



US Real Estate Direct & Co-Investment Meeting

Ritz-Carlton San Francisco

Thursday - March 3rd 2022

*Proof of vaccination mandatory. California Law

US Real Estate Direct/Co-Investment Meeting

Ritz- Carlton San Francisco– March 3, 2022

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US Real Estate Direct/Co-Investment Meeting

Ritz- Carlton San Francisco– March 3, 2022

Dear Colleague,

It is with great pleasure that I invite you to join The US Real Estate Direct & Co-Investment Meeting. The aim of this conference is to introduce real estate direct investment and co-investment opportunities to Limited Partners that are actively looking to diversify their capital across all real estate related asset classes. Our conference brings together the most important real estate investment vehicles, institutional allocators and private wealth investors that are actively allocating in this space. Over 300 of the leading US based private equity real estate funds, institutional investors and other real estate and finance professionals will come together to learn and discuss investment opportunities, allocations, and the performance of all real estate related asset classes.

We look forward to hosting you in person

Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



By the Numbers...

\$3 Trillion AUM in attendance

250 Total participants

100 Institutional & Private Wealth Investors

50 Private Equity Real Estate Funds

50 Institutional Real Estate Developers

50 Leading Real Estate Service Professionals

6 Industry Exclusive Panel Sessions

5 Hours of Open Networking/Round Table Discussions

1 day





Covid Related Protocols

The health and safety of our employees and attendees remain our top priority. We are working hard to make sure that we minimize risks related to the spread of COVID-19 to ensure a safe and comfortable experience for all guests. We will run in accordance with official government and local authority guidance, as well as any venue or location specific regulations.

- All attendees are required to provide proof of vaccine or
- Temperature check upon entry
- Modified room set up and seating arrangements
- Sanitation stations
- Limited touch food and beverage service

Health & Safety Advisory: *If you have a fever, cough, shortness of breath, feeling unwell or suspect to have symptoms of COVID-19, please seek medical attention and do not attend the event.*



C-Level Executives

In Attendance...

- US Focused Private Equity Real Estate Funds
- US Focused Real Estate Developers (Institutional Quality)
- Hedge Funds
- North American based Pension Funds
- North American based Endowments
- North American based Foundations
- North American based Fund of Funds
- Sovereign Wealth Funds
- US based Family Offices, Multifamily Offices and Private Banks
- LATAM Family Offices, Multifamily Offices and Private Banks
- Latin American Pensions and Investment Consultants
- Miami and Latam Government officials
- Banks and Investment Banks
- Lawyers

Sponsors

BERKSHIRE
property holdings

CALMWATER
CAPITAL

cerberus

df **forum**

Berkshire Property Holdings is a decisive, privately owned, real estate private equity firm that specializes in multifamily acquisitions and redevelopments alongside the best in-class institutional partners. Our primary focus are secondary and tertiary markets throughout the sunbelt states. The company was formed to provide investors with long term risk adjusted investment returns. Berkshire's investment strategy is to invest in attractively priced, off market, underperforming Class B and C apartment complexes. Using our network of experienced acquisitions staff, we carry out comprehensive and exhaustive underwriting to ensure all assets fit our strict investment criteria. Berkshire will typically reposition those assets by implementing a proven value-add strategy, renovating outdated units and facilities, installing strong management systems, increasing rents to market rates and utilizing innovative programs to improve operating efficiency. After the anticipated hold period, the company will look for an opportunistic sale of the property to meet or exceed investor expectations.

Calmwater is an experienced direct commercial real estate bridge lender based in Los Angeles. Founded in 2010 with a single source of capital, our investor base has grown to include state and international pension funds, top university endowments, and ultrahigh net worth individuals and family offices located both domestically and abroad. With a focus on senior secured commercial real estate bridge loans between \$7.5 and \$100 million, we have originated \$3.2* billion of senior and mezzanine loans as well as preferred equity investments over the past 11 years with no loss of investor capital to date across 206* transactions. Calmwater Asset Management, LLC (dba Calmwater Capital), is an SEC Registered Investment Advisor..

The Cerberus Residential Opportunity business began in 2008 with a focus on global residential assets both debt and equity. We launched a Single-Family Rental platform in 2015 and built an investor-owned property-manager, FirstKey Homes, leveraging the broader firm's 30 years of private equity expertise. Today the platform has grown to nearly \$15B in AUM of which \$5B is invested in Single-Family rental. The Single-Family rental strategy is where we acquire, renovate, rent and maintain single-family standalone residences. We currently manage a portfolio of +40K homes across the south, southeast and midwest. We launched a dedicated Fund in December 2020 that is targeting mid-teen net returns. Returns are generated from a combination of Home Price Appreciation (HPA) and rental income.

Forum Investment Group - with affiliate entities Forum Real Estate Group and Forum Capital Advisors - focuses on investing in multifamily housing. As strategic investors, we identify unique investment opportunities—across the capital stack and across market cycles—that generate consistent, reliable income and an attractive risk/return profile. We are committed to creating lasting value where people live, work, and thrive. Since 2007, we have invested more than \$2 billion in real estate and built a successful track record of high-performance investments. As we've adapted and evolved over the years, we've always stayed true to our founding spirit: to seize opportunity where others can't and always do right by our people, investors, and communities.

