CBRE (then called Coldwell Banker Commercial) specializing in multifamily sales in 1988. During his tenure with CBRE he was involved in the sale of 400 multifamily properties totaling just under \$2B and was consistently among the company's top producers.

Early in his career, Mr. Forrest recognized the importance of thorough knowledge of the local multifamily marketplace. He founded and authored the *Tulsa Apartment Survey* for more than 28 years. He has been a frequent speaker regarding multifamily topics for professional organizations such as NAIOP, IREM, appraisal organizations and economic forums and forecasts and is regularly quoted in local newspaper articles.

During his career, a great deal of change has occurred in the multifamily sector giving him a depth of perspective. Having sold a diverse mixture of multifamily product types ranging from distressed assets to properties in the affordable sector, in addition to multiple class "A" assets provides a solid background for the recognition of investment potential. Further, having performed the financial analysis of hundreds of Oklahoma apartment properties allows him to identify opportunities to improve the bottom line N.O.I. of individual assets.

Mr. Forrest currently serves as the Chairman of the City of Edmond downtown planning commission. His 19-year tenure with this board has made him intimately familiar with the process to obtain entitlements required by municipalities for development.



Disruptive Issues in CRE Track

• The McGirt Decision and its Impact on Real Estate •

John O’Conner, *Attorney General for State of Oklahoma*

John O’Connor, JD, was appointed as the Oklahoma Attorney General by Oklahoma Governor Kevin Stitt on July 23, 2021 to fill an unexpired term of the previous Attorney General. Serving as Oklahoma’s 19th attorney general, Attorney General O’Connor has more than 40 years of legal experience focusing on civil litigation including complex commercial and general civil litigation.

Attorney General O’Connor earned a bachelor’s degree in political science from Oklahoma State University and a law degree from the University of Tulsa. His career experience includes working as an attorney with the Hall Estill law firm. He served as the president of the Rotary Club of Tulsa and as the president and director of Tulsa’s Ronald McDonald House.



• Changing Building Management and Tenant Requirements •



Rob E. ‘Rob’ Roberts, *Regional Account Manager, First Onsite Property Restoration*

Mr. Roberts was a founding partner in 1980 with the “108th Corporation”, which purchased approximately 80 acres at a time, built and sold residential homes on acreages for ten years. In 1990 he worked within the Dale Carnegie Training Organization of Oklahoma for five years. He then founded and built Orthopedic Products & Services, Inc, (OPSI), he built the medical business for 19 years and sold it.

Mr. Roberts retired for 3 years and wanted to again be in business, yet not from the ground-up. He purchased three separate Fire, Water, Mold, BIO-Hazard, Construction “Build Back” Restoration Companies and had TriLink Restoration Services from 2016 until earlier this year. He sold TRILINK to an International Restoration Company, First Onsite Property Restoration, on February 11. He continues to work with First Onsite.

Mr. Roberts also owns residential and commercial properties in Bricktown, Norman and OKC areas. He deals with and understands the same terms, conditions and challenges we are all facing during this COVID-19 Era.

Pandemic Postmortem Track

• Closing the Deal – Best Practices •

Jake Taylor, Vice President, Commercial Real Estate, Commerce Bank

Jake Taylor's primary responsibilities include developing and managing a portfolio of commercial real estate loans for investment properties in Oklahoma. He has been with the bank for more than eight years, spending most of that time at the headquarters in Kansas City.

In 2018, Mr. Taylor and his family relocated with Commerce Bank to Oklahoma City to lead efforts in growing the commercial real estate portfolio for the bank throughout the state of Oklahoma.

Mr. Taylor earned his BS in Business Administration with an emphasis in Integrated Investment Management from Kansas State University. He is currently an active member of NAIOP, CCIM, CREC, ULI, and serves on the board for Goodwill of Central OK and the CRE Summit.



