



Connecting Real Estate Investment Vehicles to
Global Capital Sources

The Global Real Estate Web Meeting

ZOOM & SLACK

April 20th, 21st, & 22nd, 2020





The Global Real Estate Web Meeting

ZOOM & SLACK– April 20th, 21st & 22nd, 2020

Dear Colleague,

It is with great pleasure that I invite you to The Global Real Estate Web Meeting. The aim of this Web Meeting is to connect and educate private equity real estate funds, family offices, institutional investors, and other Real Estate investment professionals across the globe. Our online meeting brings together over 500 c-level executives that will join us to virtually network and discuss investment opportunities, allocations, and the current performance of all real estate related asset classes. Panel discussions to be covered include: Institutional Investor Outlook, Hospitality, Retail, Multifamily, Senior Living, Student Housing, Industrial, Data Centers, Office and Family Offices.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



New Yorkers Helping New Yorkers

- Carmo is donating 25% of Web Meeting sales to Foodbank For New York City
- Donations will be submitted and announced on a weekly basis leading to the event date.
- Food Bank Calls for Community Support During Coronavirus Public Health Crisis
- Amid mounting concerns around the novel coronavirus (COVID-19) public health crisis, Food Bank For New York City is calling on New Yorkers to support those struggling with food insecurity during this critical time. Food Bank anticipates an extreme rise in need for food and resources in the coming weeks, particularly among vulnerable New Yorkers such as seniors with chronic medical conditions, families with children who may lose up to two free school meals each day as NYC's public schools remain closed for at least the next five weeks, and low-income and hourly workers.

Every \$1 provides 10 meals

- For additional donations and more information on Food Bank's response to the coronavirus, visit www.foodbanknyc.org/COVID-19.



By the Numbers...

- \$5+** Trillion AUM in attendance
- 300+** Total participants
- 150+** Institutional & Private Wealth Investors
- 150+** Real Estate Investment Firms
- 10** Industry Exclusive Panel Sessions
- 2** Keynote Speakers
- 3** Day Zoom Web Conference
- 3** Day Slack networking tool access





C-Level Executives

In Attendance...

- Globally focused Private Equity Real Estate Funds and Real Estate Investment firms
- Globally focused Real Estate Developers (Institutional Quality)
- Hedge Funds
- Pension Funds
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers





WEB MEETING APPS

- Our Video Conference will be Powered by ZOOM.
- You can access through web browser or download app on any Tablet, Laptop or Mobile device.
- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Zoom Conference



- Slack is a proprietary instant messaging platform that is typically used by companies in order to communicate efficiently rather than emailing back and forth on miniscule matters. It is also great for subdividing chats for group projects.
- For the purpose of our Web Meeting, this platform works perfectly to facilitate interaction of event attendees.
- We are allowing all webinar participants to join this instant messaging platform in order to communicate with each other freely and on a direct basis. Inside the slack platform there are also sub chats that are called “channels”. Each “channel” represents a different panel topic where participants can communicate with each other openly pertaining to that topic.



- Once registered for the event through Carmo website, Our team will assist you on how to gain access to our Slack Chat.
- This chatroom is only open for the 3 day duration of the Web Conference.





Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

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7 Bridges Capital Partners, LLC is a diversified investment platform founded by Philip Fitzgerald, former CEO of Jamestown Latin America and Managing Director of Paladin Realty Partners. The Company is headquartered in Santa Monica, California and has offices in Mexico, Colombia and Brazil. Through its subsidiaries, 7 Bridges Latin America and 7 Bridges Income Partners, the Company seeks value-added and opportunistic investments throughout the Americas. The Company is backed by institutional capital and seeks to leverage the principals' 20+ years of experience investing in real estate and related opportunities.



Accesso is a full-service, vertically integrated commercial real estate investment manager, owner and operator that aims to provide superior returns to its U.S. and international individual and institutional investors. Accesso's focus is on acquiring office properties in non-gateway metropolitan statistical areas, representing the fastest growing metropolitan cities and premier suburban submarkets throughout the U.S. Accesso's property portfolio includes 34 office properties covering 16 million square feet. Its affiliate, Accesso Services LLC, provides proactive, cost-efficient property management services with an owner's mindset. Accesso Partners LLC is headquartered in Hallandale Beach, FL. and has offices in Atlanta, Charlotte, Chicago, Dallas, Houston and Minneapolis.



For more than 30 years, AFIRE has been the essential thought leadership forum for international investors focused on the US property markets. Three decades of relevance is a significant and laudable achievement for any organization, but maturation comes with challenges as well. The inertia of old habits, for one thing; and the existential discomfort of change, for another. Age is not a license to blindly repeat old formulas, nor is it an excuse to reject all that has worked in the past. Whether we like it or not, the world (and our industry) is changing. The certainty of old habits will always eventually reveal itself to be an illusion, and as many of us have learned the hard way, that revelation often occurs after damage has been done. In the last 30 years, the nature of thought leadership itself has also changed. At one time, only certain kinds of experts were allowed to introduce perspectives or ideas to the general discourse. But as our lives have become more integrated with our professions, and media (especially digital media) has become decentralized and open to all, thought leadership is now a shared responsibility. As Microsoft's former director of business insights Daniel Rasmus puts it, "Thought leadership should be an entry point to a relationship." But how new is shared thought leadership, really? Before the 20th Century, when passive acceptance of "experts'" ideas were the rule, thought leadership was more of a group activity. There's no coincidence that Plato's ideas come to us in the form of dialogues rather than eloquent lectures. True understanding is revealed through relationships.

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AIC Capital is an Institutional Platform that provides Institutions, Family Offices and Ultra High Net Worth Individuals with Intellectual Capital and Access to Best-in-Class Alternative Investment Solutions. Our proprietary and unique database enables us to provide our clients with differentiated services and opportunities.



Alliance Global Advisors is a women-owned, boutique consulting firm specializing in helping real estate investors meet their next level potential. Alliance partners with organizations to provide an informed and independent perspective on strategic planning, business development, succession planning and fundraising oversight so they can focus on what matters most: diligently managing client capital, creating value and delivering exceptional returns in a performance-driven market. Our expertise and collaborative approach are tailored to you. Our combined experiences will help our partners learn about the changing needs of the Limited Partner, Consultant and Regulatory community. We understand the competition and aim to provide relevant, highly customized services to achieve significant results in any market cycle.



Alveo Kapital is a Mexico based best in class institutional real estate development company which specializes in the development of industrial parks, as well as commercial and residential projects in the western "Occidente" region of Mexico. The group was founded in the 80's as a construction company in the Jalisco region; building industrial spaces over the years. It's main clients have been Prologis, Hines, Lackma Constructora, Advance, Hershey's, IBM, Flextronics among others. In 2014, the group founded a real estate development company in order to develop, build and lease their own industrial buildings. In 2Q18, Alveo finished its first industrial warehouse that is already fully rented. Alveo's main goal is to make alliances with investors interested in profitable and low risk real estate industrial projects.

Sponsors



American Infrastructure Partners (AIP) was founded to address and fulfill the critical deficit in United States Infrastructure funding for local communities. AIP, and its predecessor entity American Infrastructure Management, manages \$3.1 billion in AUM with a singular focus on infrastructure and real estate. One of its specialty areas is designing, rebuilding, owning and operating fully private toll bridges across the United States.



ApexOne Investment Partners is a nationwide, private equity, real estate investment firm focusing on workforce, student and conventional housing. ApexOne has raised three funds and acquired 45 communities valued at more than \$1.3B since 2014. Along with the monthly distributions, ApexOne Investment Partners provides institutional quality statements and quarterly reports to its investors, including financial and operating information through a sophisticated online portal to protect individual privacy. All ApexOne investment vehicles are fully audited under GAAP and FASB standards. ApexOne also utilizes a cost-segregation strategy to help investors take advantage of the tax efficiency of multifamily real estate ownership. ApexOne Investment Partner principals invest in all its deals and are directly involved on a day-to-day basis, guiding and executing the firm's strategy of developing and implementing an operating philosophy to provide residents with a quality place to call home and investors with market leading returns. ApexOne Investment Partners abides by the operating principal that "Returns to Investors start at our Residents Front Door".



APPLE LEISURE GROUP®

Apple Leisure Group® (ALG) is the leading North American travel, hospitality and leisure management group with a unique business model, serving travelers and destinations worldwide. ALG consistently delivers exceptional value to travelers and strong performance to resort owners and partners by strategically leveraging the power of its portfolio of brands, including: the largest seller of vacation packages and charter flights in the U.S. for travel to Mexico and the Caribbean, moving approximately 3.2 million passengers annually through the well-established vacation brands Apple Vacations®, BeachBound®, Funway Holidays®, Travel Impressions®, CheapCaribbean.com®, Blue Sky Tours®, Southwest Vacations®, Funjet Vacations®, and United Vacations®; brand management of 5-star and 4-star luxury resorts through AMResorts® award-winning brand portfolio including Zoëtry® Wellness & Spas Resorts, Secrets® Resorts & Spas, Breathless Resorts & Spas®, Dreams® Resorts & Spas, Now Resorts & Spas®, Reflect Resorts & Spas®, Sunscape® Resorts & Spas and Alua® Hotels & Resorts; best-in-class destination management services provided by Amstar DMC and Worldstar®, the exclusive loyalty program Unlimited Vacation Club®; and the innovative technology solutions provider Trisept Solutions®, connecting over 88,000 travel agents with leading travel suppliers. To learn more about the Apple Leisure Group advantage, visit appleleisuregroup.com.

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Blue Vista is a leading investment management firm focused on helping investors maximize returns through best-in-class real estate strategies in student housing, middle market equity and middle market lending. Blue Vista offers investors the benefits of a vertically integrated platform, complementary strategies managed by experienced teams, and deep expertise as an owner, operator and lender. Since its inception in 2002, the firm has invested over \$9.0 billion in total capitalization, with the goal of challenging the status quo, setting high standards and bringing a relationship-based, client-focused approach to real estate investing.



Civitas Capital Group is an asset management firm based in Dallas, that offers global institutional investors, family offices, and qualified individuals compelling, niche investment strategies in U.S. real estate and lodging. Its Alternative Investments divisions are accomplished in sourcing and integrating non-traditional capital and/or structures into investments to enhance returns and mitigate risk. Our competitive advantage comes from our deep expertise in US markets paired with our international cultural competency.



Cobra Development ("CD") is a real estate development company dedicated to invest in commercial and residential real estate projects throughout Mexico, offering its investors an attractive risk adjusted return. Being development company allows us to optimize the development process reducing pre-development, construction and commercialization times. Our residential strategy focuses in the development of small to medium projects (4 to 100 units) in Mexico City and its metropolitan area catering to the growing middle class. Our commercial developments include mixed-use projects in major cities including retail, office and residential space.

Sponsors



Global Business Management was established in 1960 and is a collaboration of three distinct companies: Global Business Management, Inc., a family office servicing high net worth individuals and businesses; Global Tax & Accounting, Inc., a tax and accounting firm; and advisory services offered through Global Financial Advisory Services, Inc., a registered investment adviser. Clients wishing to engage the services of any of the firms must contract with each firm separately and render fees as specified under each arrangement. Global is a multi-family office that provides integrated tax, accounting, business and wealth management services to entertainment industry professionals, entrepreneurs, executives, professional athletes and their families. We take a holistic approach to wealth and legacy planning that takes into account all aspects of your financial life and offers guidance, clarity of thought, and expertise to help you gain confidence in a more secure financial future.