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.



Magellan Value Partners (MVP) is a real estate development and investment firm based in Los Angeles, California. The firm was founded in 2016 by long-term real estate veterans who have known and worked with each other for over two decades and successfully acquired, developed, built, and managed over 20 million SF of assets throughout their collective careers. MVP specializes in acquiring value added industrial and self storage assets, or land for development into industrial or self storage properties. Our core focus is acquiring and investing in properties with the potential to add value. With a meticulous eye for site planning and entitlements, and building aesthetics, Magellan Value Partners takes a hands-on approach to their projects. By optimizing operational efficiency and executing value-enhancing initiatives, MVP strives to deliver institutional-quality assets to customers and investors. Our team's years of experience and successful track record, accompanied by loyal friendships, collaboration, and integrity have created a dynamic and authentic firm.



March Capital Management is a private equity real estate fund and a development company that invests in underutilized residential real estate assets and maximizes their value. March Capital Management focuses primarily on the West Coast urban markets. Investments range from small residential buildings to large, ground-up, infill projects. The management team is laser focused on product fit for a particular location with a keen eye on design. To accomplish that goal, March Capital Management has a hands-on approach across all aspects of the development cycle, from due diligence, acquisition, architectural design, entitlement, permitting, contract bidding, construction, and property management all the way to marketing and disposition of the end product. March Capital Management has an enviable track record across three funds.



Headquartered in Germantown, Tennessee, McNeill Hotel Company is built on a foundation of trust, pursuit of excellence and making a difference in whatever we do. We espouse the philosophy of “people serving people” – be it our guests, our investors, our team members or our brand partners. Servant leadership truly defines our company culture. Phillip McNeill, Jr and Mark Ricketts, the company's principals, are 2nd generation hoteliers with over 60 years of combined experience in the hotel industry, encompassing nearly every discipline of the business. We focus on select service hotels with a growth strategy based on a mix of new hotel development, meaningful acquisitions and third party management agreements. We are approved franchisees for both Marriott and Hilton.

Sponsors

Pintar Investment Company (PIC) is an entrepreneurial firm with an institutional mindset. Our investment strategy is designed to create value within opportunities and maximize returns for our investor partners. Since 2009, Pintar Investment Company, LLC and its partners have acquired in excess of \$2 billion in individual single-family homes and commercial assets. We seek opportunities that provide our investor partners with the highest probability of earning outsized returns without assuming unnecessary risks. With continued volatility in today's markets, our team seeks out existing assets where we can add value through our redevelopment expertise.

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.

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.

Reef Capital Partners is a diversified, vertically integrated commercial real estate investment company based in Alpine, Utah and founded in 2005. The firm specializes in private credit and private equity transactions primarily in real estate and real estate-related assets. The firm's capabilities in debt and equity markets provide access to attractive investment opportunities throughout the capital structure of a transaction. Reef applies a disciplined, asset-based investment approach with a focus on capital preservation and downside protection via strong collateral and control positions in commercial and residential properties.

PINTAR
INVESTMENT COMPANY

PRANA
INVESTMENTS
SAN FRANCISCO
LOS ANGELES
AND NEW YORK

 **REDBRICK LMD**

 **Reef**
CAPITAL PARTNERS

Sponsors

SHELTER GROWTH
CAPITAL PARTNERS

Shelter Growth Capital Partners is an investment management platform focused on opportunities in the U.S. commercial and residential real estate debt markets. Shelter Growth currently offers two investment opportunities, each targeting mid-teens returns. CRE Fund IV, launched in December 2021 and raising capital through December 2022, focuses on commercial real estate bridge lending, and has an active pipeline of multifamily and industrial property deals. The Residential Mortgage Credit Fund focuses on high quality non-agency borrowers and was +20% in 2021. Fund investors benefit from Shelter Growth's six years of direct loan origination infrastructure build. We believe that the opportunities in residential and commercial real estate credit will persist and provide attractive returns for those who have direct access to good credit borrowers.



Westmount Realty Capital, LLC is a time-tested, privately held, Dallas-based commercial real estate company that has achieved exceptional performance, with a core team in place, for more than 30 years. Westmount is seen as an innovator and leading-edge company in the industry and is a relationship-driven trusted operating partner of numerous U.S. and foreign institutional and private capital sources. The company is active within the U.S., specializing in value add and opportunistic investments, and has navigated successfully through multiple market cycles. For additional information, contact www.westmountrc.com.

Speakers

Amy Cummings

Partner, Park Madison Partners (San Francisco)

Ms. Cummings is a Partner at Park Madison Partners focused on capital formation, strategic advisory services, and client management. She has over 35 years of real estate experience across a wide range of roles including acquisitions, asset management, portfolio management, and capital formation. Prior to joining Park Madison Partners, Ms. Cummings was a Managing Director at MetLife Investment Management where she was responsible for the development and management of relationships with institutional investors and consultants. Prior to joining MetLife, Ms. Cummings worked for nearly 15 years at JPMorgan Asset Management, helping to expand JPMorgan's real assets group into the institutional advisory space. Before JPMorgan, Ms. Cummings served as a portfolio manager at Lend Lease Real Estate Investments. Prior to that, she was a President and owned a majority interest in Net Lease Partners. She started her career at W.P. Carey in 1982. Ms. Cummings attended Stanford University where she studied English.