Patrick A. Lippmann, Senior Vice President of BancFirst, Commercial Real Estate Lending Division Manager

Patrick Lippmann manages a complex loan portfolio in excess of \$210M, and has worked for BancFirst for more than 20 years. With more than \$10B in assets, BancFirst is ranked ninth in the United States in the 2021 *Forbes*'s list of World's Best Banks. He manages relationships with large sophisticated borrowers for retail, office, industrial, and self-storage properties along with residential subdivision and builder construction financing. He is a veteran commercial real estate lender with more than 40 years of lending and special asset management experience. Mr. Lippmann has earned the following honors for his work as a lender and with non-profits:

BancFirst "Certified Master Lender" award; BancFirst "Robert A. Gregory Award for Lending Excellence"; Central Oklahoma Habitat for Humanity "Inspiration Award"; and the COCAR/UCO "Pivot Award for Financing" at the CRE Summit sponsored by the Central Oklahoma Commercial Association of Real Estate and the University of Central Oklahoma Real Estate Program.

Matt Winzeler, VP, Commercial Banking Officer, First United Bank

Matt Winzeler has been a commercial lender for 8 years. As a generalist, Mr. Winzeler has experience with all types of commercial lending but has primarily worked with commercial real estate investors. In his time as a commercial banker, he has worked with single family investors all the way up to multimillion dollar commercial real estate investors. Mr. Winzeler has worked for First United Bank for more than 5 years. He started his commercial lending career with Arvest Bank after transitioning from the bank's loan review department. After graduating from Oklahoma State University in 2009, Mr. Winzeler went to work for RDK & Associates, a banking consulting firm, in Tulsa.

When not at work, Mr. Winzeler enjoys sports, yard work, and spending time with his son, Heston and daughter, Hallie.



Pandemic Postmortem Track

• Eviction Diversion •



Steven Shepelwich, *Senior Community Development Advisor at the Federal Reserve Bank of Kansas City - Oklahoma City Branch*

Steven C. Shepelwich leads the Federal Reserve Bank's efforts to promote economic development and fair and impartial access to financial services in Oklahoma's low- to-moderate income communities and manages the district's workforce development program area. In this role, he has led research and outreach initiatives on the district's unbanked market, innovations in consumer financial services, asset-based approaches to rural development and workforce development strategies. Mr. Shepelwich co-authored the bankers' guide *Engaging Workforce Development: A Framework for Meeting CRA Obligations*.

Prior to joining the Federal Reserve Bank, he worked with national organizations focused on expanding the roles of financial institutions in low-income communities including leading banks and credit unions, microenterprise funds, and affordable housing loan funds throughout the country. He began his career by working internationally with microfinance, rural development, and refugee programs in Kenya, Burundi, and India.

He holds a B.B.A in Marketing from Texas A&M University and an M.S. in Resource Development from Michigan State University. He's a graduate of the Graduate School of Banking at the University of Wisconsin at Madison.

Katie Dilks, *Executive Director of the Oklahoma Access to Justice Foundation*

Katie Dilks works to collaboratively identify and strengthen statewide solutions ensuring access to civil justice for all Oklahomans. Ms. Dilks brings more than a decade of experience in access to justice work to her role, primarily her nine years of work at Georgetown Law as the school's Associate Director for the Office of Public Interest and Community Service. She has written and presented on access to justice topics including the need for affordable legal services, pro bono responses to disaster, career pathways in government and nonprofit law, and diversity and compensation trends in legal services. As a recent Oklahoman, Ms. Dilks is excited to bring a national perspective to the unique challenges and opportunities in Oklahoma's justice system.



Jennifer Montagna, *JD, Senior Attorney, Legal Aid Services*

Jennifer Selling Montagna is a Senior Attorney with Legal Aid Services of Oklahoma, Inc.'s (LASO) housing team. LASO is a statewide non-profit organization that provides civil legal assistance to low-income persons throughout Oklahoma. The primary focus of Ms. Montagna's current practice is representing tenants facing eviction. She also represents individuals that have suffered housing discrimination and assists tenants with other issues related to their housing.

Ms. Montagna is a native of Oklahoma City and graduated from the University of Oklahoma with a degree in Political Science. After spending a few years working in the political arena, she graduated with honors from the University of Texas at Austin School of Law. Montagna spent fifteen years practicing civil and commercial litigation in the private sector with law firms in Austin and Oklahoma City. In 2014, she joined Legal Aid to advocate for those in greatest need who cannot afford legal representation.