Graceada Partners is the market leader specializing in commercial real estate investment in California's fastest growing region, the 7.4 million population Central Valley. As an historically overlooked geography with population similar to the state of Washington, the Central Valley has yielded excellent investment opportunities through a disciplined and conservative investment underwriting process. Through deep knowledge of the region and focus on low cost basis, they are able to exploit asymmetric risk with limited downside. The firm's model is straightforward: acquire well-located, commercial real estate in need of hands-on capital and expertise. Their in-house finance, asset, property, and construction management teams renovate, reposition, and lease up the asset, thereby adding significant new value and cashflow. Graceada Partners' "secret weapon" is the partnership between the firm's principals, a partnership built on 35 years of friendship and mutual respect. This allows them to challenge each other and create an environment that fosters competitiveness and innovation while limiting confirmation bias in investment and market analysis. The firm is currently raising and investing Graceada Partners Fund II with a minimum return threshold of 15% IRR. Graceada Partners Fund I (closed and fully invested) is tracking an anticipated 21.7% IRR and the firm's historical equity multiple is 2.05.



IceCap Group is one of the largest private money lenders in the country providing short term loans for the purchase, renovation and construction of single, multifamily, and mixed-use real estate. Launched in 2017, the firm has originated over \$600mm of loans since inception. IceCap Group is institutionally managed and backed by the Oved family with a 30+ year history of successfully investing in Real Estate. The firm will open to outside investment through a private fund structure in 2H 2020 and is always interested to explore ways of partnering with other family offices and HNWs.

Sponsors



Kingbird deploys capital on behalf of Grupo Ferré Rangel and third-party family offices and other investors. As a family office investor and partner with a fiduciary mindset, Kingbird understands the importance of institutional best practices and open communication and is focused on protection and capital growth. The Kingbird executive management team has over 60 years of real estate investment experience with first-tier public companies, institutional real estate funds and family offices. With a commitment to trust, transparency and aligned interests, Kingbird builds long-term value by investing in a diversified portfolio of carefully selected properties, guided by a highly disciplined investment process, an experienced team and collaboration with carefully-selected local operating partners.



Kong Capital is a real estate private equity firm that specializes in strategic investments in the Senior Housing sector in the U.S. Led by CEO Coe Schlicher, Kong Capital offers a unique, well-rounded and innovative approach to developing and enhancing projects in this asset class. Our depth of experience across a range of industries — from healthcare to technology — ensures that we successfully source markets and manage the operational complexities involved in this growing and diverse sector.



Mark IV Capital is a privately held real estate firm founded in 1974 and based in Newport Beach, California. The company acquires, develops and manages properties in the western United States with satellite offices in Roseville, California; Las Vegas, Nevada; Phoenix, Arizona; Denver, Colorado; and Austin, Texas. The Company has a long-term approach to real estate investing; seeking to grow both its portfolio and the associated cash flow by acting with integrity and building relationships with its tenants, vendors, and business partners. The company's core values of integrity, creativity, accountability, team orientation, development, and community are integral to Mark IV's success.

Sponsors



OneWall Partners, founded in 2010, is a real estate firm focused on work force housing in the northeast of the U.S. (Boston to D.C). OneWall Partners is a vertically integrated real estate firm with over 4,000 units, in 36 communities valued at over \$600m. OneWall Partners is focused specifically on EMG workforce (Education Medical Government), which has proven to be 'recession resistant' in these recessionary periods we find ourselves in currently. OneWall Partners is looking to partner with long term investors interested in northeast multifamily investments. Our realized track record is available upon request. OneWall is headquartered in Stamford, Connecticut.



Prologis, Inc. is the global leader in logistics real estate with a focus on high-barrier, high growth markets. As of March 31, 2020, the company owned or had investments in, on a wholly owned basis or through co-investment ventures, properties and development projects expected to total approximately 965 million square feet (90 million square meters) in 19 countries. Prologis leases modern logistics facilities to a diverse base of approximately 5,500 customers principally across two major categories: business-to-business and retail/online fulfillment.



Quimera Holding Group is a Peruvian economic business group with over 10 years of market experience, comprised of various companies strategically placed in high growth sectors, such as: Real-estate, Mining Services, Financial Services, Agroindustry and Education. We have 420 million dollars invested in 27 completed Real Estate projects, 15 in execution and 10 in land purchasing phase for future project development, making a total of 3 million square meters throughout Peru. 80 million dollars were raised through alliances with Groups as well as Foreign Investment Funds like TC Latin America Partners, NUMA, PRI, Kennedy Funding, Mall Aventura Plaza, GHL Hotels and TFC. The business we develop with and for our partners offer not only great advantages and high profitability but also trust, as we are based on transparency. Quimera HG does not charge finder fees, management fees, nor administrative overhead expenses. In joint venture opportunities we only charge the direct costs associated with each project, offering great flexibility in debt as well as in equity, additionally to preferential debt, preferential capital and first loss, placing us as leaders in the Southern Peruvian market.

Sponsors



RockStep Capital is a full-service Real Estate investment firm that partners with investors to acquire shopping centers in secondary markets and small communities throughout the United States. We focus on minimizing risk while providing solid, reliable returns to investors. We believe in small-town values, building long-lasting partner relationships, and improving the communities in which we have invested. When it comes to investing, minimizing risk is just as important as picking winners. At RockStep we focus on protecting our investors wealth while providing a consistent, respectable return. Investing in assets with a high probability of maintaining cash flows even if the economy and interest rates rise. Underwriting conservatively—we do not inflate the returns. Our exit cap rate is often the same or higher than our acquisition cap rate even as we improve the credit quality of the cash flow. Seeking local investors to help ensure the success of the shopping center and reduce community related risk. We put more equity in each of our investments compared to our competitors. For value-add properties, we often have major national retailers lined up before closing a deal.



SS&C GlobeOp's Real Asset Services, provides administration services for over 100 clients, representing over \$120B in assets under administration. Experience to service open and closed end real estate, infrastructure and other hard asset funds. SS&C GlobeOp's professionals' expertise results in a reduction of a firm's administrative and accounting burden and adds value and quality of service delivered to your investors. Our Real Asset Fund Administration services address the unique aspects of Real Asset Funds throughout the life of open and closed end funds. Our services include Accounting and Reporting (including investment performance returns by geography, sector, etc.), Treasury Services, US Tax Compliance Services, Management Company Services, Regulatory Support Services, and Professional Services. We provide a suite of related Investor Services including Data and Document Management, Capital Call and Distribution Process, and Valuations Processing. We also support Monthly, Quarterly, Annual Accounting Processes, Front Office Portfolio and Investment Reporting and Analytics, and Loan Origination and Servicing.



TriBridge Residential has its roots in Julian LeCraw & Company, a multigenerational company that Julian LeCraw, Sr. founded in 1955. Coming from an influential and politically well-connected family, Mr. LeCraw was a central player in Atlanta real estate during the latter half of the twentieth century. The company was focused on Atlanta until the 1990's, when Lee Walker, Steve Broome and Michael Tompkins, the three founding TriBridge partners, met and began working together with the family's second generation. The partners dramatically increased the company's portfolio and expanded its geographic focus to the Southeast region, investing across multifamily asset classes through syndications to friends, family, and high net worth individuals. By the early-2000's, the company began to partner with institutional investors, including insurance companies, public pensions, corporate joint venture platforms, private equity funds, and family offices. With an exclusive focus on multifamily housing in the Southeast, TriBridge is built on the experience, history, and network of relationships that have evolved from its partners' legacy in Julian LeCraw & Company. In recent years, the company expanded its capital relationships overseas to Singapore and China, diversified its real estate portfolio across the risk spectrum, and invested in new talent to ensure TriBridge continues to prosper in the years and decades to come.

Sponsors



For over three decades, real estate development and investment firm Tricap has been exceeding projected returns for their co-investment partners across a variety of asset classes, groundbreaking and market-changing projects. With the execution of prudent investment decisions against the backdrop of a creative business plan and capital structure implementation, Tricap seeks to create superior investment returns by identifying early-stage market opportunities and unique transactions. Manhattan-based Tricap has developed and maintained an expansive portfolio of real estate holdings including hotel, office, retail and mixed-use properties in major metropolitan markets including New York City, Miami, Silicon Valley, Seattle and Las Vegas. Tricap's passionate and devoted team of seasoned experts, led by David Edelstein, applies the core investment principles mirroring that of their founder and continues to differentiate themselves from their competitors while elevating the expectations of their partners and clients.



Westmount Realty Capital, LLC is a privately held, commercial real estate company headquartered in Dallas, that has achieved exceptional performance and time-tested results for more than 30 years. Westmount is a leading edge, relationship-driven company that is seen as an innovator and is a trusted operating partner to numerous U.S. and foreign institutional and private capital sources. The company is active throughout the U.S., specializing in value-add and opportunistic investments, and has navigated successfully through multiple market cycles. Westmount currently has assets of 15 million square feet of industrial space and 4,000 multifamily units. Recent growth in the firm's portfolio plus anticipation of investment opportunities has prompted the company to expand its staff in acquisitions, accounting and property management personnel to handle the increased activity in these areas.

Keynote Speakers

Mary Ludgin

Senior Managing Director & Head of Global Research, Heitman (Chicago)

Mary is Heitman's Senior Managing Director, Head of Global Research and an equity owner of the firm. She is a member of the firm's Board of Managers, Global Management Committee, North American Private Equity Valuation Committee, and Private Equity and Debt Investment Committees. She is the author of numerous articles and research studies relating to real estate markets, portfolio management and strategy. Prior to joining Heitman, she was an urban planner for the City of Chicago and she worked in retail site location. Mary received an AB from Vassar College and an MA and PhD from Northwestern University. She is a Governing Trustee of the Urban Land Institute and sits on its Global Board of Directors. Mary also chairs ULI's Chicago District Council. Among other professional affiliations, she served two terms on the board of the Pension Real Estate Association and was its president. Mary is also a former president of the National Council of Real Estate Investment Fiduciaries. She was named a fellow of the Homer Hoyt Institute in 2000, is a docent for the Chicago Architecture Foundation and is a member of the board of the Metropolitan Planning Council of Chicago.

Will McIntosh, Ph.D.

Global Head of Research, USAA Real Estate (San Antonio)

Will McIntosh serves as Global Head of Research for USAA Real Estate. Will is responsible for developing the commercial real estate investment strategy and manages the firm's global research platform that informs and enhances the real estate investment process. He is a member of the firm's Investment and Executive Committees. Prior to joining USAA Real Estate, Will was Head of Global Research for the Abu Dhabi Investment Authority's (ADIA) real estate department, where he was responsible for developing ADIA's global real estate investment strategy and built and led their real estate research platform. Prior work also included serving as Chief Investment Officer for Fund Evaluation Group (FEG) and Professor of Finance and Dean of the College of Business at the University of Cincinnati. Will received his Ph.D. in Finance and Real Estate from the University of North Texas, his MBA with a concentration in Real Estate from Eastern Kentucky University, and his BS in Business Education from the same institution. He is a graduate of the School of Mortgage Banking of the Mortgage Bankers Association of America and served as a Faculty Fellow. He also completed the Management and Leadership in Education Program, Harvard Institute for Higher Education at the Harvard Graduate School of Education.

Speakers



Gunnar Branson

Chief Executive Officer, Association of Foreign Investors in Real Estate (Chicago)

Mr. Branson has over 20 years experience in commercial real estate, professional services sales, product innovation and marketing. He has transformed businesses and accelerated growth as a leader, strategist, business developer and innovator. Working for Fortune 500's as well as more innovative mid-market companies, innovation processes are at the core of his new product development and change acceleration consulting. Early adoption of online marketing, six sigma quality processes, and change acceleration methodology has allowed him to be a leader in social and digital media, web video, blogging, tactical marketing outsourcing and "insourcing", and strategic marketing planning.