Brendan MacDonald

Partner, RE Chief Operating Officer, StepStone Group (San Francisco)

Mr. MacDonald is a partner and Chief Operating Officer for StepStone Real Estate. He is also involved in various investment and portfolio management activities. Prior to joining StepStone in 2014, Mr. MacDonald was a founding partner of Clairvue Capital Partners, a real estate investment manager that integrated with StepStone to establish StepStone Real Estate. At Clairvue, he was an investment committee member and sourced, underwrote, and managed investments in the US, Europe, and Latin America. Before Clairvue, he was a director at Liquid Realty Partners, an investment manager focused on real estate private equity secondaries. Mr. MacDonald received his BS from Indiana University and MBA from Harvard Business School.

Jonathan Van Gorp

Managing Director, Makena Capital Management (San Francisco)

Jonathan Van Gorp is responsible for portfolio management and partner selection for Makena's U.S. and global real estate investments. Prior to joining Makena, Jonathan was a Vice President at Paxion Capital, a family office where he oversaw the real estate portfolio. Prior to Paxion, Jonathan was a director at the Stanford Management Company, overseeing domestic and international real estate investments. Jonathan began his career at Bank of America Merrill Lynch in the Real Estate Investment Banking Group. Jonathan received a B.B.A. in Finance from the University of Georgia.

Speakers



Tarrell V. Gamble

Vice Chair, Alameda County Employees' Retirement Association (San Francisco)

Mr. Gamble joined Blaylock Van in 2001 and has over 16 years of capital markets, sales & trading and market analysis experience with the firm, specializing in debt and equity underwriting for Fortune 500 companies. In addition to his responsibilities in capital markets, Mr. Gamble leads the BV summer internship program. Mr. Gamble is the Chair and Board Trustee of the Alameda County Employees Retirement Association and is the President of the Board of San Francisco Achievers scholarship program. Mr. Gamble earned a Bachelor of Science degrees in both Finance and Banking from San Francisco State University. He also completed the Tuck Executive Education at Dartmouth program. He also holds Series 7, 55, 66 licenses.



John M. Graham

Senior Vice President, Portfolio Advisors (Darien, CT)

John Graham is a Senior Vice President in Portfolio Advisors real estate group and serves as a voting member of certain of the firm's real estate related Investment Committees. John is responsible for overseeing direct/co-investments within the real estate group at Portfolio Advisors and is involved in various investment and asset management activities related to secondary transactions and primary fund investments. Previously, John worked for ASB Real Estate Investments, where he was engaged in acquisitions, asset management and disposition activities throughout the U.S. Prior to ASB, John worked for Liquid Realty Partners, where he focused on secondary investments, and SL Green, where he was primarily responsible for asset management activities.



Tina Keane

Investment Director, Lili'uokalani Trust (Honolulu)

Tina Keane joined Lili'uokalani Trust in 2020 and is currently managing the endowment's global, diversified investment portfolio. Previously, Tina covered a range of responsibilities as an investment professional at Kamehameha Schools, including sourcing new managers, determining strategic and tactical allocations, and performing investment due diligence on institutional money managers for its \$12 billion global, diversified portfolio. She directly managed a \$1 billion Real Assets portfolio of marketable and private equity investments. She received her Bachelor's in Economics at the University of California, San Diego and her M.B.A. at Chaminade University. Tina currently serves on the Governing Board of University Laboratory Schools and is a Board member at Habilitat, a long-term drug addiction facility located in Kaneohe, Hawaii.

Speakers

Sean Davatgar Chairman & CIO, Dava Capital (Los Angeles)

Sean Davatgar is the Chairman & CIO of Dava Capital. Dava capitalizes on investment opportunities across the global capital markets & industries on I.P, providing alternative finance through a PE structure to emerging or growth stage companies He has investments in Health Care, Technology, Construction, Government, Energy and Media. He was previously worked as Majority JV Partner at Fortress Investment Group from 2014-2020, Senior Business Adviser at Houlihan Smith & Company from 2007-2009. He also founded ELITE MEDICAL SUPPLY in 2004 and Mobile Accessories in 1999.

Brian Heafey Partner, PCCP (San Francisco)

Mr. Heafey is a partner and is responsible for PCCP's debt portfolio management, serving as the fund manager for its various debt investment vehicles. Having joined PCCP in 2000, his fund management experience at the firm includes overseeing \$2.4 billion in lending capacity for PCCP Credit VI. Mr. Heafey also serves as the fund manager for PCCP Credit IX. Previously, Mr. Heafey was head of investment and portfolio management for both PCCP's equity and debt portfolios and managed PCCP's joint venture that originated over \$3.8 billion of commercial real estate loans. Prior to joining PCCP, Mr. Heafey was a Consulting Manager for E&Y Kenneth Leventhal Real Estate Group throughout Asia and the United States. During that time, Mr. Heafey oversaw the acquisition of loans in Japan, served as a consultant in connection with sales of financial assets for the Financial Sector Restructuring Authority of Thailand and managed sales of over \$1 billion in loans and other financial assets for the Bank of Tokyo Mitsubishi and Mitsui Trust. Mr. Heafey's experience also includes Resolution Trust Company asset dispositions, underwriting CMBS issuances and loan workouts. Mr. Heafey received his bachelor's degree from Stanford University. He is a Trustee for St. Ignatius College Preparatory and a board member of Rose Court, a low-income housing development.

