



Connecting Real Estate Investment Vehicles to  
Global Capital Sources

# The US Institutional Real Estate Web Meeting

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ZOOM & SLACK

June 9<sup>th</sup>, 10<sup>th</sup> & 11<sup>th</sup>, 2020



**LIVE ONLY, RECORDING IS PROHIBITED**  
**BUSINESS CASUAL ATTIRE**

# The US Institutional Real Estate Web Meeting

ZOOM & SLACK– June 9<sup>th</sup>, 10<sup>th</sup> & 11<sup>th</sup>, 2020

Dear Colleague,

It is with great pleasure that I invite you to The US 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 United States. Our online meeting brings together over 400 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: PERE Fund Manager- Equity, PERE Fund Manager- Debt, PERE Fund Manager- Distressed, US Public/Corporate Pension Perspective, US Endowment/Foundation Perspective and US Family Office Perspective.

This is a live event and closed to the media. Video and audio recording of this event is strictly prohibited.

We look forward to hosting you digitally!

Best,

Roy Carmo Salsinha  
President, CEO  
Carmo Companies



# By the Numbers...

**\$5+** Trillion AUM in attendance

**400+** Total participants

**200+** Institutional & Private Wealth Investors

**200+** Real Estate Investment Firms/ Funds

**6** Industry Exclusive Panel Sessions

**6** Hours of private virtual networking/speed dating

**3** Day Zoom Web Conference

**3** Day Slack networking tool access

# In Attendance...

## C-Level Executives

- US focused Private Equity Real Estate Funds and Real Estate Investment firms
- US 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.



# Agenda Outline

TUESDAY, JUNE 9<sup>TH</sup> – DAY 1

1:00 pm EDT

## Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm EDT

## A Fireside Chat with William Schwab

William Schwab, former Global Head of Real Estate for the Abu Dhabi Investment Authority gives his take on the current global real estate investment climate and an outlook on what is to come from an institutional perspective. What will the new normal look like for real estate markets post-pandemic disruptions? How will management of real estate investments for major institutional investors evolve during the current market disruptions and in the post-pandemic world? How will their relative value evolve compared to stocks and bonds? What role can real estate debt investments play going forward in the portfolio of major institutional investors? Will active investment strategies become relatively more interesting than passive ones for major institutional investors?

Keynote Speaker:

William H. Schwab, Former Global Head of Real Estate, Abu Dhabi Investment Authority

Interviewer:

Kenneth Munkacy, Senior Managing Director, Kingbird Investment Management

2:00 pm EDT

## Panel - US Real Estate Fund Manager - Equity

Leading private equity fund managers discuss the current US real estate market across all major property types. How have they navigated through the current crisis, what have been the largest threats to their current portfolios/funds and where do they see the best investment opportunities? How are they raising capital and deploying equity in this current environment?

Moderator:

Carrie Coulson, Partner, Park Madison Partners

Panelists:

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

Dean Adler, CEO & Co-Founder, Lubert-Adler Partners

Dave Fazekas, Senior Managing Director, Black Creek Group

Tyson E. Skillings, Managing Partner, Rockwood Capital



# Agenda Outline

**TUESDAY, JUNE 9<sup>TH</sup> – DAY 1**

**3:00 pm EDT**

## **Panel- US Family Office Perspective**

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? Are they investing in funds, direct, co-invest or both?

**Moderator:**

Ricardo Outi, Founder and Managing Partner, AIC Capital

**Panelists:**

Michael McKeown, Chief Investment Officer, Aurum Wealth Management

Peter Kuhn, Principal, DG Retail Partners

Agustin Barrios Gomez, Partner, International Capital Partners

**4:00 pm EDT**

## **Virtual Networking/Speed Dating**

5 randomized 15-minute breakout sessions of 5 people. Web Cam is mandatory.

Sponsored by:



**6:00 pm EDT**

**End of Day 1**



# Agenda Outline

WEDNESDAY, JUNE 10<sup>TH</sup> – DAY 2

1:00 pm EDT

## Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm EDT

## A Fireside Chat with Ann Cole

Ann Cole, Managing Director, is Global Head of Real Estate Client Strategy for J.P. Morgan Asset Management and leads a global team of investment specialists focused on advising clients on real estate strategies and execution across regions, risk levels, equity, debt and defined contribution. Previously, Ann was Manager for J.P. Morgan's flagship U.S. core real estate strategy, Strategic Property Fund. Since joining J.P. Morgan Asset Management in 1989, Ann has held various positions in our Real Estate Asset Management team including Sector Head of our office/industrial East and West Regions. Ann has extensive real estate experience with the acquisition, asset management, development and disposition of institutional quality real estate and was responsible for overseeing the development of Strategic Property Fund's 2000 Avenue of the Stars in Los Angeles.

### Keynote Speaker:

**Ann Cole**, Managing Director- Global Head of Real Estate Client Strategy, J.P. Morgan

### Interviewer:

**Nancy I. Lashine**, Managing Partner & Founder, Park Madison Partners

2:00 pm EDT

## Panel – The Current State of US Debt Markets

Leading Debt focused investment professionals discuss their current appetite for specialty bridge lending, loans for ground-up construction and land acquisitions. Panelists will go in depth on originating, structuring, underwriting and managing these real estate investments in a COVID environment.

### Moderator:

**Simon Ziff**, President and Co-Founder, The Ackman-Ziff Real Estate Group

### Panelists:

**Larry Grantham**, Managing Principal, Calmwater Capital

**Julia Butler**, Managing Director, KKR Real Estate Credit

**Warren de Haan**, Founder, Head of Originations, ACORE

**David M. Nass**, Managing Director, Head of Real Estate Finance, UBS Investment Bank





# Agenda Outline

WEDNESDAY, JUNE 10<sup>TH</sup> – DAY 2

3:00 pm EDT

## Panel- Due Diligence in a COVID Environment

Are institutional investors transaction ready? Are investors “pencils up” or “pencils down?” How are investors overcoming the challenges of travel restrictions while completing due diligence on new managers and new acquisitions? What prop tech strategies are investment managers exploring to overcome these challenges?