Kenneth Munkacy

Senior Managing Director, Kingbird Investment Management (Kuwait)

Ken is responsible for creating and implementing the Kingbird investment strategy, acquisitions, joint ventures and investment management platform in the U.S. and Latin America. He brings over 25 years of real estate experience in 15 states and 12 countries. From 2007 to 2017, he served as senior vice president of GID Investment Advisers LLC, a real estate investment/operating company with over 25,000 units and \$12 billion in assets; he also served as a senior managing director of GID International Group, where he was a member of GID's Executive Committee, and was responsible for GID's international real estate investments, joint ventures and portfolio companies. Previously he was managing director of Asia at Starwood Capital Group (Tokyo); senior managing director of GE Capital Europe (Prague,); and managing director at TrizecHahn Asia Pacific (Hong Kong). Prior to this, Ken headed the acquisitions/development group at Golub & Co., a large Chicago family-owned real estate owner/operator, where he acquired approximately 19,000 residential units in ten states representing over \$850 million in value.

Speakers



Jeff Giller

Partner, Head of Real Estate, StepStone Group (San Francisco)

Jeff Giller is the Head of StepStone Real Estate, chairs the Real Estate Investment Committee and focuses on management activities and global real estate investments, secondaries, recapitalizations, co-investments and joint ventures. Prior to StepStone, Mr. Giller was a founder, Managing Partner and the Chief Investment Officer of Clairvue Capital Partners. Before Clairvue, he was Managing Principal and Chief Investment Officer at Liquid Realty Partners where he played a key role in acquiring and managing real estate private equity secondary investments and guiding the strategic direction of the firm. Mr. Giller has also held senior positions in other real estate private equity investment firms in the U.S. and Europe. As Managing Director of JER France, SA from 1995 to 2000, he started, built and ran JER Partners' first offshore business. Mr. Giller earned an MBA from the University of Virginia and a BA from the University of California at Berkeley.



Derek Proctor

Vice President, Meketa Investment Group (Massachusetts)

Mr. Proctor joined Meketa Investment Group in 2017. A Vice President at the firm, he works in the Private Markets Group as an investment analyst focusing on real estate investments. His work includes sourcing, evaluating, and monitoring private real estate investment opportunities. Prior to joining the firm, Mr. Proctor was employed by Cambridge Associates, where he worked as an Investment Associate on the Real Assets Investment Team. Previously, he worked for NEPC as a Performance Analyst in their Private Markets Group. Mr. Proctor received a bachelor's of science degree from Trinity College with a concentration in Economics.

Speakers



Jorge Martinez Chavez

SVP, Alternative Assets, Private Equity Funds & Co-Investments, Citibanamex AFORE (Mexico City)

Jorge is the management of the Citibanamex pension fund's of alternative investments of over US\$3.5 billion. The portfolio is comprised of real estate, private equity, energy and infrastructure investments in real assets through publicly listed vehicles including CKDs and CERPIS. He also structured and negotiated a JV with a large Canadian Pension Fund to invest in a multifamily platform focused in Mexico with the objective of deploying up to US \$500M in the next 5 years. Jorge Negotiated and structured the terms of a direct co-investment lodging platform with a Mexican publicly traded REIT to develop greenfield high end hospitality projects in Mexico branded by Marriot representing a total equity investment of US\$70 M for Citibanamex. He headed a US \$40M investment in a private credit fund focused on senior secured lending to middle market corporations and opportunistic , the fund is to deliver 18% of net IRR. He also coordinated the ongoing analysis of the real estate portfolio of the fund that includes industrial assets, housing development projects, retail properties and offices totaling close to US \$1.2B in assets



Matt DeAngelo

Investment Manager , Drexel University (Philadelphia)

Matt DeAngelo arrived at Drexel University in 2010 and has helped construct a portfolio that has delivered long-term excess returns. Matt currently oversees the investment program for the University's endowment, along with an affiliate endowment and defined benefit plan asset portfolio. Other areas of focus include risk management, audit, and junior staff development. Prior to Drexel, Matt gained exposure to the mutual fund industry at The Vanguard Group and Morgan Stanley and expanded his analytical skills as a Portfolio Analyst at ING Direct. A former Dragon himself, Matt has three daughters that have either graduated from, or are currently attending Drexel. Matt is also an adjunct professor in the LeBow College of Business. Matt is a longtime supporter of the Movember Foundation (with a mustache grown every November) and spends the rest of his time as a youth wrestling coach or training for the next obstacle course race or ninja warrior-style competition.

Speakers



Pamela Boneham

Head of Capital Strategies, Barings Real Estate (Chicago)

Pamela Boneham is a member of Barings Real Estate, a \$45 Billion global real estate platform with broad debt and equity capabilities. Pam is a Managing Director and Head of Capital Strategies, responsible for driving strategic decision-making for the business unit. She also serves on the U.S. Equity Investment Committee. Prior to her current role, Pam was Central Region Head, and was responsible for supervising all activities in connection with a diversified real estate investment portfolio, including acquisitions, asset management and dispositions. Before joining Barings in 2013, Pam worked as a Portfolio Manager and Managing Director for Deutsche Asset and Wealth Management, formerly known as RREEF. There she was the lead Portfolio Manager for RREEF America REIT, Inc., the company's first private Real Estate Investment Trust, as well as several public and corporate pension fund separate accounts, and co-mingled funds. Pam holds an M.B.A. from the University of Wisconsin-Madison.



Heather Border

Co-Founder & Managing Partner, Alliance Global Advisors (Naples)

Heather Border is a versatile, performance-driven real estate professional whose broad experience helps organizations create new investment products, materials, corporate governance and overall investor relations goals and objectives. Her professional experience includes fifteen years within private and public sector real estate and finance during which she managed over \$100 Billion of real asset allocations, developed, implemented and lead the Investor Relations platform for a \$7.5 Billion AUM Investment Manager with four product lines, and raised capital for multi-level managers on a wide range of real estate products. Prior to forming Alliance Global Advisors, Heather was Managing Director for National Real Estate Advisors, and has held positions with Hunt Investment Management and The Townsend Group where she was responsible for assisting institutional clients in developing investment objectives, strategic planning, underwriting investments, and capital raising. She also worked for Bancshares of Florida, Inc. and for Larson Allen, LLC.

Speakers



Daniel J. Healy

Chief Executive Officer, Civitas Capital Group (Dallas)

Mr. Healy is founder and CEO of Civitas Capital Group, an investment management firm based in Dallas, Texas. Under his leadership since 2009, the firm has been recognized as one of the fastest growing companies in Dallas with assets under management of over \$1.4 billion, invested primarily in real estate, lodging and related asset classes. Mr. Healy continues to be responsible for all facets of the firm's strategic growth, identifying talent, delivering expertise, and ensuring the firm's two operating divisions, Alternative Investments and EB-5 Capital, have an unrelenting focus on customer service. Prior to founding Civitas, Mr. Healy held senior executive roles with a boutique real estate investment fund and with Highland Capital Management, LP. Mr. Healy holds an MBA from the Cox School of Business at Southern Methodist University and a bachelor's degree in government and politics from the University of Texas at Dallas. He serves on the Board of Directors of Invest in the USA (IIUSA), the nonprofit trade association representing regional center operators. An active member of the Dallas business and civic community, Mr. Healy is a member of the Dallas Citizens Council and the Dallas Assembly.



Robert Burg

President North America, Aimbridge Hospitality (Plano)

Robert Burg oversees all operations, sales and marketing, revenue management, owner relations and capital planning for all properties under 32 different hotel brands in the Aimbridge Hospitality portfolio. His extensive experience and industry knowledge provide the foundation for the company's core strength of producing superior results. Burg has been with Aimbridge since the company's inception in 2003, and has more than 28 years of experience in the hospitality industry. He has served as Chief Operating Officer for more than 10 years and was named President in March 2018. Prior to joining Aimbridge Hospitality, Burg served as Senior Vice President of Operations for Wyndham Hotels and Resorts, where he managed operations of luxury, full-service, select-service and extended-stay properties. Previously, Burg was the Senior Vice President for the Summerfield Suites Brand, where he led the entire chain in operations, development and revenue for the upscale, extended-stay product. Burg currently serves on Hilton's Operations Advisory Board for Embassy Suites, Marriott's Owners Advisory Board for Sheraton Hotels, the MINA Board of Directors and Hilton's Owner Advisory Board for All Suite Brands. Additionally, he served on the Board of Directors for the Juvenile Diabetes Research Foundation for 12 years.

Speakers



Allie Hope

Chief Development Officer, Virgin Hotels (New York)

Allie is responsible for implementing Virgin Hotels' global growth strategy. Allie's primary responsibilities include sourcing and acquiring properties in key gateway cities, and structuring transactions that work for Virgin Hotels and our Owner/Developer partners. Prior to joining Virgin, Allie worked on acquisitions, dispositions and asset management at Sunstone Hotel Investors where she was instrumental in the acquisition and disposition of over \$1 billion of hotel transactions. Allie was previously a partner at HMR Analytics, a hospitality asset management firm based in California, and a consultant with PKF Consulting, one of the top advisory services firms in the hospitality industry. Other experiences include hotel operations with Interstate Hotels and Resorts and spa development at Starwood Hotels & Resorts. Allie is a graduate of Cornell's School of Hotel Administration where she received the Dean's Baccalaureate Service Award, is a guest lecturer at Cornell Hotel School Pillsbury Institute for Hospitality Entrepreneurship, Columbia University and NYU, and was named Southern California Real Estate "Woman of Influence" in 2007, and is the co-chair of the Dean's Young Advisory Board for Cornell Hotel School.



Federico Moreno-Nickerson

Vice President of Development, Apple Leisure Group (Miami)

Moreno-Nickerson leverages over 30 years of experience in luxury hotel management, operations, destination / hotel marketing, and travel product development in the luxury space. Before joining ALG Development three years ago, Moreno-Nickerson spent 13 years as director of product development at Classic Vacations, Expedia, Inc.'s luxury brand, responsible for Caribbean and Mexico. Prior to that, in his role as Senior Director of Marketing at Four Seasons Hotels & Resorts, for nearly a decade, he successfully opened the hotel in Mexico City and the resort in Punta Mita. During this same time, Federico was invited to form and preside over a Promotions Committee at the Mexico City Hotel Association. Federico was later appointed as Chief Counsel of Mexico City's first Tourism Board, where he co-authored the destination's first Strategic Marketing Plan. Moreno-Nickerson joined the Executive Committee of the Caribbean Hotel and Tourism Association (CHTA) as Regional Vice President.

Speakers



Jennifer Stevens

Co-Founder & Managing Partner, Alliance Global Advisors (Newport Beach)

Jennifer Stevens is an executive-level professional with real asset expertise and extensive knowledge of the General Partner & Limited Partner Universe. Her professional experience includes sixteen years of institutional portfolio management and consulting, strategic and investment planning, real asset investment underwriting, and a specialization in areas including Environmental, Social and Governance (ESG) and industry best practice. Jennifer held several positions within The Townsend Group, advising clients with cumulative total plan assets of over \$300 Billion and approximately \$20 Billion in Real Estate allocations. She was a voting member of Townsend's Advisory Investment Committee, responsible for reviewing and approving due diligence reports and strategy for all advisory clients of the firm. Her clients included Kaiser Permanente, Los Angeles Fire & Police, Orange County, Los Angeles County, Los Angeles City, San Diego City, Sacramento County and Queensland Superannuation Plan.