Pandemic Postmortem Track

• Eviction Diversion • *continued*

Alyssa Loveless, Director of the State 75 Team, Community Cares Partners

Alyssa Loveless joined the Community Cares Partners team in July 2020 and currently serves as the Director of the State 75 team, which covers rental assistance for 75 of Oklahoma's counties. Prior to joining CCP, Ms. Loveless worked in Higher Education and Residence Life and has used her housing background to shift to pandemic relief of keeping tenants housed and landlords paid through the CARES Act and Emergency Rental Act funding. Ms. Loveless is a candidate for a Doctorate in Education, Administration and Leadership at Southern Nazarene University with an anticipated graduation date of May 2022. When not working or studying, she enjoys spending time with her dogs and taking them on Therapy Dogs visits, and volunteering in the community through Allied Arts, ZOOtroop, and the Regional Food Bank of Oklahoma.



• Implementing an Internship Program •

Lee Copeland, Director of Talent and Business Growth, Greater OKC Chamber



Lee Copeland spent 21 years in ministry, non-profit and higher education leadership, where he learned to love the power of a great story to bring perspective. In his role with the Chamber, he is privileged to have conversations with OKC business leaders and learn about emerging trends in business and talent, and make creative connections and partnerships. His personal passion is to effect positive disruption and change through imagination, empowerment and growth.

Mr. Copeland and his college sweetheart have been married for 30 years and have raised four adult children—some of whom are nearly off their payroll! In his spare time, he enjoys working in his gardens, refurbishing vintage items and giving them new life.

• 1031 Exchange Update •

Patrick Noonan, Vice President and Account Manager, IPX1031 – Greater Dallas Fort Worth Metroplex

Patrick Noonan's past professional experience includes VP Business Development positions with the most recognized names in the residential and commercial real estate industry where his focus on providing the highest standards of integrity, value and customer service has been his hallmark. Mr. Noonan's goal is to ensure that he helps each Investment Property Exchange Services, Inc. client meet all real estate investment objectives. His expert knowledge of the 1031 Exchange rules and 1031 regulations makes him a thorough asset to IPX1031 and his clients. He draws on a vast network of business contacts and relationships to provide helpful referrals and comprehensive assistance in practically every area of business.



Pandemic Postmortem Track

• The Title Process •



Kristopher Baker, *Commercial Sales Representative, Commercial Services, Chicago Title*

Kristopher Baker joined Chicago Title Oklahoma in February of 2018 as a part of the commercial operation. Mr. Baker believes that quality communication and enjoying common interests are key to successful relationships. He takes pride in bringing the best service to his clients.

Mr. Baker is a proud to be the husband of his beautiful high school sweetheart Crystal. They are blessed with two children. He graduated from the University of Central Oklahoma with a degree in Marketing. He enjoys golfing, hiking, and is currently working on his level 2 sommelier certification.

He believes a positive attitude is infectious, “Life is 10% what happens to you and 90% on how you react to it.” – Charles R. Swindoll

• Oklahoma Landlord Tenant Act •

Andrea Frymire, CCIM, *Executive Vice President at Midwest Housing Equity Group, Inc*

Andrea Frymire, CCIM, is the Vice President for Business Development for the South Region, Midwest Housing Equity Group (MHEG). MHEG raises equity capital to invest in affordable housing throughout the Midwest part of the country. Ms. Frymire is also a founder of the Commercial Real Estate Summit as well as the Central Oklahoma Commercial Association of Real Estate; she has served as President of both organizations and is a founding member and inaugural President of the Oklahoma Coalition for Affordable Housing.

For the past few decades, Ms. Frymire has served on national committees of the National Association of Realtors® (NAR) involving federal taxation as well as federal commercial policies. For the 2022 year, she will serve as Vice Chair of the NAR Commercial Federal Policy Committee as well as serve on the Commercial Committee, Insurance Committee and Public Policy Coordinating Committee. She serves as an excellent resource at the state and federal level in identifying and analyzing emerging legislative and regulatory issues that impact commercial real estate; advocating for development and public policy which benefits property owners, developers and low-to-moderate income households. Ms. Frymire is a licensed real estate broker and real estate instructor.