Moderator:

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

Panelists:

Matthew Ritter, Sr. Research Consultant, NEPC

John Waters, Partner, StepStone Group

Prashant Tewari, Partner, The Townsend Group

4:00 pm EDT

## Virtual Networking/Speed Dating

5 randomized 15-minute breakout sessions of 5 people. Web Cam is mandatory.

Sponsored by:

**PARKMADISONPARTNERS**

6:00 pm EDT

End of Day 2



# Agenda Outline

THURSDAY, JUNE 11<sup>TH</sup> – DAY 3

1:00 pm EDT

## Welcoming Address

President, CEO, Carmo Companies (New York)

1:05 pm EDT

## A Fireside Chat with Alicia Glen

Alicia Glen is the Founder and Managing Principal of MSquared, a real estate development and investment platform focused on mixed-use, mixed-income housing in cities nationwide. She previously served as New York City Deputy Mayor, where she was the architect of the largest housing plan in the nation and oversaw the development and financing of over 125,000 affordable homes, shattering all previous records. She oversaw 20+ agencies and a \$30 billion capital budget and also led the Administration's efforts to grow and diversify New York City's economy, invest in emerging industries across the five boroughs, and influence robust job growth. Prior to City Hall, Alicia served as Head of the Urban Investment Group (UIG) at Goldman Sachs, catalyzing more than \$5 billion of mixed-used development in cities nationwide. She also co-led the firm's 10,000 Small Businesses initiative. Alicia is the Chair of the Trust for Governors Island and Chair of women.nyc. She is also an advisor to the Turner Center for Housing and Innovation at UC Berkeley and an adjunct professor at Columbia Business School. She received a BA from Amherst College and a law degree from Columbia University.

Keynote Speaker:

Alicia Glen, Former NYC Deputy Mayor

Interviewer:

Nancy I. Lashine, Managing Partner & Founder, Park Madison Partners

2:00 pm EDT

## Panel - US Private Equity Fund Manager – Distressed

As the economy begins to re-open, Severe stress for commercial property continues, leaving distressed investment opportunities across various sectors including but not limited to Retail, Hospitality and office. Leading fund managers discuss what deals they have closed so far and where the opportunity lies ahead.

Moderator:

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

Panelists:

Coe Schlicher, CEO & Founder, Kong Capital

Colby Durnin, Chief Executive Officer, Principal, CREDE

Brad Lyons, Managing Director, Stabilis Capital Management

Mit Shah, Senior Managing Principal and Chief Executive Officer, Noble Investment Group



# Agenda Outline

THURSDAY, JUNE 11TH – DAY 3

3:30 pm EDT

## Panel- US Institutional Investor Perspective

Leading US institutional investors discuss the performance of their portfolios and the current allocation strategy for private equity real estate in a COVID environment. Are they actively deploying capital to funds, co-investments and direct deals? Are LPs committing to funds right now? How are their approaches and tactics shifting? How is the timing of making commitments shifting? What investment strategies do you find compelling? What are profiles of managers? What are the biggest risks in the market?

**Moderator:**

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

**Panelists:**

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

Erik Moss, Investment Associate, **YMCA Retirement Fund**

David Hood, Former Managing Director, **Stanford Management Company**, Senior Real Assets Strategist, **Sonen Capital**

Ed Casal, CEO, **LaSalle Global Partner Solutions**

5:00 pm EDT

## Virtual Cocktail Hour

5 randomized 15-minute breakout sessions of 5 people. Put on your best shirt and make your best drink. Web Cam is mandatory.

Sponsored by:



7:00 pm EDT

End of Day 3





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.

## Contact Information

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# Sponsors

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.



Ackman-Ziff Real Estate Group (“AZ”) is the industry’s preeminent boutique real estate capital advisory firm. AZ offers a wide variety of cutting-edge commercial real estate capital markets financing solutions, including debt and mezzanine financing, preferred and joint venture equity, sponsor equity, and investment sales. In business for over 90 years, the privately held company is headquartered in New York City with offices in Miami, San Francisco, Los Angeles, and Boston. The firm is highly regarded within the industry for its integrity, creativity, and advocacy on behalf of its clients. Ethics and trust are the core ethos of the firm.



Alliance Global Advisors is a women-owned consulting firm focused on empowering the institutional investment community to elevate best practices. Advising clients with nearly \$50 billion in assets under management, Alliance partners with organizations to provide an independent perspective and innovative approach on critical strategic initiatives. Our partnerships allow senior management teams to focus on what matters most: diligently managing client capital, creating value and delivering exceptional returns in a performance-driven market.



# Sponsors

Founded in 2008, Atlantic Creek Real Estate Partners, LLC (“Atlantic Creek”) is a commercial real estate investment management firm with offices in New York, NY and Palm Beach, FL. Atlantic Creek targets “select opportunities” to acquire value-add or opportunistic, small and middle market multifamily, office, and other property types. The firm targets investments that exhibit a compelling basis with strong locational characteristics in high barrier-to-entry primary and secondary United States markets. Built on a foundation of commitment, discipline, and positive results, Atlantic Creek’s principals have in excess of 80 years of CRE experience and have contributed to over 250 CRE assignments totaling more than \$20 billion in estimated value, thereby gaining strong knowledge of a diversity of geographic locations, property types, and investment structures. By utilizing its network of relationships with owners, operators, and other capital market participants, Atlantic Creek pursues only those opportunities which are anticipated to provide the most attractive risk-adjusted returns.