Gabriel Espana

Managing Director, Iskali Capital Group (Washington D.C.)

Gabriel Espana, Mexican, is a strategy and finance professional with expertise in implementing high level financial and economic-engineering solutions to increase profitability and development impact. Gabriel is currently Managing Director at Iskali Capital Group, based in Washington DC and focused on the development of highly developmental projects in Emerging Markets in line with ESG and SDG practices. For more than 19 years, he worked as part of the management team at the International Finance Corporation, private sector arm of the World Bank Group, where he overhauled IFC's strategies for Affordable Housing and Property Development and helped to bolster IFC's Green Building investments in Emerging Markets. Prior to joining IFC, Gabriel held senior positions in Investment Banking at Rothschild and Banamex/Citibank. Gabriel is Civil Engineer, obtained with the highest honors magna cum laude from the Universidad Nacional Autonoma de Mexico, or UNAM, and holds an MBA in corporate finance from the I PADE Business School. He has been widely published on the subjects of Real Estate, Affordable Housing and Private Sector Development in Emerging Markets.



Speakers

Meredith Jones

Partner & Head of Emerging Manager Research, Aon Hewitt Investment Consulting (Nashville)

Meredith Jones is a Partner at Aon focusing primarily on Environmental, Social and Governance (ESG), emerging and MWBE managers, and responsible investing. She is spearheading Aon's newly launched Environmental and Social corporate consulting practice, and also continues to work with Aon's investment consulting group to build additional capabilities in these areas. Meredith began her investment career at Van Hedge Fund Advisors International (VAN), where she was Director of Research. At VAN, Meredith was responsible for manager selection, due diligence, index construction and aggregate industry research for the \$500 million fund of funds. She was then recruited by hedge fund analytics provider PerTrac Financial Solutions, followed by Barclays Capital. Meredith then became the Director of the Rothstein Kass Institute, an Alternative Investment Think Tank at the professional services firm Rothstein Kass (RKCO). At those firms she focused on industry trends with an eye to providing actionable insights and information. Her research on emerging managers and women and minority-owned funds has changed the way investors and money managers behave - both in the way investors allocate and how money managers market to and seek investors. Meredith joined Aon in 2015.



Catherine Ann Marshall, CFA, M.A

Principal Consultant, RealAlts (Toronto)

Catherine leads RealAlts, a real assets investment consulting firm whose work spans global investment strategy, ESG and TCFD reporting, sustainable new product development, and corporate communications. Since 2008, Catherine has led assignments for a wide variety of Canadian and global clients. Prior to her work in consulting, Catherine was Director of Research and Strategy, Real Estate at the Canada Pension Plan Investment Board (CPPIB); Senior Vice President and Global Strategist at LaSalle Investment Management; Associate Portfolio Manager at Genus Capital Management; and Assistant Portfolio Manager at the British Columbia Investment Management Corporation (BCI). She has also worked at Aon Hewitt Investment Consulting as Associate Partner, Global Real Estate. She is past Chair, Risk Management and Alternative Investments Committee, CFA Society Toronto; past Programming Co-Chair, Commercial Real Estate Women (CREW), past Treasurer of the Canada Green Building Council Greater Toronto Chapter, past member of the Town of Oakville's Environmental Plan Committee, and a current member of the Responsible Investment Association's Toronto Workstream Committee. Catherine holds the CFA designation, she has an undergraduate degree in Economics and Urban Studies from Queen's University, and a Master's in Economics and Finance from Simon Fraser University.

Speakers



David Hood

Managing Director, Senior Real Assets Strategist, Sonen Capital (San Francisco)

David Hood leads the firm's private markets investment activities, with an emphasis on real assets portfolio strategies. Previously, Dave was a Managing Director at Stanford Management Company, where he oversaw the overall investment portfolio for \$9B in AUM in real estate, private equity and natural resources investments for the Stanford University endowment. The investments were global in scope and included investments in public and private funds, direct investments in assets and operating companies and tactical overlays. Before joining Stanford, Dave was a Senior Managing Director of Real Assets for Sterling Stamos. Prior to joining Sterling Stamos, Mr. Hood was one of the founding partners at Lone Star Opportunity Fund, where he held various responsibilities, for over \$1 billion in commercial mortgage debt and real estate portfolios. Mr. Hood also held a similar position as a founding member of Lone Star's predecessor company, Brazos Fund; a Robert M. Bass sponsored entity that, together with its related entities, acquired over \$3 billion in real estate assets. Previously, Mr. Hood worked as a Partner at several real estate development firms including Trammell Crow, Hillman Properties and Barker Interests. Mr. Hood holds a B.A. from Stanford University and an M.B.A. from Harvard Business School.



Eric Smith

Executive Vice President Business Development, L&B Realty Advisors, LLP (Dallas)

Drew is a real estate investment and development professional with twenty years of experience raising capital contributions, acquisitions, project design and construction, and securing permanent financing from local and national lending institutions. Drew manages investment structure, investor relations, and debt/equity procurement for Titan Development Real Estate Fund I (TDREF I) and Titan Development. Drew led the creation of a multifamily development partnership between the TDREF I development team and Alliance Residential Company. Drew has also championed a growing self-storage portfolio by establishing a strategic relationship with Extra Space Storage.

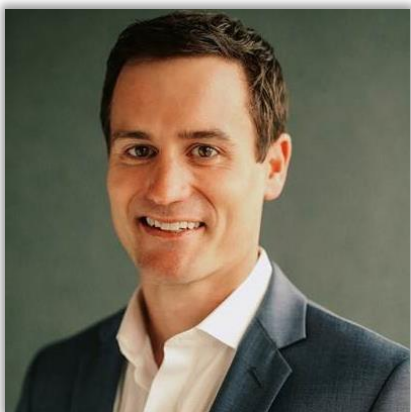
Speakers



Richard Peiser

Michael D. Spear Professor of Real Estate Development, Harvard University
(Cambridge)

Richard Peiser has been the Michael D. Spear Professor of Real Estate Development at the Graduate School of Design since 1998. He is also Director of the university-wide Real Estate Academic Initiative created in 2003. He was previously on the faculty at the University of Southern California (1986-1998) as associate professor of urban planning and development, director of the Lusk Center for Real Estate Development, and Academic Director of the Master of Real Estate Development Program that he founded in 1986. His courses: Real Estate Finance and Development, Field Studies in Real Estate, Planning and Urban Design, and Advanced Real Estate Development and Finance offer basic and advanced-level study of real estate at the GSD. He also taught the studios: Alternative Urban Pattern Prototypes: Looking at Pomona/Los Angeles, Newry, Northern Ireland—Revealing History in Urban Reconstruction, and Alternative Futures for the West Lake, Hangzhou, People's Republic of China, as well as field studies in Texas, California, New Hampshire, Idaho, and Shanghai. He is directing the school's activities in advanced education for senior real estate executives, notably the six-week Advanced Management Development Program in Real Estate.



Jim Schroder

Partner & CFO, TriBridge Residential (Atlanta)

Jim Schroder is a partner and strategic CFO whose duties cover a broad spectrum of the company's business to ensure its long-term success and financial sustainability. His primary responsibility is to secure equity capital through direct investments, programmatic joint ventures, and fund vehicles for TriBridge's investment platform, which closed over \$1.6 billion in transactions in the past three years. As a member of the firm's Investment Committee, he reviews and approves all investments. In addition, Jim oversees all investment management and reporting functions. Prior to joining the company in 2013, Jim accumulated over 10 years of global experience in real estate private equity, development, and strategy consulting while based in Singapore, Denver, and New York City. Immediately out of college, he co-founded a start-up consulting firm and managed its operations, where he served as project manager for "The Beltline Emerald Necklace Report" at Alex Garvin & Associates. Jim gained international experience in Asia real estate and capital markets based out of Singapore and, separately, obtained significant experience in distressed investing in the US real estate during the last downturn in 2009-2011. Jim received a Bachelor of Arts in Political Science from Yale University and a Master of Business Administration in Real Estate and Finance from the Wharton School at the University of Pennsylvania.

Speakers



Toby Bozzuto

President & Chief Executive Officer, Bozzuto Management (Greenbelt)

As President and CEO of The Bozzuto Group, Toby Bozzuto provides strategic and day-to-day leadership for more than 2,600 employees, guides future growth and encourages the company to create extraordinary experiences for residents, clients, partners and each other. The Bozzuto Group currently manages 77,000 apartments and 2.2 million square feet of retail space in 12 metropolitan areas. An active member of his community, he serves on the Board of Trustees for Colgate University, Kennedy Krieger Institute and the Gilman School. As a regular guest lecturer at Harvard University, Georgetown University, Cornell University, University of Maryland and Johns Hopkins University, Bozzuto strives to share his insight and passion for creating community. He is a member of the Harvard Joint Center for Housing Policy Advisory Board and the Young Presidents' Organization. He previously served on the National Advisory Board for ULI's Terwilliger Center for Housing. Bozzuto regularly lends his real estate expertise to leading publications such as The Wall Street Journal and The Harvard Business Review, as well as media outlets such as CNBC, Marketplace, Bloomberg Media and Baltimore's NPR Station WYPR.



Ernest Johnson

Partner & Executive Managing Director, ApexOne Investment Partners (Houston)

Ernest is a Principal and an Executive Managing Director of ApexOne Investment Partners. He focuses on capital markets, fund strategy and administration, and investor relations. Ernest has 38 years of real estate experience including 17 years as the Executive Vice President of PM Realty Group's Capital Markets division and 10 years with JMB Property Company where he served as Executive Vice President of the Western Division. Immediately following graduation from college, he managed a national multifamily student housing portfolio and was responsible for all facets of operations, including acquisitions, dispositions, construction and finance. Ernest is actively involved with National Multifamily Housing Council. He serves on the Advisory Council for Auburn University's Master of Real Estate Development program and is also on the University of Florida's Bergstrom Real Estate Center Advisory Board. Ernest previously served as the Chairman of the Board of Trustees for the Lone Star Chapter of the National Multiple Sclerosis Society and has been inducted into the MS Society's National Fundraising Hall of Fame. Ernest graduated with a Bachelor of Science in Business Administration from Auburn University (1980).

Speakers



Nate Kline

Chief Investment Officer & Principal, OneWall Partners (New York)

Mr. Kline is a Principal, Founder and the Chief Investment Officer of OneWall Partners™ where he drives investment strategy and acquisitions. Prior to launching OneWall, Nate founded Genuity Partners where he provided advisory and consulting services and conducted financial training programs worldwide. Previously, Nate managed valuation, due diligence and financial analysis on more than \$8 billion of transactions at Fortress Investment Group. While at Merrill Lynch, he executed five exclusive/lead advised M&A deals worth \$13.5 billion. Nate graduated from the Smeal College of Business and Schreyer Honors College at Pennsylvania State University where he obtained a B.S. in Finance and a B.A. in Economics in 2003.



Michael Underhill

Co-Founder & Chief Investment Officer, Capital Innovations (Milwaukee)

Michael is the author of the acclaimed Handbook of Infrastructure Investing, has published hundreds of papers on investing and finance. Recognized for his expertise as a polymath, he is frequently asked to speak on topics such as investment policy, portfolio management, and the risk characteristics of Real Asset investing. He is a regular contributor to Bloomberg Media, the CFA Institute, EDHEC Risk Institute, guest speaker at Wharton and leading think tanks like the Inter-American Dialogue. Michael is Chairman Emeritus of the UNPRI Infrastructure Work stream and one of the world's most provocative, respected financial analysts. Investors have used Michael's award-winning real estate, natural resources and infrastructure investment strategies worldwide. Michael graduated from Pennsylvania State University with a Bachelor of Science degree in quantitative Economics. He has completed post-graduate coursework from Pepperdine University centered on Fiduciary Studies, Universidad del Salvador (Argentina) in Latin American Economics and Stanford Law School where he focused on corporate governance.