Grant Cody, *Attorney, Executive Director of the Oklahoma Real Estate Commission*

After graduating from OU College of Law, Grant Cody became an Assistant Attorney General for the Oklahoma Attorney General’s Office, wherein he served as General Counsel to the Oklahoma Board of Medical Licensure and Supervision, State Election Board, Office of Juvenile Affairs and Department of Libraries. Mr. Cody worked on Oklahoma’s opioid lawsuits and handled civil litigation for the State Medical Board, including all appeals to the Oklahoma Supreme Court. He is a 4th generation Oklahoman and owns commercial real estate throughout Oklahoma City.

Pandemic Postmortem Track

• Oklahoma Landlord Tenant Act • *continued*



Representative Melissa Provenzano, (D-79 Tulsa) State Representative for Oklahoma House District 79, House Minority Education Policy Chair

Rep. Provenzano is a Tulsa native with sons and daughters now grown. With a BS from Northeastern State in Organismic Biology and an M.Ed. from The University of Oklahoma in Educational Leadership, she began her professional career as a biology teacher turned principal, then state legislator. Her primary focus at the capitol has been education policy. Growing weary of cutting staff budgets for upwards of a decade led to her running for office, she is currently serving her second term for the residents of Oklahoma House District 79.

Recently, residents in her district were experiencing a threat to cut off water within their apartment complex due to lack of payment. As the complex was an all-bills-paid establishment, she and her peers on the city council took a closer look. The living conditions they found were abhorrent and the result of years of neglect, and the residents of Vista Shadow Mountain were in crisis. Getting the complex inspected, residents moved out, and into new locations that are safe, secure and clean. She has shed light on the critical need to update the Landlord-Tenant Act here in Oklahoma.

Representative Forrest Bennett, (D-92 OKC) State Representative for Oklahoma City House District 92

Rep. Forrest Bennett grew up in Bartlesville, OK. He studied political science at the University of Oklahoma. After graduating, he worked in the political and nonprofit sectors. Rep. Bennett returned to OU to get a Master's degree in Public Administration while teaching undergraduate government classes.

Rep. Bennett has been in the State House of Representatives since he was first elected in 2016. He has used his time in the legislature to advocate for working class families by fighting wealth inequality, high healthcare costs, and the underfunding of vital government services like education.



Robert Goldman, Goldman Law, PLLC

Robert Goldman earned his Juris Doctorate from Tulsa University in 1973 and began his career in law at Ungerman, Grabel & Ungerman in 1974. In 1977, he continued his law career with Goldman Law, PLLC through today.

His professional designations and memberships include the Oklahoma Bar Association, Oklahoma County Bar Association, admitted to Western and Northern Districts of OK Federal Court, Past-President of Oklahoma Multi-Family Housing Association, Legal Counsel for the Apartment Association of Central Oklahoma, Board Member Metro Fair Housing Association and Chairman of Red Andrews Christmas Dinner Foundation.

His practice areas include Business Law, Child Custody, Collections, Construction Law, Contract Disputes, Criminal Law, Divorce, Family Law, Landlord and Tenant Law, Personal Injuries, Probate and General Civil Litigation, Real Estate Law and Wrongful Death.

Mr. Goldman's awards and honors include the Melvin Jones Fellowship Award, OCBA Community Service Award, OBA Community Service Award and Human Rights Award.

CRE Valuation and Assessment Track

• Low Income Housing Tax Credits 101 •



Darrell Beavers, *Housing Development Team Leader, OK Housing Finance Agency*

Darrell Beavers has administrative responsibility for eight of the agency's nine affordable housing finance programs, is a frequent moderator at National Council of State Housing Agencies meetings, and is the author of *The Affordable Housing Handbook – A Comprehensive Resource Guide for Affordable Housing in Oklahoma*. He is also an adjunct professor in finance and real estate at UCO and OCU, and is an active real estate broker and investor.