Brass Cap Development has now developed nearly half a million square feet of industrial space across multiple states with another half million in the development pipeline for 2020. We credit our success to the pride we take in building trusting relationships, maintaining integrity and delivering exceptional quality. The ability to leverage our team's deep experiences in identifying underserved markets has allowed us to expand our footprint while continuing to differentiate our business model. Our intuition allows us to listen to the needs of businesses and discover innovative ways to deliver quality projects. We strive to positively impact development in our local communities and solidify our foothold as a regional industrial leader.

Broder & Sachse Real Estate is a Detroit-based development and investment firm with a 27-year track record of acquiring and developing multifamily, mixed-use, and retail properties throughout Southeast Michigan as well as the Midwestern and Southeastern regions of the United States. Since 1993, Broder & Sachse has produced excellent risk-adjusted returns on its properties. Broder & Sachse’s retail & multifamily platform includes acquisition, development, and management expertise. Drawing from a diverse swath of industry expertise and a service-minded approach, Broder & Sachse excels in executing the redevelopment of historic structures, acquiring properties primed for repositioning through the value-add process, and executing ground-up multifamily, retail, and mixed-use developments.

# Sponsors



CALMWATER  
CAPITAL

Calmwater Capital is a leading commercial real estate bridge lender based in Los Angeles managing capital on behalf of domestic and international institutional investors. Founded in 2010, the firm has grown to 22 investment professionals with satellite offices in the New York Metro region and Seattle. Calmwater has originated over \$2.6 billion of commercial real estate loans with a 0% loss ratio<sup>1</sup> and has developed a national reputation for consistently executing highly structured transactions where speed, flexibility and certainty of closing are critical. Calmwater's investment objective is to seek equity-like returns with downside protection by investing primarily in senior secured commercial real estate bridge loans. With an established institutional platform and nationwide presence, the firm believes it can generate attractive and durable risk-adjusted returns across market cycles.



CGI Merchant Group owns and manages high-quality commercial real estate assets and utilizes a disciplined approach to create value by investing in value-add, core, and opportunistic real estate assets in varying market cycles. The Firm uses its vast capital markets and investment management experience to enhance its performance returns in key markets that have inherent operational inefficiencies and capital dislocation opportunities. The Firm's objective is to provide value to our investors through long-term capital appreciation and cash-yielding real estate investments.



civitas

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.

# Sponsors



Commercial Real Estate Development Enterprises



Realizing the Green Rush Through Net-Leased Real Estate



CREDE is a commercial real estate development company with three distinct divisions: Development, Construction Advisory, and Asset & Property Management. CREDE's seasoned professionals provide clients and partners with on-the-ground guidance and expertise. CREDE has developed or repositioned 150 plus assets nationwide since 2001. As both a developer and an operator, we are uniquely positioned to support our clients throughout an asset's entire life cycle. Our mission is to maximize the value of the asset by optimizing both the property's physical attributes and its operational performance. With vast and diverse development and operational experience, as well as national and local market knowledge and relationships, CREDE is a true real estate company whose team brings vision, collaboration and the ability to execute to every project. Regardless of the size, type, location or stage of the project, CREDE's broad range of expertise enables the company to provide unparalleled and quantifiable value to its developments, clients, and partners.

IGF Green RE, LP (the, "Fund") serves the purpose of acquiring certain real properties, in which we lease to companies engaged in the legal grow, cultivation, manufacturing, distribution, and retail of cannabis flower and related products. The Fund is designed to take advantage of the inefficiencies created by the Government in a rapidly changing landscape in the cannabis sector. Cannabis is now approved for medicinal use in the majority of US states. Our objective is to deliver strong returns through cash-flow of collecting rents, but also to provide growth through what we call the regulatory arbitrage. We are applying a similar approach and strategy to this offering as our previous offering. We are reducing the risk of owning net-lease real estate by building a portfolio of assets with geography, tenant, and vertical diversification in a growing and dynamic asset class.

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.



# Sponsors



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.



Oak Street Real Estate Capital, LLC ("Oak Street") is a private equity real estate firm based in Chicago, Illinois. Oak Street manages both commingled funds and separate accounts on behalf of institutional and high net worth investors, including public and corporate pension plans, insurance companies, family offices and trusts. Oak Street is a minority and women-owned business enterprise.

# Sponsors

Since our founding in 2006, we have helped best-in-class investment managers market themselves efficiently through access to the right kind of global capital from a wide range of long-term investors. Our investor relationships understand the importance of real estate and real assets within their broader portfolios. Park Madison's highly efficient approach to raising capital is designed to maximize fundraising potential within competitive and often challenging capital markets. The Park Madison team is built from a diverse group of professionals with experience on both the buy-side and sell-side of the industry. We leverage this experience to ensure that we find the right solutions for our clients' needs – no matter how complex. Our unique expertise allows us to offer a variety of highly customized capital solutions to real estate managers, including commingled funds, separate accounts, programmatic joint ventures, and recapitalizations. Our comprehensive, results-oriented approach has been validated across market cycles. Since 2006, Park Madison has participated in raising more than \$17 billion of equity capital from institutional investors.

Pearlstone Partners is a full-service real estate development firm with more than 100 years combined experience in the Austin, Texas real estate industry. With a portfolio of over half a billion and experience managing every stage of the property development life cycle, Pearlstone Partners is uniquely qualified to execute projects from concept through completion. We are committed to creating high-quality, socially conscious, market-sensitive ventures that honor long-term relationships with our investors.