Speakers



Coe Schlicher

CEO & Founder, Kong Capital (Austin)

Coe Schlicher is the Chief Executive Officer and Founder of Kong Capital, where he provides strategic direction of the investment strategies, as well as overall leadership of the firm. Prior to founding Kong Capital, Coe launched the Titan Development Real Estate Fund 1 at Titan Development in 2016, where he was Fund Manager, Principal and independently responsible for the Senior Living Group. Previously, Coe worked as CFO of Ernest Healthcare which developed 20 post-acute hospitals and successfully prepared the company for exit, before returning to his engineering background as CEO of Silicon Audio, an Austin based engineering and manufacturing company that focuses on high tech sensor systems. Coe graduated from Washington University in St. Louis with a Bachelor's degree in Mechanical Engineering and earned an MBA from the Kellogg School of Management in Chicago.



Federico Lacour

Managing Director, Fosun Group (New York)

Federico Lacour is a Managing Director at Fosun Group in NYC, where he leads acquisitions and asset management of healthcare real estate assets and operators in North America. He is a Board Member of asset manager Everest Healthcare Properties LLC, as well as President & Board Member of a medical office buildings joint venture among three insurance companies. Fosun is a global principal investor with \$99bn AUM, listed in Hong Kong with ticker 656:HK. Federico joined Fosun from Welltower, the largest healthcare REIT in the world with ticker NYSE:WELL. There, he led a team responsible for acquisitions and development of seniors housing and medical office buildings, as well as corporate M&A. He was responsible for asset management of Welltower's \$6bn state-of-the-art seniors housing RIDEA portfolio in the US, UK & Canada, operated by Sunrise Senior Living. Most notably, he led the acquisition and development of a mixed-use luxury seniors housing & retail facility in Manhattan, in partnership with Hines and Sunrise. Federico first started transacting in the US & European healthcare and real estate markets in 2001, while based in London with Deutsche Bank & Barclays Capital. He is an Industrial Engineer and holds an MBA from Wharton.

Speakers



Steve Jorgenson
CEO & President, Solterra (Scottsdale)

Steve is a principal in Solterra. Currently, his primary focus is new acquisitions and development, and strategically expanding the Solterra brand. Steve brings a wealth of entrepreneurial success and experience in technology, sales, strategic alliances, and real estate development that is valuable in making Solterra Senior Living the premiere brand in comprehensive life care and wellness services for aging adults. In 2005, Steve partnered with his father, Jeff Jorgenson, to expand his passion for development into the senior housing business. Steve's introduction to Solterra was the Chandler assisted living community, and Solterra has continued to grow under his watch. To date, eight assisted living and independent living communities have been added to the Solterra Living brand. Steve has a political science degree from the University of Arizona College of Arts and Science.



Matt Johnson
Principal, McFarlin Group & Surpass Senior Living (Dallas)

Matt has two decades of experience in senior living creating value in senior living investments and acquiring and building senior living communities. Matt currently focuses on identifying acquisition opportunities, building internal infrastructure while the company grows and driving value in the portfolio. Prior to forming McFarlin Group in 2008, Matt was a Vice President with a large, Texas-based senior living developer and operator. From 2001 to 2003 Matt was a Regional Marketing Manager responsible for marketing and initial leasing to residents for various senior living projects across the United States. From 2003 to 2008 Matt led the planning, financing and structuring of senior living projects, coordinated and directed development and construction activities, and coordinated preopening and fill-up operational activities. Matt has had overall responsibility for senior living projects with project budgets ranging from approximately \$10 million to \$240 million. Matt has overseen the acquisition, planning and development of over 40 senior living projects in 14 states with total debt exceeding \$650 million. Matt holds a Bachelor of Business Administration with a double major in Finance and Real Estate Finance from Southern Methodist University. Matt was named an Ernst & Young 2015 Entrepreneur of the Year finalist. Matt is an active member of the Dallas Chapter of YPO.

Speakers



Lindsay Bachner
Vice President , Evercore (Los Angeles)

Lindsay is a Vice President in Evercore's Real Estate Capital Advisory Group where she focuses on advising clients and raising capital from institutional investors across the Western US and Canada. Lindsay joined the team in 2015 from Mesa West Capital where she spent five years focused on investor relations and capital raising. Prior to Mesa West, Lindsay worked at Yorkville Advisors and JP Morgan Asset Management in New York. Lindsay graduated Cum Laude from Marist College. Lindsay currently serves as a member of Women in Real Estate ("WIRE").



Tony DiBiase
Principal, CA Ventures (Chicago)

As Principal of CA International, Tony focuses on international investment and development opportunities. In real estate for over 25 years, Tony has spent 15 years growing operating companies and working with large-scale real estate projects in international markets. His real estate experience includes commercial management and leasing, property and facility management, retail and mixed-use properties, student housing, receiverships, start-ups and business unit sales. Previously, he served as Chief Operating Officer at U.S. Equities Realty, a Chicago based Real Estate company also in Latin America. Tony received his Bachelor of Science in Finance from the University of Illinois. He has served on several boards, including: The Chicagoland Chamber of Commerce, Chicago Real Estate Network, and US Urban Realty. He has also served as a member of Building Owners and Managers Association (BOMA), Urban Land Institute (ULI), International Council of Shopping Centers (ICSC), and International Facility Management Association (IFMA).

Speakers



Robert G. Byron

Chairman, Co-CEO & Co-Founder, Blue Vista Capital Management (Chicago)

Robert G. Byron is the Chairman, Co-CEO and Co-Founder of Blue Vista Capital Management, and a member of the firm's Management and Investment Committees. Robert has more than 40 years of real estate investment management and transaction experience, having completed over \$15 billion in real estate transactions in his career. Prior to forming Blue Vista, Robert held senior investment positions at the McShane Corporation, AEW Capital and LaSalle Partners (JLL). Robert earned a JD and a BA with Honors, from the University of Virginia. He currently serves on the University of Virginia's Law School Alumni Advisory Council, Jefferson Scholarship Foundation Board, Architecture School Board, Jefferson Trust Board and the UVA Foundation Board. Robert is also a Trustee of the Urban Land Institute, a member of the Board of Directors of the Posse Foundation, and a member of the Thomas Jefferson (Monticello) Foundation Summit Board.



Jide Famuagun

Chief Executive Officer, Alpha Capital Partners (Pittsburgh)

As Founder and Chief Executive Officer of Alpha Capital Partners, Jide is responsible for strategic direction and finance. Jide has over 10 years' experience in commercial real estate due diligence, finance, and asset management. He has been involved in over \$2.5 billion of debt and equity financing, recently as Vice President at Rice Energy Inc., – a publicly traded energy firm, and previously as CEO of Oasis Supply & Trade, Inc., an Inc. 500 company. Jide earned a Bachelor's degree in mechanical engineering from University of Oklahoma, and an MBA from Oklahoma Christian University.

Speakers



Scott Arden

Managing Director, Hodes Weill & Associates (New York)

Scott Arden is a Managing Director of Hodes Weill & Associates in the New York office responsible for covering institutional investors in North America. During his tenure at Hodes Weill, he has worked on opportunities in Latin America, Asia, and the US, as well as more globally focused mandates. Previously, Mr. Arden was a Managing Director at Triton Pacific Capital where he was responsible for business development, origination and institutional marketing of real assets investment vehicles. Prior to joining Triton, Mr. Arden was a Director at MVision Private Equity Advisers where he was responsible for sourcing and placing real estate private equity funds and joint ventures globally, in addition to spearheading the firm's entrance into the real estate sector. During his tenure, he worked with groups in the U.S., Latin America, Asia and Europe, including Turkey. Prior to MVision, Mr. Arden was an associate at JT Partners where his focus was on sourcing and placing real estate private equity funds globally. Additionally, he has prior experience in risk management and investment banking as well as stock, commodity and currency trading. Mr. Arden received a BA in Economics from the University of Maryland. He is a member of PREA and INREV.



Larissa Herczeg

Managing Partner, Oak Street Real Estate Capital (Chicago)

Larissa Herczeg oversees all aspects of Oak Street Real Estate Capital's seeding and strategic capital business. This includes due diligence, selection of real estate investments, portfolio management and reporting. In six years, she has grown the firm's seeding and strategic capital business from \$50 million to more than \$500 million, including an additional \$100 million of allocations exclusively devoted to minority- or women-owned managers. Herczeg provides not only capital, but also mentorship for small and emerging real estate managers. She co-founded Women in Real Estate, a national organization for women in the private-equity real estate business. She is a trustee of Roosevelt University; a mentor for the Goldie Initiative, which trains women leaders in commercial real estate; and an organizer of the annual Real Estate Emerging Manager Summit.

Speakers



Philip Slovitt Managing Principal, Northpond Partners (Chicago)

Philip Slovitt co-founded Northpond Partners, LLC alongside Sam Ankin. His primary day-to-day responsibilities include capital raising, investor relations, investment underwriting & portfolio management. He is also a member of the Investment Committee. He was also a founding partner of Shiner Capital Partners, LLC, an entity that sponsored SCP Realty Fund I, LP and SCP Realty Fund II, LP. Mr. Slovitt successfully led Shiner Capital as it made 33 investments and procured project level financing equating to approximately \$200,000,000. Mr. Slovitt previously worked at Morgan Stanley's Chicago office in its U.S. Real Estate Investing Group. While at Morgan Stanley, Mr. Slovitt's responsibilities included the underwriting, due diligence and closing of more than \$1 billion in real estate investments on behalf of Morgan Stanley-sponsored funds and separate account clients. Prior to joining Morgan Stanley, Mr. Slovitt worked for Crow Holdings in Dallas, Texas. During his time at Crow Holdings, Mr. Slovitt primarily worked on the acquisition and asset management of retail, office and industrial properties totaling more than \$350 million in value. Mr. Slovitt graduated from the Cox School of Business at Southern Methodist University with a BBA in Real Estate Finance. He is actively involved with the Western Golf Association Leadership Council, Illinois Junior Golf Association and the American Junior Golf Association through their ACE Grant scholarship programs. Mr. Slovitt is a member of the International Council of Shopping Centers, Urban Land Institute and a Council Member of Real Estate Finance and Investment Center at the University of Texas at Austin. He currently resides with his wife Emily and three children in Chicago.



Derrick McGavic Principal, Newport Capital Partners (Chicago)

Mr. McGavic is the Firm's Managing Principal. He serves on the Firm's Management and Investment Committees. Mr. McGavic has over 35 years of institutional and private real estate experience. Prior to founding the Firm, Mr. McGavic was a Managing Director with RREEF where he ran five separate co-mingled funds and two separate accounts with total AUM in excess of \$3.5 billion. Mr. McGavic was a member of the RREEF Value-Add / Venture Capital Investment Committee and the RREEF Structured Debt / Mezzanine Fund Investment Committee. Mr. McGavic also led major initiatives involving RREEF's Structured Debt Group and Client Relations. Prior to joining RREEF in 2000, Mr. McGavic was with JE Roberts Companies and LaSalle Partners (twice each) in acquisitions, portfolio management, M&A, loan workouts and asset management. Over his career Mr. McGavic has executed more than \$4.5 billion of real estate transactions. Mr. McGavic is a member of PREA, participating in the Valuations and Reporting Affinity Group, ICSC and serves on Oregon State University School of Business Advisory Board. Mr. McGavic is a former Officer of Marines. He holds an M.S. from the University of Southern California, a B.S. in Business and a B.S. in Naval Engineering from Oregon State University.