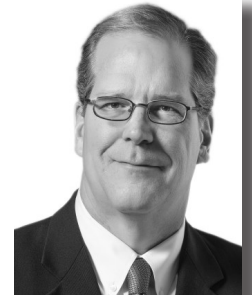
Previously, he was assistant VP/real estate for a major financial institution, was a commercial real estate broker with a large real estate organization, and was a financial consultant with an international securities firm. He holds a JD from OCU School of Law, an MBA from UCO, and a BS from OSU. He holds the Certified Commercial Investment Member (CCIM) designation from the Nat'l Assoc. of Realtors, the Housing Development Finance Professional (HDFP) designation from the Nat'l Development Council, and the Housing Credit Certified Professional (HCCP) designation from the Nat'l Assoc. of Homebuilders. He is a graduate of both the Executive Leadership Program at the University of Notre Dame and the Governor's Executive Development Program for State Officials.

Mr. Beavers is very involved in the community where he serves on the UCO MBA Advisory Board, participates in several real estate organizations such as the Urban Land Institute and the Oklahoma City Commercial Real Estate Council, and is on the alumni board of Leadership Oklahoma City.

• Valuation of Low-Income Housing Tax Credit Developments •

Chip Ard, *Executive Vice President, JLL Valuation & Advisory Services*

Chip Ard serves as an Executive Vice President in JLL's Valuation & Advisory Services (VAS) in the Southcentral region of The United States. Actively engaged in real estate valuation and consulting assignments since 1984, he has performed appraisal services consisting of narrative and summary real estate appraisals, ad valorem tax protests, consulting, litigation support services, market and feasibility studies, reviews, market study analyses and appraisals in connection with allocation of state and federal tax credits. All types of real property are encompassed including multifamily, theaters, hotel/motel, multi-purpose, high rise and garden office buildings, manufacturing facilities, warehousing and distribution centers, banks, shopping centers, residential subdivisions, and industrial parks. Mr. Ard also specializes in valuation and market studies for use in the HUD Multifamily Accelerated Processing (MAP) program and various other affordable housing programs. Valuations and market studies have been prepared on proposed, partially completed, renovated and existing structures. He also has extensive experience in estate and partial interest valuation as well as condemnation purposes for public agencies. Clients served include corporations, law firms, financial institutions, investment firms and public/private agencies.



Prior to joining JLL in late 2016, Mr. Ard was with a national valuation firm, where he most recently served as Senior Managing Director overseeing the Tulsa and Oklahoma City offices. He recently oversaw and administered the 2015/2016 Oklahoma Statewide Housing Needs Assessment commissioned by the Oklahoma Housing Finance Agency and the Oklahoma Department of Commerce, which was completed in cooperation with the University of Oklahoma College of Architecture – Division of Regional and City Planning.

CRE Valuation and Assessment Track

• Oklahoma County Assessor Education Talk for Appraisers •



Larry Stein, *Oklahoma County Assessor*

What has 330,000 parcels in 720 square miles worth more than \$7 Billion and represents nearly 24 percent of the entire assessed value for The State of Oklahoma. Oklahoma County?

The Oklahoma County Assessor's Office is the largest ad valorem jurisdiction in Oklahoma and the only one of 77 Counties to pass the Oklahoma Tax Commission Performance Audit with perfect scores for the last five years.

You will find out more about the State of Oklahoma County with Oklahoma County Assessor Larry Stein. The advances made on the Assessor's internationally recognized and award-winning web page provides a tremendous amount of information about all the property in the county and access to property records in all 77 counties.

• Oklahoma Highway Update •

Joe Echelle, *Deputy Director of the Oklahoma Turnpike Authority*

Joe Echelle began his career with the Oklahoma Department of Transportation as an engineer in training in 2001. In 2003, he became a draftsman for ODOT, and then a construction surveyor for the department in 2006. In 2008, he was promoted to be the Resident Engineer and subsequently advanced to be the Construction Engineer for ODOT's Division 4 managing more than \$200M in construction projects annually. He was instrumental in the construction of the Interstate 40 Crosstown project in Oklahoma City along with the deconstruction and bridge beam recycling project of the old crosstown expressway bridge. In 2016 Mr. Echelle began work at the Oklahoma Turnpike Authority as the Director of Construction to manage the Turnpike Authority's annual capital improvement construction projects and the \$1.2B Driving Forward Turnpike Improvement Program and was promoted to Assistant Executive Director in 2018 and Deputy Director in 2021. Mr. Echelle also worked as an adjunct faculty member at Oklahoma State University teaching surveying to more than 1,100 Civil Engineering and Construction Management majors from 2008 to 2020.



