



Lanspa joins Wells Fargo as executive VP

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According to Wells Fargo & Co., Mark Lanspa has joined the firm as an executive VP in the Hospitality Finance Group (HFG). Lanspa will open a new office for the group in N.Y.C., where he will support current and potential customers in the N.Y. metro area. He will report to Christopher Jordan, head of the Hospitality Finance Group at Wells Fargo.

"We are thrilled to have Mark join our team," said Jordan. "He possesses not only a sharp intellect and a deep understanding of the hospitality industry, but also the personal and stylistic qualities that are critical to success within the Wells Fargo culture. Additionally, the New York office presence, led by Mark, represents a very important enhancement of our industry coverage model."

Lanspa brings more than 25 years of experience to his new position. Prior to Wells Fargo, he was a managing director in the Commercial Real Estate Finance Group at Credit Suisse. Prior to Credit Suisse, he was a principal at Oasis Real Estate Partners, a real estate debt and advisory platform established in 2009 by Lanspa and various Goldman Sachs alumni. He has also held positions in the Investment Banking division of Goldman Sachs and the Specialized Industries group at GE Capital Real Estate, where he was a managing director and responsible for the hospitality industry group. Lanspa received his M.B.A. from Columbia University and his B.A. from Georgetown University. Additionally, Lanspa serves as the treasurer and board member for God's Love We Deliver, a N.Y.C. non-sectarian non-profit organization, and is on the alumni board of Mount Michael Benedictine High School in Elkhorn, Neb.

The Hospitality Finance Group is a specialized lending division within Commercial Real Estate (CRE) that provides financial products and services to leading hotel owners throughout the United States. With the launch of the New York office, the Hospitality Finance group will now have three geographical divisions (HFG East, HFG West and HFG NYC Metro). The group expects to make additional hires for the New York office over the course of 2012.

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