Dean Allara Vice Chairman, Bridge Investment Group (San Francisco)

Dean Allara serves as Vice Chairman of Bridge Investment Group and Head of the Client Solutions Group. He has experience in the real estate investment process including analyzing, raising capital, acquiring, financing, developing, managing, improving, and selling properties beginning in 1986. Dean is responsible for capital raising, investment analysis, and investor relations. Dean is directly responsible for investing in over \$4 billion in real estate assets. Property types include multi-family and single family residential, commercial, seniors housing, resort golf properties, hotel, and retail properties. Dean has been with Bridge Investment Group since March 2009, where he is involved in raising capital from high-net-worth individuals, family office and institutional partners in addition to responsibilities related to ownership, investment analysis, development, asset management, investor relations, and legal & tax issues. Dean is also responsible for real property development including permits and zoning, master planning, debt financing, insurance, construction management, homeowners' association management, marketing, and residential sales. Dean's previous experience includes a ten-year career with Trace Digital, a leading global supplier of software manufacturing equipment, where he rose from a Regional Sales Manager to President and CEO. Dean earned his Bachelor of Science degree in Business Administration from the St. Mary's College in 1984, which included one year at Loyola University of Rome, Italy. He also earned his Master of Business Administration from Santa Clara University in 1986 with a semester at the Tokyo University studying Business Law.

Speakers

Spencer Del Prete

Commercial Real Estate Credit Team, Shelter Growth Capital Partners (Los Angeles)

Mr. Del Prete's duties at SG Capital Partners include originating commercial real estate loans as well as CMBS credit evaluation. Prior to joining SGCP, Mr. Del Prete was a Director with Guggenheim Commercial Real Estate Finance, where he originated balance sheet loans for Guggenheim-owned life insurance companies. Prior to joining Guggenheim in 2013, Mr. Del Prete was the Manager of Originations and Credit in CapitalSource Bank's Real Estate Group, where he provided credit oversight to regional banking teams, in addition to underwriting and closing senior bridge loans. Mr. Del Prete began his career as an auditor in Ernst & Young's Assurance and Advisory Business Services practice in New York. He is a Certified Public Accountant (inactive) and received a BS in Accounting from Villanova University and an Advanced Certificate from New York University's Schack Institute of Real Estate.

William Wennerth

Managing Partner, Reef Capital Partners (Utah)

William Wennerth is a Managing Partner and Head of Reef's credit strategies. He primarily focuses on analyzing and executing short term, high yield credit opportunities in the lower and middle markets for Reef. Prior to Reef, William was a Vice President at Crestline Investors where he was responsible for sourcing, due diligencing, negotiating, and executing transactions in distressed and special situations assets. William was a key part of a small team that invested over \$1 billion across various industries and geographies in the strategy. Before Crestline Investors, he was an investment banker in Citigroup's middle-market M&A group where he focused on mergers, divestitures, acquisitions, leveraged buyouts, initial public offerings, and recapitalizations. William began his career in the global industries investment banking group at Bank of America where he was an analyst. William graduated with an A.B. in Economics with honors from the University of Chicago.

Robert Lindner

Co-Founder and Managing Principal, Integrated Capital Management (Los Angeles)

Robert Lindner is Co-Founder and Managing Principal of Integrated Capital Management (ICM). Mr. Lindner's primary responsibility is the strategic deployment of ICM's discretionary investment funds, side-cars and single asset opportunities. Mr. Lindner's commercial real estate experience spans multiple asset classes, including, but not limited to, office, retail, student housing, hospitality, self-storage, industrial, multifamily and others. He has extensive experience negotiating joint venture and sponsor equity co-investments, as well as a deep understanding of the full capital stack, including various loan structures. For nearly 22 years, Mr. Lindner has worked in an advisory capacity for leading real estate companies, consulting firms and investment banks, including PricewaterhouseCoopers (PWC), Newmark Knight Frank (NKF), Cohen Financial, Savills Studley and Buchanan Street Partners. Mr. Lindner earned an MBA from the University of Southern California and a BA in English from the University of Colorado at Boulder.

Speakers

Bora Ozturk

Principal, March Capital Fund (San Francisco)



Bora Ozturk is the Founder and Principal of March Capital Fund, a private equity real estate fund and development company that invests in underutilized real estate assets in the San Francisco Bay Area. March Capital Funds have acquired, designed, permitted, and managed dozens of successful projects, all resulting in double-digit IRRs, even in downturns. Project costs range from \$10MM to \$100MM. Prior to starting March Capital Funds, Mr. Ozturk was an investment advisor to ultra high-net-worth families and small to mid-size companies. In his advisory role, he advised family offices and assisted in asset allocation, alternative asset and real estate strategies. Earlier, Mr. Ozturk held various leadership positions at Wells Fargo. He started his career at Wells Fargo as a senior analyst. Later on he managed 500 employees in private banking, retail banking, and business banking channels. In his last three years at Wells Fargo he was responsible for structuring interest rate derivatives, which were collateralized by commercial real estate investments. In his early career, Mr. Ozturk held positions as a management consultant at Monitor/Deloitte and as a brand manager at Unilever. He received an MBA from the Yale School of Management and a B.S. in Industrial Engineering from METU.