Formed in 1982, Prana Investments has acquired over 600 apartment buildings in New York, San Francisco and Los Angeles. Beginning in 1988, Prana has managed 26 completed investment funds that have produced high, risk-adjusted net returns for its investors over an extended period of time through various economic cycles and currently manages seven funds that own approximately 100 properties. Headquartered in San Francisco, and with a core team that has been together for over twenty years, Prana's in-depth experience in its markets distinguishes it from competitors. The company targets rent-regulated properties that suffer from deferred maintenance, suboptimal property management, or both, and seeks to acquire inefficiently priced properties where tenant demand remains high and significant barriers to development exist. Prana has maintained the same strict and focused acquisition strategy since its inception. Investors in Prana funds have included high net worth individuals, investment managers, major financial institutions, and family offices.

PARKMADISONPARTNERS

PEARLSTONE  
PARTNERS

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PRANA

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INVESTMENTS

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SAN FRANCISCO

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LOS ANGELES

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AND NEW YORK

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# Sponsors

REDBRICK LMD 

Redbrick LMD is a diversified real estate investment management and development firm. It specializes in opportunistic and value-added residential and mixed-use projects with a focus on the Washington D.C. metro market and selectively invests in other markets. Redbrick LMD's leadership team has significant experience in the acquisition and repositioning of existing projects, the entitlement and ground-up development of new projects, and the financial and legal structuring of transactions to maximize returns while mitigating risks for investors. The team, with more than sixty years of collective development experience, has developed, redeveloped and managed over 5,000 multifamily units nationally. In addition, they have developed a substantial portfolio of mixed use assets. Since 2000, the principals have closed on more than \$2 billion in real estate transactions. Redbrick LMD has a current development pipeline of approximately four million square feet.

**STABILIS**

Founded in 2010, Stabilis Capital Management, LP is a New York City based privately held investment firm. The firm's managing principal, Salman Khan, has a proven track record of over 20 years of successful investing experience (12 years at Goldman Sachs, 6 years at Silver Point Capital and 5 years at Stabilis). The firm specializes in asset oriented distressed debt and other unique special situations, primarily in the United States. Competitive Advantage: Stabilis invests in asset-oriented loans, securities and ventures where its experience with complex special situation investments is a competitive advantage. Quick Closing: Deals are underwritten with counterparty timing needs, risk transfer and market pressure in mind. We pride ourselves on quick execution and closing. Facilitating Exits: To resolve assets, Stabilis often facilitates borrower refinancing through various capital markets lenders seeking investment opportunities. Direct Lending: Stabilis offers a direct bridge lending program to borrowers in need of immediate capital throughout the continental United States. Stabilis has the ability to lend on a senior secured first mortgage position, with prompt closings and loan terms of up to 24 months. Asset Types: Stabilis investments focus on senior loans across all asset classes and performance categories

 **STEPSTONE**  
*inside private markets*

StepStone is a global private markets investment firm focused on providing customized investment solutions and advisory and data services to some of the most sophisticated investors in the world. With more than US\$280 billion of private markets allocations, including over US\$62 billion of assets under management as of December 31, 2019, StepStone covers the spectrum of opportunities in private markets across the globe. The firm uses a disciplined, research-focused approach to prudently integrate fund investments, secondaries and co-investments across the private equity, infrastructure, private debt and real estate asset classes.



# 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.

# Keynote Speakers



## William H. Schwab

Former Global Head of Real Estate, Abu Dhabi Investment Authority

Bill Schwab has served as Global Head of Real Estate for the Abu Dhabi Investment Authority (ADIA) from January 2009 to June 2018. He was responsible for an investment portfolio comprising direct and indirect investments, public and private debt and equity, across global markets. Bill joined ADIA in January 2009 from JP Morgan Securities Ltd. where he was Managing Director for EMEA. Previously, he worked for Deutsche Bank, London, and Goldman Sachs, New York. Prior to his banking experience, he had worked in real estate development and construction, including service as a job superintendent, project manager and director of acquisitions and dispositions. Bill's educational background includes: MIT, BS economics; The Wharton School, MBA real estate finance; Temple University, MST taxation; Pennsylvania State University, Certificate construction technology. He is a CFA charter holder. Bill is now developing an investment entity – LCI Investment Company - that reflects a new approach to investing for large, low-constraint investors which emphasizes a high deployment pace, high returns, improved risk management and co-ownership of the value created in the company.



## Ann Cole

Managing Director- Global Head of Real Estate Client Strategy, J.P. Morgan (New York)

Ann Cole, Managing Director, is Global Head of Real Estate Client Strategy for J.P. Morgan Asset Management and leads a global team of investment specialists focused on advising clients on real estate strategies and execution across regions, risk levels, equity, debt and defined contribution. Previously, Ann was Manager for J.P. Morgan's flagship U.S. core real estate strategy, Strategic Property Fund. Since joining J.P. Morgan Asset Management in 1989, Ann has held various positions in our Real Estate Asset Management team including Sector Head of our office/Industrial East and West Regions. Ann has extensive real estate experience with the acquisition, asset management, development and disposition of institutional quality real estate and was responsible for overseeing the development of Strategic Property Fund's 2000 Avenue of the Stars in Los Angeles. Ann also served as a Client Portfolio Manager on the Marketing and Client Strategy team, where she advised clients on real estate investment strategies. Ann has a B.B.A. in accounting from Pace University and passed the March 1987 CPA examination. Ann holds the Series 7 and 63 licenses.

# Keynote Speakers



## Alicia Glen

Former NYC Deputy Mayor (New York)

Alicia Glen is the Founder and Managing Principal of MSquared, a real estate development and investment platform focused on mixed-use, mixed-income housing in cities nationwide. She previously served as New York City Deputy Mayor, where she was the architect of the largest housing plan in the nation and oversaw the development and financing of over 125,000 affordable homes, shattering all previous records. She oversaw 20+ agencies and a \$30 billion capital budget and also led the Administration's efforts to grow and diversify New York City's economy, invest in emerging industries across the five boroughs, and influence robust job growth. Prior to City Hall, Alicia served as Head of the Urban Investment Group (UIG) at Goldman Sachs, catalyzing more than \$5 billion of mixed-used development in cities nationwide. She also co-led the firm's 10,000 Small Businesses initiative. Alicia is the Chair of the Trust for Governors Island and Chair of women.nyc. She is also an advisor to the Turner Center for Housing and Innovation at UC Berkeley and an adjunct professor at Columbia Business School. She received a BA from Amherst College and a law degree from Columbia University.