Mr. Echelle earned a bachelor's degree in Civil Engineering from Oklahoma State University in 2005 and is a registered Professional Engineer. In 2010 he completed his graduate degree at OSU and received an MBA. He has received several awards for highway construction and design from the American Concrete Paving Association and the Asphalt Paving Association. He is a member of the Governors Highway Construction Materials Technician Certification Board, and the International Bridge, Tunnel and Turnpike Association. He resides in Stroud, OK with his wife Lacey, son Grant, and daughter Taryn.

CRE Valuation and Assessment Track

• Valuation of Cannabis Grow Facilities • and • Yield on Cost •



Darin Dalbom, *President, NPVal, LLC*

Darin Dalbom has been actively engaged in real estate valuation and consulting assignments since 1990. He has performed appraisal services for a wide array of clients and commercial property types. He also has a nationally-scoped specialty practice in the valuation of mobile broadband communication towers, broadcast towers, tower portfolios, and tower-related ownership interests. Tower analysis and valuation includes a unique array of considerations for this niche investment class. He has developed customized report formatting for tower valuation assignments to best serve an array of clients in this emerging specialty class.

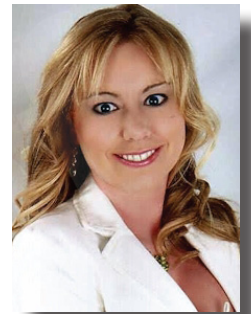
Prior to founding NPVal, he managed the OKC office of a nationally-scoped Fortune 500 valuation firm. His early valuation career included specialization in investment grade office and industrial property throughout the country with concentrated expertise in the Washington D.C. office and industrial markets. Clients served primarily included pension funds and their advisors.

Mr. Dalbom's education and affiliations include: Master's Degree, Land Economics and Real Estate, Texas A&M University, 1990; Bachelor of Science, Texas A&M University, 1987; Appraisal Institute, Member, (MAI); currently certified by the Appraisal Institute's program of continuing education for its designated members; Adjunct Professor, University of Central Oklahoma; Finance 3443, Real Estate Appraising; 2020 President; Central Oklahoma Commercial Association of Real Estate (COCAR; www.cocar.org); Certified General Real Estate Appraiser in multiple states; Qualified Before Courts and Administrative Bodies, United States Federal Bankruptcy Court OKC.

• Valuation of Cannabis Grow Facilities •

Krystal Deak, *Commercial Agent, NAI Sullivan*

A native of Lawton, OK and Yreka, CA, Krystal Deak currently works as a commercial agent at NAI Sullivan Group. She received her real estate license in 2005 as a residential agent for the Jay Kinder group in Lawton. Ms. Deak's invested in businesses such as TK's steak restaurant in 1996, Paul's Ice Cream 2007-2018, The Percolator Coffee Shop 2016, Property Squire 2018 and more to come. She was also an assistant home builder, sales and designer for Bowen Homes designing high end homes. In 2015, she decided to get into commercial real estate and joined county commissioner/broker Johnny Owens in Lawton. She soon realized she needed to expand and drove to OKC for OKC Chamber events and other networking events and finally decided to move to OKC.



Ms. Deak has been in the commercial industry since 2015 and has been working in the cannabis industry since August 2018. She closed on her first grow transaction in December of 2018 with CaliRoots and has worked with them on all their transactions and she is also current business partners with them as well, with one grow and five dispensary locations. She has done several lease transactions for grows and dispensaries for people like AKON and his producer, several NFL players, several other individuals and companies, and currently have several grows, processing and dispensaries for sale. Ms. Deak works and is connected with several cannabis groups to stay updated on current issues and house bills; attends several cannabis summits and events in Colorado and Oklahoma; and works with cannabis consultants and large master growers.

Ms. Deak's educational and professional experience consists of: BA in Public Relation, minor in Criminal Justice at Cameron University; previous member of AMBUCS; previous VP of Network Lawton; previous marketing director for Lawton Business Women; CREC; and U.S. Tennis Association.