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.

Isabelle Martin

Senior Vice President, Real Estate Investment Funds, Ivanhoe Cambridge (Canada)



Isabelle Martin oversees Ivanhoé Cambridge's Global funds partnerships and the implementation of IC's investment strategies for real estate investment funds. She sits on the US and Latam region investment committee. In that role, she is responsible for identifying, negotiating and executing investment opportunities. In addition to contributing to project prospecting and evaluation, she analyzes investment opportunities and oversees due diligence, negotiation and implementation of partnerships, working closely with internal and external stakeholders. She has led the creation of IC's Proptech investment strategy. Ms. Martin has worked in finance and investment for more than 25 years. Before joining Ivanhoé Cambridge in 2011, she held various positions at Ernst & Young in Montreal, Paris and New York. She holds a Bachelor of Commerce from the École des Hautes Études Commerciales (HEC) de Montréal and is a member of the Ordre des comptables agréés du Québec.

Speakers



Clifford A. Booth

Founder & Chairman, Westmount Realty Capital, LLC (Dallas)

Cliff Booth, Founder and Chairman of Westmount Realty Capital, LLC, is responsible for directing corporate strategy, identifying prospective acquisitions, and raising private and institutional capital. Mr. Booth has been active in the commercial real estate business since 1979 and is highly regarded as a cutting-edge investor. Among his many notable achievements, he was among the early real estate professionals to assemble a significant portfolio of light industrial properties in the U.S., and a pioneer to the commercial development of downtown Dallas. To date, Cliff Booth has led Westmount in 44 million square feet of acquisitions within a portfolio of industrial, multifamily, and office/flex properties.

Neil McKinnon

President and CEO, Prana Investments (San Francisco)

Neil McKinnon serves as President, Chief Executive Officer, and as a Director of Prana. He joined the company in 1996 and oversees its day-to-day operations. Previously, Neil worked for twelve years at Yarmouth Group, an institutional real estate investment manager with assets of \$5.5 billion under management, where he was director of portfolio management and regional manager for the Los Angeles office. In addition, he was a shareholder and served on the company's board of directors. Neil holds a Masters of Business Administration from the Wharton School and a Bachelor of Arts degree from Stanford University. Prana Investments, with more than 30 years of experience, invests in rent-regulated housing in New York City and Los Angeles, pursuing a "value-add" strategy that delivers quality affordable housing for our tenants and solid returns for our investors. Prana specializes in rent-regulated properties that are underperforming, typically due to deferred maintenance and inefficient management. By addressing these issues, the company improves tenants' housing, stabilizes properties, and increases property values. Prana's extensive knowledge of rent-regulated affordable housing in New York City and Los Angeles is based on decades of owning and managing more than 650 properties and our current portfolio of more than 125 properties. Prana seeks to achieve a return for investors by stabilizing and revitalizing existing properties through professional management and prudent, cost-effective improvements without fundamentally changing a property's character or the nature of its tenancy.



Andrea Karp

Managing Director, Ares Real Estate Group (Denver)

Ms. Karp is a Managing Director in the Ares Real Estate Group, where she focuses on U.S. industrial real estate due diligence and dispositions. She also serves on the Ares Real Estate Group's Combined Industrial Advisors Committee (CIAC) Investment Committee. Prior to joining Ares in 2021, she was a Managing Director, Head of Real Estate Due Diligence at Black Creek Group, where she led the team that thoroughly examines every deal that the company considers. As Portfolio Manager for Black Creek Industrial Fund LP, an investment platform sponsored by Black Creek Group, she assisted with fund operations, strategy, client interfacing, due diligence and dispositions. Previously, she was a Vice President at Fremont Investment & Loan, a California-based bank. In addition, she was a First Vice President at Prologis, where she was responsible for overseeing all due diligence and underwriting activities of corporate mergers, joint ventures, financings, acquisitions and dispositions. She also serves as the vice chair for the board of directors for the YMCA of Metropolitan Denver. Additionally, Ms. Karp is an active member of Commercial Real Estate Women Network (CREW) and of the National Association of Industrial and Office Properties (NAIOP). Ms. Karp holds a B.A. from the University of Colorado in Economics.



Speakers

Jennifer Jones

Executive Director - Portfolio Manager, UBS Global Asset Management (California)

Jennifer Jones joined UBS Asset Management, Real Estate & Private Markets (REPM) in 2005. Jennifer is the Senior Portfolio Manager of US GREFS, a global multi-manager core plus fund, is a member of the Management and Investment Committees of UBS Multi-Manager Real Estate (MMRE) and is the Head of MMRE Non Fund Investment Group, a team within MMRE that coordinates sourcing and executing semi direct investments globally. Jennifer has invested, managed and disposed of over USD 20 billion of real estate during her tenure with UBS across various structures. Prior to joining UBS, Jennifer had worked in acquisitions at other firms and founded and operated a residential development company in Western Canada building both multifamily and single-family homes. Jennifer has an MBA from Columbia University and a Bachelor of Commerce from the University of British Columbia.