Speakers



Andy Weiner
President, RockStep Capital (Houston)

Andy Weiner, president of RockStepCapital, started RockStepCapital Corporation in 1996. Weiner has built and developed over 7 million square feet of shopping centers and has assets in 10 states. Prior to founding RockStep Capital, Weiner served as Vice President of Operations for Weiner Stores, a chain of 159 family clothing stores with locations in Mississippi, Louisiana, and Texas. A Stanford University graduate with a degree in Economics and Political Science, Weiner spent his junior year at the London School of Economics. He received his MBA from the University of Texas and completed Harvard University's business program for retailing executives. Weiner enjoys studying foreign languages and is fluent in Spanish and French. He is a highly sought-after speaker at family office and real estate conferences.



Drew Dolan
Fund Manager, Titan Development Real Estate Fund (Albuquerque)

Drew is a real estate investment and development professional with twenty years of experience raising capital contributions, acquisitions, project design and construction, and securing permanent financing from local and national lending institutions. Drew manages investment structure, investor relations, and debt/equity procurement for Titan Development Real Estate Fund I (TDREF I) and Titan Development. Drew led the creation of a multifamily development partnership between the TDREF I development team and Alliance Residential Company. Drew has also championed a growing self-storage portfolio by establishing a strategic relationship with Extra Space Storage.

Speakers



Bob Hellman

CEO and Partner, American Infrastructure Partners (Foster City)

Bob co-founded the American Infrastructure Funds and has been a private equity investor for over 30 years. He has been an investor and director in a wide variety of infrastructure and other sectors including building materials, forest products, energy production and distribution, printing and office supplies, death care, health and fitness, and consumer products and services. Before founding AIM, he was a managing director of McCown De Leeuw, a middle-market private equity firm, and gained significant experience in mergers, acquisitions, and business strategy at Bain, where he focused on expansion strategies, cost reduction, and acquisition analysis. MBA: Harvard Business School (Baker Scholar); MS: London School of Economics; BA: Stanford University.



Paul Cate

CEO, Mark IV Capital (Newport Beach)

Paul Marshall Cate is the Chief Executive Officer of Mark IV Capital, Inc., a real estate development company, and family office, headquartered in Newport Beach, California. As the CEO for the company, Mr. Cate takes the lead in establishing the strategic direction for the company, as well as the ongoing operations. He takes an active role in the design and execution of development projects, and has been involved with the development of over 10 million square feet of office, industrial, flex, and medical office space. Mr. Cate began his career as a Certified Public Accountant in a firm specializing in commercial real estate and high net worth individuals. He has a Master's Degree in Taxation. During his 21 year tenure at Mark IV Capital, Mr. Cate has initiated in-house development, expanded geographically from one office to offices in five western states, and implemented a best-in-class management reporting system.

Speakers



Clifford A. Booth

President & CEO, Westmount Realty Capital, LLC (Dallas)

A native of Montreal, Canada, Cliff Booth is the founder and CEO of Westmount Realty Capital, LLC. He holds a B.A. Honors in Political Science from McGill University in Montreal and an M.Sc. in Economics from the London School of Economics. Cliff first moved to Dallas in 1979 and founded the company shortly afterward. With over 35 years of industry experience, Cliff is recognized as an innovative and leading-edge investor. His relationship-driven approach towards investing has earned the trust of numerous U.S. and foreign institutional and private capital sources, many of which have been investing with Westmount for decades. Among his many notable achievements, he was one of the first to assemble a significant portfolio of flex industrial properties in the United States and also a pioneer investor of office and flex industrial in/around Downtown Dallas in the 1990s. To date, Cliff has led the company to build a portfolio of over 15 million square feet of industrial properties and 4,000 multifamily units with office in several cities.



Spencer Burton

Director, Northwestern Mutual Real Estate Investments (Dallas)

Spencer Burton has 17 years of real estate investment and development experience, including seven in Latin America. He is currently based in Dallas, TX where he works as a Director for Northwestern Mutual's \$45 billion real estate portfolio. In his current role, Spencer assesses new acquisition, development, and debt opportunities for the company's Dallas Field Office. His region includes Oklahoma, New Mexico, parts of Texas, and the whole of Mexico. Spencer Burton holds a Bachelor of Arts in International Affairs with an emphasis in economics from Florida State University and a Master of Professional Studies in Real Estate with a concentration in finance from Cornell University. He speaks fluent English and Spanish.

Speakers



Chris Caton

Senior Vice President, Global Strategy and Analytics, Prologis, Inc. (San Francisco)

Chris Caton is the Senior Vice President, head of Global Strategy & Analytics. Caton is responsible for the Research, Advanced Analytics and Valuations capabilities at Prologis. Collectively, these teams create and interpret industry data; identify and project emerging trends that lead to transformational change in the logistics and real estate industries; and, communicate and develop tools to drive business strategy. Prior to joining Prologis in 2012, Caton held real estate and strategy roles at Morgan Stanley and CBRE. Caton holds an MBA from the Wharton School at the University of Pennsylvania, a Master of Arts in Economics from Boston University, and Bachelor of Science in Mathematics from the University of Puget Sound.



Jeff Menard

Vice President of Acquisitions, Thor Equities (New York)

Mr. Menard is responsible for multifamily, industrial, and office acquisitions at Thor Equities. Prior to joining Thor, Mr. Menard spent 10 years with Mitsui Fudosan America, the U.S. subsidiary of Japan's largest publicly traded real estate developer. While with Mitsui Fudosan, he served in various acquisition and asset management roles, ultimately relocating to San Francisco to oversee the acquisition and development of over \$1 billion of real estate assets on the West Coast. Before joining Mitsui Fudosan he worked in commercial mortgage brokerage. Mr. Menard received a Bachelors of Science in Accounting from Syracuse University and a Masters of Science in Real Estate Finance from the Schack School of Real Estate at New York University.

Speakers



Ryan Swehla, CCIM, CPM

Principal & Co-Founder, Graceada Partners (Modesto)

Ryan Swehla is Principal & Co-Founder of Graceada Partners, where he provides strategic direction and oversees capital sourcing for the company's 2,000,000 SF portfolio of Northern California office & retail assets. Mr. Swehla serves on Graceada Partners' investment committee and focuses on strategic equity and debt relationships, leading Graceada Partners' sponsorship of two real estate funds and ten syndications. The company's focus on California's fastest growing region, the Central Valley, has made them a market leader in office building investment in the 7.4 million population region. As a vertically integrated and geographically focused real estate investment company, they have significant informational advantage and deep market knowledge. Mr. Swehla is one of few professionals to hold both the CCIM (Certified Commercial Investment Manager) and the Institute of Real Estate Management's CPM (Certified Property Manager) designation. He is past board president of Great Valley Academy public charter school which serves 1,500+ students regionally. Mr. Swehla is a graduate of Columbia University, where he earned a B.S. degree in Engineering and Management with minors in Finance and Economics.



Phillip T. Fitzgerald

Chief Executive Officer, 7 Bridges Capital Partners (Los Angeles)

Mr. Fitzgerald established 7 Bridges Capital Partners after his departure from Jamestown Latin America, which he founded in February 2013. Prior to his position as the CEO of Jamestown Latin America, Mr. Fitzgerald was a partner with Paladin Realty Partners, where he served as managing director of emerging markets. In that role, Mr. Fitzgerald successfully led and managed investments centered on an extensive portfolio of more than 120 real estate assets located in seven Latin American countries. Prior to joining Paladin, Mr. Fitzgerald was a founding partner of boutique investment banking firm Griffin Partners, an associate in the real estate finance group of Jefferies & Company, Inc., and an analyst in the real estate finance group at Salomon Brothers. Mr. Fitzgerald also served in the United States Navy between 1982 and 1990, prior to graduating summa cum laude from Southern Methodist University, where he was valedictorian of his class.

Speakers



Taylor Mammen

Senior Managing Director, RCLCO (Los Angeles)

Taylor Mammen is a Senior Managing Director based in RCLCO's Los Angeles office and currently serves as the firm's Director of Institutional Advisory Services (IAS). Since joining RCLCO in 2006, he has directed and managed consulting engagements in each of the firm's practice areas, across a wide range of geographies. As Director of IAS, Taylor leads the firm's institutional investor client relationships, including directing investment strategy, underwriting, and asset management responsibilities. Taylor has helped establish the IAS practice within RCLCO while sourcing and underwriting approximately \$4 billion in equity commitments to separate accounts and funds on behalf of public pension funds. He also serves on RCLCO's Executive Committee, with responsibility for implementing firm strategy. Taylor joined RCLCO after serving as director of research for a boutique government relations consulting firm in Washington, D.C. and working with the Boston Redevelopment Authority on a public-private initiative to revitalize and "re-knit" downtown Boston in response to the Big Dig. He received his Masters in City Planning from the Massachusetts Institute of Technology and a Bachelor of Arts in Political Science from Brigham Young University. He is an active member of the Pension Real Estate Association (PREA) and the Urban Land Institute.



Ben Sheridan

Co-Founder & Principal, Woodside Health (Cleveland)

Ben Sheridan is a co-founder and principal at Woodside Health, a commercial real estate firm that has acquired and now manages 30 medical office buildings nationwide. Ben leads investor relations and is actively involved in underwriting. Through Blue Durham Properties, he financed 50 residential real estate transactions. Ben served as a general manager of several divisions at Progressive Insurance Company. He had P&L responsibility for various business units over his 15-year career there, his largest having revenue of almost \$3 billion. Prior to Progressive, Ben was a management consultant at McKinsey & Company and a financial consultant at Arthur Andersen & Company. He's on the executive committee of the board of directors of the Montefiore Home, a leading non-profit organization involved in senior healthcare and housing. Ben received his M.B.A. from Harvard University and B.A. from Duke University.

Speakers



Ricardo Goldberg

Managing Director, CIM Group (Los Angeles)

Mr. Goldberg is a Managing Director, Portfolio Oversight focused on Latin America and Separate Accounts at CIM Group. He has been involved in the acquisition, development and asset management of over \$1.5 billion in real estate transactions in urban markets in the U.S., including San Francisco, Los Angeles, Chicago Dallas and Houston and in Latin America primarily in Mexico, Chile, Colombia and Peru. Prior to joining CIM in 2011, Ricardo worked at Merrill Lynch as a Mergers & Acquisitions Analyst in the Investment Banking group (2007-2009) and as a trader at the Central Bank of Mexico managing the international reserves (2005-2007). Mr. Goldberg received a B.S. in Computer Systems and Business from Iberoamericana University and an M.B.A. from the University of Chicago – Booth School of Business.



Brian Rosen

Chief Investment Officer, Accesso Partners (Hallandale)

Brian L. Rosen has been named chief investment officer of Accesso Partners, LLC, a real estate investment group that owns and manages office buildings nationwide. Rosen advances from managing director and leads the investment committee, reporting to Ariel Bentata, co-founder and managing partner-investments. “Brian has played an outstanding role in helping the firm expand its portfolio of Class A office properties nationwide,” says Bentata. “He has refined our philosophy of communicating closely with brokers and sellers, delivering deep due diligence and expedited closings.” “Accesso continues to have a large appetite for acquiring high quality office buildings and is already a top owner/operator in our target non-gateway U.S. markets,” he adds. Rosen is also responsible for sourcing and closing joint ventures, refinancings and sales/dispositions of portfolio properties. He joined Accesso in 2013 from Investcorp International, Inc., New York City, where he was a partner for 10 years responsible for acquisitions and asset management. Rosen holds a BA in history, minor in economics from the University of Pennsylvania and lives with his family in Boca Raton, FL where he coaches girls basketball and soccer.