# Speakers



## 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.



## Carrie Coulson

Partner, Park Madison Partners (New York)

Ms. Coulson brings extensive experience in originating, structuring and placing limited partnership interests in real estate private equity funds globally and has experience in both developed and emerging markets. Prior to joining Park Madison Partners in 2013, Ms. Coulson was a Director at MVision Private Equity Advisers and an Associate at JT Partners. She began her career at IRR Corporate & Public Finance facilitating public financing and economic incentives for private real estate developments. Ms. Coulson received a J.D. from the University of Kansas School of Law with a certificate in international trade and finance and earned her undergraduate degree in business administration from the University of Kansas.

# 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.



## Dean Adler

CEO & Co-Founder, Lubert-Adler Partners (Philadelphia)

Born and raised in Cleveland, Ohio, Dean S. Adler is CEO and Co-Founder of Lubert-Adler Partners, L.P., a real estate equity firm with over \$7 billion in equity and \$17 billion of assets under management. Dean is Head of the Investment Committee, and is responsible for leading the strategic direction of the team. Lubert-Adler invests on behalf of, among others, 30 major university endowments, state pension funds, and major foundations. Prior to Lubert-Adler, Dean graduated magna cum laude from the Wharton School of the University of Pennsylvania. He also holds a J.D. degree with honors from the University of Pennsylvania Law School and was an instructor at the Wharton School between 1981 and 1983. Subsequently, he worked at Ernst & Young, Baker and Hostetler and CMS. Currently, he is an Executive Committee Member and Research Sponsor for the Zell/Lurie Real Estate Center of The Wharton School and formerly served on the board of directors of Bed Bath & Beyond (NASDAQ: BBBY). He has been a keynote speaker for national real estate organizations such as the Urban Land Institute and the International Council of Shopping Centers. Dean has served on numerous community boards and has served on the City of Philadelphia's Economic Development Summit.



# Speakers



## Dave Fazekas

### Senior Managing Director, Black Creek Group (New Jersey)

Dave Fazekas is Senior Managing Director, Co-Chief Investment Officer Industrial, Head of Eastern Region at Black Creek Group, a leading real estate investment management firm. In this role, Mr. Fazekas oversees the sourcing and execution of all industrial investments in the Eastern region of the United States. Mr. Fazekas has more than 20 years of real estate experience and since joining Black Creek Group in 2010 he has overseen over \$4.3 billion of industrial investments totaling more than 63.5 million square feet. Prior to joining Black Creek Mr. Fazekas worked for Panattoni Development as Principal for the Northeast Region. Prior to that, he spent six years at RREEF Management serving as Director of Acquisitions. Mr. Fazekas also served as the Director for the real estate equity at ZAIS Group. Mr. Fazekas is a member of the National Association of Industrial and Office Properties (NAIOP) and the New York University Real Estate Alumni Association. Additionally, in 2019, Mr. Fazekas was named as one of the top industrial influences for the year by Real Estate Forum. Mr. Fazekas holds a Bachelor of Science in Business and Economics from Rutgers University and a Master of Science in Real Estate Finance and Investments from New York University.



## Tyson E. Skillings

### Managing Partner, Rockwood Capital (Los Angeles)

Mr. Skillings, based in Los Angeles, has 23 years of experience in the real estate industry. Mr. Skillings serves on Rockwood's Management Committee and, in such capacity, works with the other Managing Partners to set the overall strategic direction of the firm and manage the execution of critical firm initiatives. Mr. Skillings oversees the firm's capital raising efforts. He also co-heads Portfolio and Asset Management with a focus on Rockwood's commingled fund business. Mr. Skillings serves on various Investment Committees. Prior to joining Rockwood in 2000, Mr. Skillings worked at EY Kenneth Leventhal Real Estate Group. Mr. Skillings received a Bachelor of Business Administration with an emphasis in Finance from the University of Notre Dame and a Master of Real Estate Development from the University of Southern California. Mr. Skillings is an Executive Committee Board Member for USC Lusk Center and a full member of Urban Land Institute where he is a member of an Industrial Office Council.

# Speakers



## 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.



## Michael McKeown

Chief Investment Officer, Aurum Wealth Management (Cleveland)

Michael is a founding member of the firm and is responsible for leading the investment research on capital markets. He created the firm's investment research due diligence process across equities, fixed income, real estate, and alternative strategies. He designs and constructs the asset allocation frameworks for the firm's private clients and as an outsourced CIO on behalf of advisors. He authors thought leadership on markets, behavioral finance, financial planning, and strategy. Michael holds the Chartered Financial Analyst designation and is a Certified Public Accountant.

# Speakers



## Peter Kuhn

Principal, DG Retail Partners (San Francisco)

With over 35 years of experience in entrepreneurship, real estate, management, business planning, financial analysis, operations, and decision analysis, Peter has the breadth and depth of experience needed to quickly understand deal structure and needs. Peter heads up the research and deal sourcing for DG Retail Partners. Peter is a successful entrepreneur, executive and strategist in the employee benefits and real estate industry. He is also a dynamic public speaker, educator and innovator regularly interfacing with C level executives on contemporary business challenges and developing applicable solutions. He partners with his clients, tenants and lenders to develop long-term strategies that are a win win for all parties involved. Peter drives strategy, process and business development opportunities for the organization. Peter and his wife have four grown sons and three grandchildren. They enjoy working out, skiing, golf, travel and the amazing journey of discovering the most interesting food in each location they travel to.