Munir Iman

Vice President, Callan (San Francisco)

Munir Iman is a vice president in Callan's Real Assets Consulting group. He provides support to the group, collects information on various real asset products, and tracks new real estate fund offerings. He participates in core/core plus real estate research and covers open-end real estate. He is responsible for core/core plus real estate searches. He is a shareholder of the firm and a member of the PREA (Pension Real Estate Association) Rising Leaders Committee. Munir joined Callan in 2011 as an analyst in the Client Report Services group, where he was responsible for investment portfolio reconciliation and ongoing performance measurement reports. Prior to Callan, Munir's investment industry experience included an internship at Concert Global in San Jose, where he assisted the accountants creating statistical reports used by the company's advisers. Munir graduated from Santa Clara University with a BS in finance and was a member of the rugby team.

Vaughn Weatherdon

Head of Real Estate Investment & Advisory, QInvest (Doha)

Vaughn Weatherdon is the Head of Real Estate Investment & Advisory at QInvest. In this role, he is responsible for allocating capital to international real estate opportunities, generating sustainable returns for clients based on their specific investment objectives. Vaughn also leads the Real Estate team in developing proprietary investment products that are designed to capture market trends. Since joining QInvest in 2011, Vaughn has concluded investment and advisory transactions totaling US\$ 1.5 billion and has played an instrumental role in successfully allocating funds across credit and multifamily assets, value add mixed-use portfolios and development assets in Europe, the US and the GCC. Vaughn has over 13 years of experience across real estate investing, financing, and advisory in the US, Europe, and the Middle East. He was previously based in Saudi Arabia as a Senior Manager within Samba Capital's Real Estate division. Prior to this, he worked at Wachovia (now Wells Fargo) in the US, as part of its real estate capital markets group. Vaughn holds a BA from the University of Virginia, USA and is a CFA Charterholder.

Speakers

Tom Bratkovich SVP, Investments, DCA Partners (San Francisco)

Tom Bratkovich has nearly 20 years of experience in private equity as a general partner, limited partner, and advisor. He is currently Sr. Vice President of Investments for DCA Partners, focused on real asset investments for a large single family office. In prior roles, Mr. Bratkovich has served in a business development, new product launch, and deal sourcing role for a \$30 Billion AUM fund-of-funds platform, and as a strategic advisor to numerous lower mid-market GPs in the areas of capital formation, new fund launch, and partnerships/JVs. He was an advisor to the PR/RE/IF programs of institutional investors such as CalPERS, CalSTRS, New York Common, and others, and prior worked as a venture capitalist for several years. Early in his career, he worked as an aerospace engineer developing advanced rocket engines and planetary landers. He holds an MBA from Harvard Business School with Distinction, and Aerospace Engineering degrees from MIT and UCLA.

Jeff Pintar CEO & Founder, Pintar Investment Company (San Juan Capistrano)

Jeff founded Pintar Investment Company (PIC) in 2009 which focuses on the investment in and redevelopment of existing residential homes throughout the country. Since inception, the company has invested well over \$2B in over 10,000 homes in 20 different communities creating jobs and homes in many underserved neighborhoods that were severely impacted by the financial crisis. Prior to founding PIC in 2009, Jeff was the National Retail Partner at Panattoni Development Company Inc. (PDC) from 2003 -2009. During Jeff's tenure at PDC, the company developed and delivered over 40M square feet of new commercial projects valued in excess of \$5B. Jeff began his real estate career with CB Richard Ellis and became one of the nation's leading revenue producers for the firm receiving Circle of Excellence awards in 1996 - 2003. In 1999 Jeff moved to Australia where he sat on the Asia Pacific Senior Leadership Board which oversaw the regions 20 offices and Retail Business Line.

Louis M. Dubin Managing Partner, Redbrick LMD (Washington, D.C.)

Mr. Dubin is a founding member of Redbrick LMD, an opportunistic real estate investment and development company. Mr. Dubin has invested over \$700 million of equity in U.S. based real estate investments and acquisitions with a gross value of approximately \$3 billion. He has completed over 30 real estate developments and investments, including land development, resort, residential for sale and rental, office, self storage, and master planned communities. Some of the more notable projects include St Elizabeths East Campus(DC), Poplar Point(DC), the former US Coast Guard HQ(DC), Deer Crest (Park City, UT), 838 Fifth Avenue (New York, NY), Waverly at South Beach (South Beach, Miami), Parkside at Ashburn (Ashburn, VA), Parc Reston (Reston, VA), and 2233 Wisconsin Avenue (DC). Further, Mr. Dubin invested in Westbrook Homes in his capacity as CEO of his previous firm. Mr. Dubin completed his undergraduate work at Washington & Lee University, and his law degree at The Washington College of Law, American University. Mr. Dubin is a past winner of Institutional Investor's Real Estate Deal of the Year. Since 2003 Mr. Dubin has been a member of the NY State Common Retirement Fund Real Estate Committee, with current total assets of approximately \$190 billion. He is a member of the Dean's Advisory Council of American University, Washington College of Law, Co-Chair of the Cyber Security Task Force of the Governors Workforce Board for the State of MD, and former co-chairman of the building committee of the Hewitt School in Manhattan, as well as a former board member of the Lincoln Center Institute for Arts and Education.