Speakers



Russell Deakin

Managing Partner & Director of Investments and Advisory Services, Aceana Group (Los Angeles)

Russell Deakin is Managing Partner & Director of Investments and Advisory Services at Aceana Group. Mr. Deakin, fluent in English and Portuguese, has an MBA from the Anderson Graduate School of Management of UCLA and undergraduate studies at Oxford and Tufts University. An alternative asset executive with over 25 years' experience with real estate, private equity/venture capital, and infrastructure/energy, Mr Deakin has developed substantial global relationships with senior professionals in the LP investor base & GP fund manager community. A successful investor/fund raiser in these asset classes with a geographical focus from Berlin, Germany to San Francisco, U.S to Santiago, Chile. Mr. Deakin also has 11 years' experience as CFO/Partner for a real estate developer and has various roles as board member for invested companies and interim CFO positions for portfolio companies.



Marc Rucinski

Asia Pacific Head of Real Estate, Citi Private Bank (New York)

Marc currently serves as the Asia Pacific Head of Private Equity and Real Estate for Citi Private Bank where he is responsible for sourcing, diligencing, structuring and distributing private equity and real estate investments to clients globally. Previously Marc served as the co-head for Americas Real Estate at Citi Private Bank in New York. Marc has also worked as real estate investment banker at Credit Suisse, as a private equity professional in the Global Structured Finance & Investments group at Merrill Lynch & Co. Inc. and as a large loan originator in the Real Estate Finance & Securitization group at Credit Suisse.

Speakers



Thomas Verbeken

Head of Real Estate Investments, Inversiones Marchigue (Santiago)

Thomas is Head of Real Estate at Inversiones Marchigue, a Chilean family office with important focus on real estate investments. In this position, Thomas is responsible for the co-investment, analysis and profitability valuation for all new real estate asset classes such as the development of residential and commercial real estate with local developers, direct real estate equity investment for rent and RE Investments funds, amongst others. Previously, Thomas has worked in MetLife Insurance Company on the Real Estate Investment production team and as Head of Real Estate Risk for more than 8 years, and also worked in development area of the regional shopping mall developer Parque Arauco. Thomas has Business Administration in Universidad Católica de Chile and has a Master in International Business Finance in Bournemouth University, UK. Thomas is also teacher on ESE Business School on its different Real Estate programs.



Ricardo Outi

Founder and Managing Partner, AIC Capital (Miami)

Ricardo is the Founder and Managing Partner of AIC Capital, a platform as a service that provides Institutions, Family Offices and High Net Worth Individuals with intellectual capital and access to alternative investment solutions. Ricardo has 20+ years of global wealth management and alternative investments experience. Prior to founding AIC Capital, Ricardo worked at Citigroup in senior roles including senior investment analyst in Brazil, head of strategy and business development in Miami, head of marketing and sales strategy in Tokyo, head of Citi Ventures-Asia in Singapore. Ricardo has an MBA from the University of Chicago Booth School of Business, with concentration in real estate investing.

Speakers



Ahmed Fawzi Musaad Al Saleh

Chief Investment Officer, Massaleh Investments MIC (Kuwait)

Ahmed Fawzi Musaad Al Saleh graduated from Boston College in USA with major in Operations Strategic Management and Applied Statistics. He owns various responsibilities across several companies with his cousins 24 individuals in all under Musaad Al Saleh Group a conglomerate based in Kuwait having its global presence with exposure across diversified sectors and Asset size of over USD\$ 1.5 Billion. Some of the companies under the group are MSS Contracting Co (www.mss.com.kw) a 1930s established Grade A Contractor, Al Massaleh Real Estate Co (www.alamassaleh.com) and Tameer Real Estate Co (www.altaameer.com.kw) both of which are Kuwait Stock Exchange listed Entity holding a portfolio of residential and real estate buildings and several real estate projects within Kuwait and in the region. Musaad Al-Saleh Travel Agency <http://www.msstravel.net> one of the oldest Travel Agency in Kuwait, Al Massaleh Investments Co (www.massalehinvest.com) manages portfolio direct as well as indirect of proprietary funds as well as for third parties both in the local/regional as well as international markets. The first five star Health Club in Kuwait namely Corniche Club (www.alcornicheclub.com) is one of the developments of Tameer Real Estate Co. Ahmed Al Saleh is the majority owner of Bayan School Kuwait, Fawzia Sultan International School , Fawzia Sultan Rehabilitation Centre which are non profit entities operating in Kuwait which is structured under FAWSEC (www.fawsec.com.kw) . Currently he is the Chairman and CEO of Massaleh Investments, Vice Chairman of First Services Co for Administrative & Economic Consultancy Kuwait.



Nitin Shakhder

CEO & CIO, Green Capital (New York)

Nitin Shakhder is the CEO & CIO at the Green Capital Single Family Office. As the 3rd generation and chief principle at the green capital single family office, he oversees an aum of 300 mn usd across multi asset classes globally. Nitin has more than 22 years experience in real estate, private equity real estate valuation & transactions, structuring commercial real estate assets and sourcing deal flow. The Green Capital global real estate portfolio extends across London, New York, Dubai, Singapore, Hong Kong, Tokyo & India. Nitin has an MBA (Marketing) from the Faculty Of Management Studies, University of Delhi, India and holds an Executive MBA from Wharton at the University of Pennsylvania.

Agenda Outline- April 20th - DAY 1

10:00 am ET

Welcoming Address

President, CEO, Carmo Companies (New York)

10:05 am ET

Keynote Speaker

This is a global pandemic. What does real estate do when it's over?

Governments, businesses, health organizations, and medical professionals are doing their best to protect and heal, and it is abundantly clear that every sector and every person has an important part to play in this crisis. But what happens after the immediate crisis passes? Pandemics can dramatically change society, the economy, and governments—especially if they alter the way people have to live and work for longer than a few months. If that is the case with COVID-19, what will that change look like, and what should investors do about it? How the crisis itself plays out on a daily basis may be difficult to predict, but the changes that come after today may already be visible, if one knows where to look.

Mary Ludgin, Senior Managing Director, Head of Global Research for Heitman and Gunnar Branson, CEO of AFIRE will discuss what the world may look like when the crisis is over and how real estate investment strategies will likely change as tenant usage, the built environment, and global markets transform.

Keynote Speaker:

Mary Ludgin, Senior Managing Director & Head of Global Research, **Heitman**

Interviewer:

Gunnar Branson, CEO, **Association of Foreign Investors in Real Estate (AFIRE)**



Agenda Outline- April 20th - DAY 1

11:05am ET

Global Institutional Investor Outlook

Institutional investors discuss the current global real estate market. How has their investment perspective and philosophy changed over the last month? How were their investments affected by COVID-19? Which areas were hardest hit? How did you proceed with deals that were supposed to close this past month? What opportunities or threats lie ahead?

Moderator:

Kenneth Munkacy, Senior Managing Director, **Kingbird Investment Management**

Panelists:

Jeff Giller, Partner, Head of Real Estate, **StepStone Group**

Derek Proctor, Vice President, Real Estate, **Meketa Investment Group**

Jorge Martinez Chavez, SVP, Alternative Assets, Private Equity Funds & Co-Investments, **Citibanamex AFORE**

Matthew DeAngelo, Investment Manager, **Drexel University**

Pamela Boneham, Head of Capital Strategies, **Barings Real Estate**

Agenda Outline- April 20th - DAY 1

12:15pm ET

Afternoon Slack Chat

Sponsored by:



12:30pm ET

Property Outlook: Hospitality

From Luxury to economy, hotels have been one of the hardest hit real estate asset classes due to the ongoing crisis. COVID-19 has become the most significant event to have ever impacted the hospitality industry. How have hotel owners, developers and property managers managed this crisis around the world? Which geographies are hardest hit? What are plans for future and when is it time to start buying distressed hotel assets?

Moderator:

Heather Border, Co-Founder & Managing Partner, **Alliance Global Advisors**

Panelists:

Daniel J. Healy, Chief Executive Officer, **Civitas Capital Group**

Robert Burg, President North America, **Aimbridge Hospitality**

Allie Hope, Chief Development Officer, **Virgin Hotels**

Federico Moreno-Nickerson, Vice President of Development, **Apple Leisure Group**



Agenda Outline- April 20th - DAY 1

1:45pm ET

Afternoon Slack Chat

Sponsored by:



2:00pm ET

ESG- Investing with Impact

In September 2019, institutional investors with \$2.4 trillion in assets drew a line in the sand: They made clear that they were serious about wielding their financial clout to combat climate change. With the backing of the United Nations, funds including CDPO, CalPERS, PensionDanmark, Swiss Re and Allianz joined the Net-Zero Asset Owner Alliance, pledging to transition their investment portfolios to become carbon neutral by 2050. Now is the time to consider investment and portfolio actions in the context of the unfolding humanitarian crisis. At a time when public expectations of business's role in society are shifting rapidly, why should investors consider evolving their ESG programs?

Moderator:

Jennifer Stevens, Co-Founder & Managing Partner, Alliance Global Advisors

Panelists:

Gabriel Espana, Managing Director, Iskali Capital Group

Meredith Jones, Partner & Head of Emerging Manager Research, Aon Hewitt Investment Consulting

Catherine Ann Marshall, CFA, M.A, Principal Consultant, RealAlts

Eric Smith, Executive Vice President Business Development, L&B Realty Advisors, LLP

David Hood, Managing Director, Senior Real Assets Strategist, Sonen Capital

3:15 pm ET

End of Day 1



Agenda Outline- April 21ST - DAY 2

10:00 am ET

Welcoming Address

President, CEO, Carmo Companies (New York)

10:05 am ET

Keynote Presentation: And So It Begins...

A candid presentation by the Global Head of Research for USAA Real Estate and former Head of Real Estate research of the Abu Dhabi Investment Authority. Will McIntosh runs through the most recent data points and discusses how COVID-19 is affecting the current global property market. What is to come?

Keynote Speaker:

Will McIntosh, Ph.D., Global Head of Research, USAA Real Estate

11:05am ET

Property Outlook: Residential

Multifamily workforce housing has been claimed to be the most recession resilient asset class but what happens when the workforce can't work and pay their rents due to government enforced lockdowns? How are investors, developers and operators of residential for rent and sale real estate handling the COVID-19 crisis?

Moderator:

Richard Peiser, Michael D. Spear Professor of Real Estate Development, Harvard University

Panelists:

Jim Schroder, Partner & CFO, TriBridg Residential

Toby Bozzuto, President & Chief Executive Officer, Bozzuto

Ernest Johnson, Partner & Executive Managing Director, ApexOne Investment Partners

Nate Kline, Chief Investment Officer & Principal, OneWall Partners



Agenda Outline- April 21ST - DAY 2

12:15 pm ET

Afternoon Slack Chat

Sponsored by:



ALLIANCE
GLOBAL ADVISORS

12:30pm ET

Industry Outlook: Senior Living

Senior housing is among the most vulnerable real estate sectors to the coronavirus because so many senior-housing residents are in their 70s and 80s, a high-risk demographic, with estimated mortality rates in the 5 to 15 percent range. As a result, investors expect fewer people to move into senior housing and more to move out. Senior Living, Assisted Living, Memory Care and Independent Living facilities have probably had the most challenging run with COVID-19. Main issues include dealing with tenant safety, high mortality rates, shortage of supplies, staffing safety and tenant family member issues. How have owners, developers and operators navigated through these incredible set of circumstances? What has happened to new construction? What is the future for the industry, and do they see distressed investment opportunities?