## Agustin Barrios Gomez (Monterrey, Mexico)

Partner, International Capital Partners

Agustín Barrios Gómez is a businessman and media personality who is the CEO of International Capital Partners (ICP), an international commercial real estate investment firm based in Houston and Mexico City. He has been quoted or published in several major news outlets, including The Economist, The New York Times, Los Angeles Times, the Financial Times, etc. On Mondays he hosts “Trinchera Empresarial”, a Spanish-language weekly business television talk show. Barrios Gomez grew up in Canada, Switzerland, and the US as the son of a Mexican diplomat. Upon graduating from Georgetown University, he was recruited for Brand Management at Procter & Gamble, before becoming independent as an asset manager and entrepreneur. In 2012 he was invited to run for Congress, where he represented his district until 2015. In 2016, he founded International Capital Partners (ICP) in association with Capital Real Estate Partners of Monterrey. ICP is focused on stabilized, mainly Texas-based, industrial and office properties that provide steady income for patrimonial investors.

# Speakers



## Nancy I. Lashine

Managing Partner & Founder, Park Madison Partners (New York)

Ms. Lashine is the Founder and Managing Partner of Park Madison Partners, a boutique real asset private equity placement firm. The firm is a leading advisor to investment management firms on their business strategy. Park Madison is headquartered in New York City and is a FINRA regulated broker dealer. Ms. Lashine has over 35 years of real estate and investment marketing experience. Prior to forming Park Madison Partners, Ms. Lashine was a strategic consultant advising leading institutional real estate investment managers on product development and the implementation of institutional marketing initiatives. Clients included Lehman Brothers, Angelo Gordon, ING Clarion, Sentinel Real Estate and JER Partners. Ms. Lashine was an early member of The O'Connor Group (1985-1995) and began her finance career at LF Rothschild, Unterberg and Towbin (1981-1985). Ms. Lashine earned her MBA at Columbia University Graduate School of Business, and a BFA, cum laude, from Case Western Reserve in Dance Theatre. She serves on several Boards including the Columbia MBA Real Estate Advisory Board, the Gibney Dance Center Board, and is a past board member of the Pension Real Estate Association. She is a member of ULI and WX (Executive Women in Real Estate).



## Simon Ziff

President and Co-Founder, The Ackman-Ziff Real Estate Group (New York)

Simon serves as president of Ackman-Ziff, a position he assumed in 1995. Since joining the firm as an analyst in 1989, Simon has overseen the firm's arranging of over \$50 billion of debt, mezzanine and equity financings for some of the nation's most sophisticated and prestigious real estate owners and developers while solidifying the firm's relationships with key capital sources. Simon has engineered the firm's collaborative culture which functions as a magnet for talent. He has directed its evolution as an industry thought-leader. Simon received a B.S. in finance from Pennsylvania State University, and an M.S. in real estate finance from New York University. He has also been recognized on multiple occasions by NYU, Pennsylvania State University and the Real Estate Board of New York, including as the first recipient of its "Most Promising Commercial Salesperson of the Year Award", six times as the recipient of its "Most Ingenious Deal of the Year Award", and winner of the prestigious Louis Smadbeck award. Simon has also been active in leadership roles of numerous not-for-profit organizations.

# Speakers



## Larry Grantham

Managing Principal, Calmwater Capital (Los Angeles)

Larry Grantham is a founder and Managing Principal of Calmwater Capital responsible for overseeing the originations, underwriting and asset management of the firm. He is a member of its Executive and Investment Committees and has led the firm's real estate transactions in excess of \$2.6B. Mr. Grantham has 20+ years of experience in commercial real estate and structured finance. Prior to the inception of the Firm in 2015, he launched and managed the \$1B real estate lending platform for Karlin Asset Management since 2010. Previously, he was a director of a credit joint venture funded by Fortress Investment Group, responsible for sourcing, underwriting, and executing investments, including loan originations and purchases of non-performing loans. Over his career, Mr. Grantham was a principal with East Hill Management in Boston and a principal with Cypress Tree Investment Management, an early CLO manager, helping the company grow from \$500 million to \$3+ billion in assets under management. Mr. Grantham received a B.A. degree from Vanderbilt University.



## Julia Butler

Managing Director, KKR Real Estate Credit (New York)

Julia Butler (New York) joined KKR in 2017 and is a member of the Real Estate team. Prior to joining KKR, Ms. Butler was an executive vice president at iStar, a publicly-traded REIT, where she was responsible for sourcing and executing new investment opportunities as well as managing a portfolio of assets. Prior to iStar, Ms. Butler worked in the treasury department of The Walt Disney Company in Los Angeles, CA. Ms. Butler earned her B.A. in Government, cum laude, from Harvard College.

# Speakers



## Warren de Haan

Founder, Head of Originations, ACORE Capital (Los Angeles)

Warren de Haan is a founder and one of the four Managing Partners of ACORE, with \$13+ billion in assets under management in commercial real estate debt strategies. He is the Head of Asset Originations and is a member of ACORE's investment committee. Mr. de Haan has 21 years of experience in the commercial real estate finance industry and capital markets. Prior to ACORE, he was the Chief Originations Officer of Starwood Property Trust, Inc. (NYSE: STWD), a public mortgage REIT, from October 2010 to September 2014. Prior to Starwood he, along with Mr. Fellows, Mr. Tokarski and Mr. Ward, founded Countrywide Financial Corporation's commercial real estate finance business that was launched in 2004 and grew into one of the largest lending platforms in the United States focused on middle markets, closing over 1250 commercial real estate loans totaling over \$11.5 billion. He was co-head of loan originations, overseeing the expansion of the division's footprint to 15 offices across the United States. In 2001 Mr. de Haan was a founding partner of Coastal Capital Partners, LLC, a firm focused on acquiring distressed debt and advising clients on restructurings. Prior to Coastal Capital, he was a member of a large loan group in Nomura's commercial real estate finance division in NYC. Mr. de Haan received a B.S. degree from the Cornell School of Hotel Administration. He also graduated from Hotel Institute Montreux, Switzerland, where he obtained his Swiss Hotel Diploma and American Hotel and Motel Association Diplomas.