Speakers

Dr. Joseph Julian

Managing Director, Highmore (Los Angeles)

Joseph's experience includes working on structuring and capital formation of the real estate industry having participated in more than 3 million square feet of commercial real estate across the entire risk-return spectrum in multiple product types and geographies. Joseph is a member of the investment committee and portfolio management team, as well as being involved in product development, and investment selection for the firm's institutional clients. He is the lead portfolio manager for Highmore's Opportunity Zone real estate development fund. Prior to joining Highmore, he was Director of Investments and portfolio manager at Oppenheimer & Co. where he designed and managed investment portfolios for the private client group of Oppenheimer with a specialization in alternative investments, including real estate, and private equity. Before joining Oppenheimer Joseph was Head of Absolute Return Strategies for Witenberg Investment Companies / Properties Inc. where he provided portfolio management, due diligence, operator/manager selection, and risk management overseeing \$5 billion of institutional assets. Joseph received his B.A. and M.A. degrees from California State University, cum laude, areas of study: mathematics, economics, and science and attended UCLA and earned his Doctorate Ph.D. degree from the University of California, San Diego in La Jolla, CA.

Alex Bhathal

Executive Chairman, Revitate, Co-Owner, Sacramento Kings (Newport Beach)

Alex Bhathal is Co-Founder, Executive Chairman, and Managing Partner of Revitate, building upon the legacy and success of the RAJ Capital family investment office. Alex is co-owner and Executive Director of Sacramento Basketball Holdings, which owns the Sacramento Kings, Golden 1 Center and Downtown Commons entertainment and sports district. He is also Managing Partner of RevOZ Capital, a leader and early adopter in Opportunity Zone real estate investing; Senior Operating Partner of Rx3 Growth Partners, a consumer growth fund; a Board member for Mark IV Capital, Aspyr Holdings, Gen Next, and the Young President Organization California Coast Chapter. Alex earned his B.A. from the University of California Los Angeles, M.B.A from the University of Southern California, and is completing the Presidents Program in Leadership at Harvard Business School.

Paul Rabinovitch

Principal of Real Estate, New Island Capital Management (San Francisco)

Paul is Principal of Real Estate at New Island Capital. For over 20 years, Paul has been refining his approach and practice to real estate impact investing. A thoughtful approach to real estate and land use has the power to shape the quality, resilience, and vitality of our communities as well as our overall planetary health. Paul takes great pride in honoring and honing that craft. His earliest introduction to real estate impact investment came as a non-profit Executive Director at The Nature Conservancy where a pioneering investment in thousands of acres of underwater land resulted in one of the country's largest marine shellfish recovery projects. Under his leadership the chapter received the 2004 US EPA Environmental Leadership Award. Paul is a former President of an east coast brownfields redevelopment company, as well as an executive at an urban development firm that specialized in affordable housing, adaptive re-use, and historic restorations of urban infill property. Paul has developed and managed over a thousand apartments as well as townhouses, mixed use buildings and urban retail. Prior to New Island Capital, Paul was an executive at a leading-edge developer of highly sustainable single family homes in San Francisco. He received his Master's degree in urban planning and real estate finance from the University Of Pennsylvania.

Speakers

Bill DeMar, CFP

Principal, Enso Wealth Management (Orinda)

Bill DeMar is a Principal at EnsoWealth Management LLC, a registered investment adviser serving affluent families. Since co-founding the firm in 2017, he has been responsible for many aspects of the growth of the firm, including serving as the firm's Chief Investment Officer. Mr. DeMar also provides advisory services to accredited investors and high-net-worth individuals, often assuming the role of a family's Chief Financial Officer. He has personally invested and placed clients in private real estate transactions, limited partnerships, and other liquid/illiquid alternative investment vehicles. Mr. DeMar focuses his business on servicing clients that have built their wealth in real estate, serving as a fiduciary and trusted advisor to those families. As part of that evolution, he has developed relationships with sponsors, developers, operators, and managers that provide investment vehicles to high net worth individuals. Mr. DeMar has been involved in the securities industry since 2002.

Chris Dzurinko

CIO, Lightning Tree Capital (Denver)

Chris is the Chief Investment Officer of Lightning Tree Capital – a multi-generational single family office. Previously he was a Partner and the Chief Investment Officer of a Denver-based multi-family office that provided investment and family office services to families across the U.S. Before entering the field of family offices, Chris held positions at private equity, institutional public equity, and real estate firms. A graduate of Pepperdine University, Chris is a CFA charterholder.