Moderator:

Michael Underhill, Co-Founder & Chief Investment Officer, **Capital Innovations**

Panelists:

Coe Schlicher, CEO & Founder, **Kong Capital**

Federico Lacour, Managing Director, **Fosun Group**

Steve Jorgenson, CEO & President, **Solterra**

Matt Johnson, Principal, **McFarlin Group**



Agenda Outline- April 21ST - DAY 2

1:45pm ET

Afternoon Slack Chat

Sponsored by:



2:00pm ET

Industry Outlook: Student Housing

With the closure of nearly most Universities not only across the United States but across the world, there has surely been a substantial negative impact on a Real Estate industry that caters to student housing and living? Owners, developers and operators of student housing discuss how they have worked together with universities to ensure the safety and well-being of students along with the salvation of their real estate returns. How had COVID-19 impacted leasing for class of 2021? What has happened to new construction? Are their distressed opportunities in the space yet?

Moderator:

Lindsay Bachner, Vice President, Evercore

Panelists:

Tony DiBiase, Principal, CA Ventures

Robert G. Byron, Chairman, Co-CEO & Co-Founder, Blue Vista Capital Management

Jide Famuagun, Chief Executive Officer, Alpha Capital Partners

3:15 pm ET

End of Day 2



Agenda Outline- April 22ND - DAY 3

10:00 am ET

Welcoming Address

President, CEO, **Carmo Companies** (New York)

10:05 am ET

Property Outlook: Retail

Like hospitality, An already hurting retail real estate industry has been shaken to the core due to the Corona Virus. From the closure of mom and pop stores in strip malls to the closure of a Simon Property Shopping Malls, Apple stores, Sephora, etc.. How does an industry recover from such devastation? How has grocery anchored retail (Walmart, Target, Dollar General) performed in the during the crisis? What buying opportunities do you see once the dust settles?

Moderator:

Scott Arden, Managing Director, **Hodes Weill & Associates**

Panelists:

Larissa Herczeg, Managing Partner, **Oak Street Real Estate Capital**

Philip Slovitt, Managing Principal, **Northpond Partners**

Derrick McGavic, Managing Principal, **Newport Capital Partners**

Andy Weiner, President, **RockStep Capital**



Agenda Outline- April 22ND - DAY 3

11:05am ET

Industry Outlook: Industrial, Logistics & Data Centers

Though financial market volatility and headwinds to economic activity are viewed as near-term risks, interest rates have experienced a compensating decline. Some say that both real estate occupiers, or customers, and capital markets could see an uptick for logistics real estate demand, stemming from inventory levels and e-commerce while other property types are up against demand headwinds. Other experts say that COVID-19 is starting to impact the price buyers are willing to pay for warehouses and that investors should expect less than ideal investment outcomes. Leading real estate investment firms discuss threats and opportunities that have stemmed from the COVID-19 crisis across industrial, logistics and data center sectors.

Moderator:

Drew Dolan, Fund Manager, Titan Development Real Estate Fund

Panelists:

Bob Hellman, CEO & Partner, American Infrastructure Partners

Paul Cate, CEO, Mark IV Capital

Clifford A. Booth, President & CEO, Westmount Realty Capital, LLC

Spencer Burton, Director, Northwestern Mutual Real Estate Investments

Chris Caton, Senior Vice President, Global Strategy and Analytics, Prologis

12:15pm ET

Afternoon Slack Chat

Sponsored by:



Agenda Outline- April 22ND - DAY 3

12:30pm ET

Industry Outlook: Office

With most of the non-essential business workforce now working from home, how has this impacted the office market around the world? Will there be a fundamental change in the way that people go about working together remotely, meeting virtually? Or is this a temporary inconvenience for the industry and things will get back to normal in a few months? How are owners handling tenants given the COVID-19 crisis? What threats and opportunities to they see for the industry? How are ongoing construction projects performing?

Moderator:

Jeff Menard, Vice President of Acquisitions, Thor Equities Appoints

Panelists:

Ryan Swehla, CCIM, CPM, Principal, Co-Founder, Graceada Partners

Phillip T. Fitzgerald, Chief Executive Officer, 7 Bridges Capital Partners

Taylor Mammen, Senior Managing Director, RCLCO

Ben Sheridan, Co-Founder & Principal, Woodside Health

Ricardo Goldberg, Managing Director, CIM Group

Brian Rosen, Chief Investment Officer, Accesso Partners

1:45pm ET

Afternoon Slack Chat

Sponsored by:



Agenda Outline- April 22ND - DAY 3

2:00pm ET

Family Office Panel

Leading family offices discuss current the current global real estate market. How has their investment perspective and philosophy changed over the last month? How were their investments affected by COVID-19? Which areas were hardest hit? How did you proceed with deals that were supposed to close this past month? What opportunities or threats lie ahead?

Moderator:

Russell Deakin, Managing Partner & Director of Investments and Advisory Services, **Aceana Group**

Panelists:

Marc Rucinski, Asia Pacific Head of Real Estate, **Citi Private Bank**

Thomas Verbeken, Head of Real Estate Investments, **Inversiones Marchigue**

Ricardo Outi, Founder and Managing Partner, **AIC Capital**

Ahmed Fawzi Musaad Al-Saleh, Chief Executive Officer, **Massaleh Investments K.S.C.**

Nitin Shakhder, CEO & CIO, **Green Capital**

3:15 pm ET

End of Web Meeting

Participation Options

Complementary:

- We only invite Limited Partners at no cost. We qualify LPs as Public Pensions, Corporate Pensions, Pension Consultants, Foundations, Sovereign Wealth Funds, Endowments, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

Standard Pass:

- Pass
 - 1 pass to 3-day web meeting and networking/speed dating sessions.
- Networking App Access
 - 1 pass to event networking app for 1 week.

Early Bird: \$300 USD

Pre-Registration: \$400 USD

Standard: \$500 USD

Full Access Pass:

- Pass
 - 1 pass to 3-day web meeting and networking/speed dating sessions.
- Networking App Access
 - 1 pass to event networking app for 1 week.
- Attendee List
 - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
 - Event networking app only shows first and last name of 300+ attendees.
 - Full attendee list is guide for knowing attendee profiles
 - By knowing their information, you can search who you want to message directly on networking app.

Early Bird: \$600 USD

Pre-Registration: \$700 USD

Standard: \$800 USD



Participation Options

Company Sponsorship:

- Branding
 - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- Passes
 - 5 company passes to 3-day web meeting and virtual networking/speed dating sessions.
- Networking App Access
 - 5 company passes to event networking app for 1 week.
- Attendee List
 - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
 - Event networking app only shows first and last name of 300+ attendees.
 - Full attendee list is guide for knowing attendee profiles
 - By knowing their information, you can search who you want to message directly on networking app.

Early Bird: \$1,500 USD

Pre-Registration: \$2,000 USD

Standard: \$2,500 USD

CAP-INTRO Sponsorship:

- Email Introductions
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds, investors, etc..).
 - 30 email introductions will occur after the event and once conference attendee list is finalized to avoid repetition.
- Attendee List
 - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
 - Event networking app only shows first and last name of 300+ attendees.
 - Full attendee list is guide for knowing attendee profiles
 - By knowing their information, you can search who you want to message directly on networking app.
- Branding
 - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- Passes
 - 5 company passes to 3-day web meeting and virtual networking/speed dating sessions.
- Networking App Access
 - 5 company passes to event networking app for 1 week.

Early Bird: \$7,500 USD

Pre-Registration: \$8,500 USD

Standard: \$10,000 USD



Participation Options

Speaking Sponsorship:

- Speaking Opportunity
 - 1 moderating/speaking position on panel of choice (pending availability).
- Branding
 - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- Passes
 - 5 company passes to 3-day web meeting and virtual networking/speed dating sessions.
- Networking App Access
 - 5 company passes to event networking app for 1 week.
- Attendee List
 - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
 - Event networking app only shows first and last name of 300+ attendees.
 - Full attendee list is guide for knowing attendee profiles
 - By knowing their information, you can search who you want to message directly on networking app.

Early Bird: \$7,500 USD

Pre-Registration: \$8,500 USD

Standard: \$10,000 USD

Full Access Sponsorship:

- Speaking Opportunity
 - 1 moderating/speaking position on panel of choice (pending availability).
- Email Introductions
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds, investors, etc..).
 - 30 email introductions will occur after the event and once conference attendee list is finalized to avoid repetition.
- Attendee List
 - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
 - Event networking app only shows first and last name of 300+ attendees.
 - Full attendee list is guide for knowing attendee profiles
 - By knowing their information, you can search who you want to message directly on networking app.
- Branding
 - Sponsorship branding throughout web meeting, agenda and marketing campaigns.
- Passes
 - 5 company passes to 3-day web meeting and virtual networking/speed dating sessions.
- Networking App Access
 - 5 company passes to event networking app for 1 week.

Early Bird: \$10,000 USD

Pre-Registration: 11,000 USD

Standard: \$12,500 USD



Participation Options

Lead Sponsorship:

- Exclusivity
 - No other company with competitive strategy or focus can be an event sponsor.
 - GP Example- Exclusive debt focused fund manager
 - Service Provider Example- Exclusive Law Firm sponsor
- Private Virtual Networking/Cocktail Hour
 - Carmo to help organize and host a private virtual networking hour with hand-picked and desired event participants, at day and time of choice.
- Speaking Opportunity
 - 2 moderating/speaking positions on panel of choice or 45-minute standalone presentation (pending availability).
- Priority Email Introduction
 - Carmo will provide one on one introductions via email to all prospective clients of choice before all other event sponsors.
 - Unlimited email introductions will occur before and after the event.
- Attendee List
 - Exclusive access to conference attendee list before, during and after the event (companies, names, titles, profiles).
 - Event networking app only shows first and last name of 300+ attendees.
 - Full attendee list is guide for knowing attendee profiles
 - By knowing their information, you can search who you want to message directly on networking app.
- Lead Branding
 - Premier sponsorship branding throughout web meeting, agenda and marketing campaigns.
- Networking App Access
 - 10 company passes to event networking app for 1 week.
- Passes
 - 10 company passes to 3-day web meeting and virtual networking/speed dating sessions.

Early Bird: \$17,500 USD

Pre-Registration: \$18,500 USD

Standard: \$20,000 USD



upcoming events

The Global LP Web Cocktail
May 28th 2020

**The Asia/Pacific Institutional
Real Estate Web Meeting**
August 4th, 5th & 6th 2020

**The Asia/Pacific Private Equity
& Venture Capital Web Meeting**
August 18th, 19th & 20th 2020

**The Latin America Institutional
Real Estate Web Meeting**
September 1st, 2nd & 3rd 2020

**The Latin American Private Equity
& Venture Capital Web Meeting**
September 8th, 9th & 10th 2020

**The US Institutional Real Estate
Web Meeting**
June 9th, 10th & 11th 2020

**The US Private Equity
& Venture Capital Web Meeting**
June 16th, 17th & 18th 2020

**The European Institutional
Real Estate Web Meeting**
July 7th, 8th & 9th 2020

**The European Private Equity
& Venture Capital Web Meeting**
July 21st, 22nd & 23rd 2020

Visit our website at www.carmocompanies.com/connect



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Thank You

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