## David Nass

Managing Director, Head of Real Estate Finance, UBS Investment Bank (New York)

David Nass is a Managing Director and Head of Real Estate Finance at UBS. In this role, Mr. Nass oversees the Real Estate Finance group's securitized, warehouse and balance sheet lending platforms including loan origination, pricing, hedging, structuring, distribution, and trading. Prior to this role, Mr. Nass was Head of Capital Markets – Real Estate Finance for UBS. In this role, Mr. Nass was responsible for, among other things, principal and agent CMBS new issue partnerships and the execution of new issue CMBS transactions and commercial real estate debt advisory assignments. Prior to joining UBS in 2011, Mr. Nass was a Managing Director at Morgan Stanley and Head of CMBS Banking. Prior to joining Morgan Stanley, Mr. Nass was a Managing Director at DTZ Rockwood where he led the firm's debt restructuring and loan sale advisory initiatives. Before joining DTZ Rockwood in 2009, Mr. Nass was a Managing Director and Head of CMBS Banking at Lehman Brothers, where he oversaw the development and distribution of more than \$95 billion of fixed and floating rate securitizations. Prior to joining Lehman in 2001, he was a Vice President at J.P. Morgan, where he securitized more than \$4 billion of fixed and floating rate product. Mr. Nass holds a BS in Marketing/Management from Syracuse University and an MBA from the John M. Olin School of Business at Washington University in St. Louis.

# Speakers



## Heather Border

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

Heather Fernstrom 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. 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 developing investment objectives, strategic planning, underwriting investments and capital raising. She earned two Master of Science degrees in Finance and Real Estate and Construction Management, from the University of Denver. Heather earned a dual Bachelor of Science degree from Western State College in Accounting and Business Administration. She has held memberships at the NAIOP, CREW and the PREA. Heather also sat on the advisory board for IREI VIP Americas as well as various committees within the American Heart Association to which she has dedicated numerous volunteering hours. Her 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.



## Matthew Ritter

Sr. Research Consultant, NEPC (Boston)

Matt Ritter joined NEPC in 2012 and is a member of the Firm's Real Assets Research Group and the Portfolio Construction Lead for the Real Assets Beta Group. In this role, Matt is responsible for leading market analysis and research for the beta group, developing market viewpoints, and managing the Firm's Real Asset Model Portfolio. In addition, Matt is focused on conducting manager due diligence and analysis across real estate and other illiquid real assets, as well as constructing real asset investment plans for implementation in client portfolios. In 2015, Matt co-authored NEPC's white paper on REITs and their role in institutional investment portfolios. Matt is a member of NEPC's Asset Allocation Committee, which sets the Firm's annual investment assumptions and broad recommendations for clients, and a member of the Firm's Diverse Manager Committee. Prior to joining NEPC, Matt held positions at GMO and Brooke Private Equity Associates, and previously worked as an intern in NEPC's Private Markets Group. Matt earned a B.S. in Business Administration from Northeastern University and holds the Chartered Alternative Investment Analyst (CAIA) designation.

# Speakers



## John Waters

Partner, StepStone Group (San Francisco)

Mr. Waters is a member of the real estate team. Prior to StepStone, Mr. Waters was a vice president at Clairvue Capital Partners, a real estate investment manager which integrated with StepStone to establish StepStone Real Estate. At Clairvue, Mr. Waters focused on sourcing, underwriting and managing investments in the U.S. and Europe. Prior to Clairvue, Mr. Waters was an acquisitions associate at Starwood Capital Group, a leading global private equity firm, where he focused on underwriting investments for the firm's opportunity and debt funds. Before Starwood, Mr. Waters spent over two years as an analyst in the Real Estate Investment Banking group at Banc of America Securities, working on a variety of M&A transactions. Mr. Waters received his BBA from the University of Georgia.



## Prashant Tewari

Partner, The Townsend Group (Cleveland)

Prashant Tewari is a Partner of The Townsend Group and a member of the Investment Committee and the Global Macro Strategy Committee. Mr. Tewari leads global investment strategy for the firm, bringing over seventeen years of global real estate investment, capital raising, and banking experience to the firm. Prior to joining The Townsend Group in 2014, Mr. Tewari was a Co-Portfolio Manager/Senior Research Analyst with Alliance Bernstein, responsible for a \$2.5 billion global fund investing in REITs and other real estate securities. Mr. Tewari has previously held roles with McKinsey & Co. and Standard Chartered Bank within the Asia real estate group. He has lived and worked in the U.S., Europe, and Asia. Mr. Tewari received an MBA with honors from the Booth School of Management at the University of Chicago, a post-graduate diploma from the Indian Institute of Management where he was awarded the Director's medal for academic excellence, and a BS from the Indian Institute of Technology.



# 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.



## 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.

# Speakers



## Colby Durnin

Chief Executive Officer, Principal, CREDE (Irvine, CA)

Colby Durnin is the founder and CEO of CREDE (Commercial Real Estate Development Enterprises). Founded in 2001 while working with Oaktree Capital Management, Mr. Durnin and CREDE have been involved in the development and redevelopment of more than 100 projects, including all asset classes, spanning 15 states and 5 countries. Prior to starting CREDE, Mr. Durnin was the Director of Special Projects for Urban Partners, worked at Keller CMS and was a founding partner of Vortex Construction and Vortex Development. He started his career working for Pacific Energy Management Company as an Owner's Representative in Baja California. Mr. Durnin holds a BA from the University of San Diego and an MBA from the University of Hawaii; he is a licensed California, Nevada, and Texas Real Estate Broker. Mr. Durnin is a member of YPO and on the executive committee of their real estate network, a council member of the Urban Land Institute, ICSC, Team 100 Foundation, and is a Past President of the Avalon Tuna Club.



## Brad Lyons

Managing Director, Stabilis Capital Management (New York)

Mr. Lyons is a senior member of the originations team at Stabilis Capital Management, a New York based investor focused on the origination and acquisition of senior bridge loans secured by transitional assets (real estate, asset backed and healthcare). Stabilis is active across most real estate sectors as well as with various specialty finance and C&I opportunities such as inventory, receivables and equipment financing and bankruptcies. Mr. Lyons has significant experience in the real estate structured finance space and has been active with value-add and development projects across all sectors nationwide. Mr. Lyons' principal experience included investing on behalf of Capital Trust (now Blackstone Mortgage Trust) and New York Life Investment Management. He holds a BA in Economics from the Johns Hopkins University and an MS in Real Estate Finance from NYU.

# Speakers



## Mit Shah

Senior Managing Principal and Chief Executive Officer, Noble Investment Group (Atlanta)

Since 1993, Noble has specialized in making income and value-add investments in upscale hotels throughout the United States. Through its private equity real estate funds, Noble has invested nearly \$4 billion in communities throughout the country, creating thousands of jobs. As a fiduciary to state pensions, university endowments, and foundations, Noble's endeavors help to preserve and grow our limited partners' capital, which provides retirement benefits for our country's teachers, policemen, and firefighters as well as financial resources for students to attend college. As founder and chief executive officer, Mr. Shah provides overall strategic guidance for the Noble organization and heads its investment committee. He has been profiled in Newsweek magazine as one of the most influential South Asians in the United States, named as one of Atlanta's most prominent leaders by Atlanta Magazine and the Atlanta Business Chronicle, and as one of the 21st century's most influential hospitality industry leaders by both Lodging Hospitality magazine and Lodging magazine. He is the most recent recipient of the prestigious IREFAC C. Everett Johnson Award for leadership in the hospitality industry.



## 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.

# Speakers



## 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.



## Erik Moss

Investment Associate, YMCA Retirement Fund (New York)

Erik Moss joined the Fund in August 2016. He is involved in manager selection and ongoing due diligence across private markets with primary responsibilities in the real estate and natural resources portfolios. He also assists with fund-wide projects, such as asset allocation and exposure monitoring. Prior to joining the Fund, Erik spent three years at Perennial Capital Advisors as an analyst then senior analyst focusing on private real estate fund investments. Erik earned a BA in economics from Tufts University and is a CFA charterholder.

# Speakers



## David Hood

Former Managing Director, Stanford Management Company, 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.



## Ed Casal

Global Chief Executive Officer, LaSalle Global Partner Solutions (New York)

Ed is Chief Executive of LaSalle Global Partner Solutions, which manages more than \$7 billion in equity capital globally. GPS has over 40 professionals operating out of four offices: New York, Chicago, London and Singapore. The team invests alongside real estate operating partners across the globe on behalf of long-term investors, primarily pension plans. Ed is responsible for setting the strategic direction for LaSalle GPS and managing the team, and also sits on LaSalle's Global Management Committee. Prior to joining LaSalle in 2018, Ed was CEO of Global Real Estate at Aviva Investors, where he managed a team of more than 180 professionals overseeing more than \$30 billion in real estate investment capital (since 2015), after been CIO of the Aviva Investors Multi-manager business, starting in 2008. Ed is also former CEO and Co-Founder of Madison Harbor Capital (since 2003). Ed has worked in real estate since 1977 as a banker, advisor and investor. He has spent over 20 years undertaking real estate transactions on behalf of institutional investors, industrial corporations and REITs while working at Goldman, Sachs & Co., Dillon, Read & Co, and UBS. Ed holds an MBA from the Harvard Graduate School of Business and a BS in Management from Tulane University. He is a former Chairman of AFIRE and a former Board Member of Parkway Properties and Cousins Properties.

# 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 specific information as attendee profiles and their allocation strategies.
    - 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 specific information as attendee profiles and their allocation strategies.
    - 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 specific information as attendee profiles and their allocation strategies.
    - 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 specific information as attendee profiles and their allocation strategies.
    - 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 specific information as attendee profiles and their allocation strategies.
    - 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 specific information as attendee profiles and their allocation strategies.
    - 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

 LIVE ONLY, Recording Prohibited

## The US Institutional Real Estate

### Web Meeting

*June 9th, 10th & 11th 2020  
Eastern Daylight Time*

## The Asia/Pacific Institutional

### Real Estate Web Meeting

*August 4th, 5th & 6th 2020  
Singapore Standard Time*

## The US Private Equity & Venture Capital Web Meeting

*June 16th, 17th & 18th 2020  
Eastern Daylight Time*

## The Asia/Pacific Private Equity & Venture Capital Web Meeting

*August 18th, 19th & 20th 2020  
Singapore Standard Time*

## The European Institutional Real Estate Web Meeting

*July 7th, 8th & 9th 2020  
Central European Time*

## The Latin America Institutional Real Estate Web Meeting

*September 1st, 2nd & 3rd 2020  
Brasilia Time*

## The European Private Equity & Venture Capital Web Meeting

*July 21st, 22nd & 23rd 2020  
Central European Time*

## The Latin American Private Equity & Venture Capital Web Meeting

*September 8th, 9th & 10th 2020  
Brasilia Time*

Visit our website at [www.carmocompanies.com/connect](http://www.carmocompanies.com/connect)



# Thank You

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