Ben Gottlieb

Principal, Geolo Capital (San Francisco)

Ben Gottlieb oversees Geolo Capital's Asset Management and Credit verticals. His responsibilities include originating new mezzanine and preferred equity investments and asset managing Geolo's real estate portfolio of over 2,500 guestrooms and over 400 apartment units. Geolo's hospitality holdings include both branded and independent properties that range from urban lifestyle hotels to luxury resorts. Prior to joining Geolo Capital, Ben was the Vice President of Acquisitions at AJ Capital Partners and one of the founders of Graduate Hotels®. While at AJ Capital, Ben was responsible for the acquisition, financing and redevelopment of 10 hotels across the country. Ben began his career in Tokyo with Morgan Stanley Real Estate where he covered the firm's private equity real estate investments in Asia Pacific and Europe. Ben received an MBA from Cornell University's Johnson School and holds a BA from the University of Michigan.

Speakers

Prashant Kalidindi

Principal, Bluepointe Capital Management (San Mateo)

Prashant provides integrated financial advice to individuals and families to help them achieve their goals and objectives. He has been with BluePointe Capital since 2008 and serves on the firm's Investment Committee. He is also instrumental in building asset allocation models and conducting due diligence on various funds, including alternative investments. Prior to BluePointe, Prashant co-founded a real estate fund for direct investments into India. Prashant received his MBA from Babson College. He also has a master's degree from Wayne State University and a bachelor's in Industrial Engineering from Osmania University.



Agenda Outline

8:00 am PST

Registration & Breakfast Networking

Sponsored by:

9:00 am PST

Welcoming Address

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

9:00 am PST

Institutional Outlook: Investment Strategies in an Expensive Market

Institutional investors have been growing their asset bases and continue to face pressure to find new investment opportunities. How are institutional real estate LPs sourcing and evaluating new investments? Are they consolidating their bench of managers or broadening their exposure? How are they allocating between strategies? And at this stage in the economic cycle, how much risk are investors willing to take? Are investors more or less willing to invest in new managers and new asset classes, or is a fund manager's track record even more important today? The institutional real estate professionals on this panel will discuss their current allocation strategies, underwriting criteria, and attitudes toward risk.

Moderator:

Amy Cummings, Partner, **Park Madison Partners**

Panelists:

Brendan MacDonald, Partner, RE Chief Operating Officer, **StepStone Group**

Jonathan Van Gorp, Managing Director, **Makena Capital Management**

Tarrell V. Gamble, Vice Chair, **Alameda County Employees' Retirement Association**

John Graham, Senior Vice President, **Portfolio Advisors**

Tina Keane, Investment Director, **Lili'uokalani Trust**



Agenda Outline

10:00 am PST

Morning Networking Break

11:00 am PST

Investment Perspective: Private Debt

In an era of low returns and high financial market volatility, commercial and multifamily mortgage loan investments provide fixed income investors an appealing mix of strong relative value, low credit risk, and diversification benefits within a larger fixed income portfolio. Panelists discuss their appetite for specialty bridge lending, loans for ground-up construction and land acquisitions. How are they overcoming the debt challenge as banks pull back and become more risk averse? How do they separate the good from bad debt deals? Panelists will go in depth on originating, structuring, underwriting and managing these real estate investments.

Moderator:

Sean Davatgar, Chairman & CIO, **Dava Capital**

Panelists:

Brian Heafey, Partner, **PCCP**

Dean Allara, Vice Chairman, **Bridge Investment Group**

Spencer Del Prete, Commercial Real Estate Credit Team, **Shelter Growth Capital Partners**

William Wennerth, Managing Partner, **Reef Capital Partners**

Agenda Outline

12:00 pm PST

Investment Perspective: Value Add & Opportunistic/Development

Leading real estate investment firms, investors and developers discuss their investment theses and target markets. What structures do they have in place to take on or deploy LP capital. Where is the opportunity for development and what is their ability to increase rents on value-add opportunities. Property types to be discussed include; multifamily, industrial, mixed-use, retail, office, senior living, student housing, self-storage and data centers.

Moderator:

Robert Lindner, Co-Founder and Managing Principal, **Integrated Capital Management**

Panelists:

Bora Ozturk, Founder & General Partner, **March Capital Management**

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

Isabelle Martin, Senior Vice President, Real Estate Investment Funds, **Ivanhoe Cambridge**

Clifford A. Booth, Founder & Chairman, **Westmount Realty Capital**

Neil McKinnon, President and CEO, **Prana Investments**

1:00 pm PST

Networking Luncheon

Sponsored by

Agenda Outline

2:30 pm PST

Investment Perspective: Core & Core+

In an environment of political uncertainty, slow growth and low interest rates, investing in core leased real estate may be the safest option for allocation with the most realistic investment returns. On this panel, leading real estate investment companies discuss their track records investing and buying income producing office, industrial, residential and senior living assets. What do they have in the pipeline and how are they sourcing opportunities? How are they using leverage, underwriting and what are their target returns?

Moderator:

Andrea Karp, Managing Director, **Ares Real Estate Group**

Panelists:

Jennifer Jones, Executive Director - Portfolio Manager, **UBS Global Asset Management**

Munir Iman, Vice President, **Callan**

Vaughn Weatherdon, Head of Real Estate Investment & Advisory, **QInvest**

3:30 pm PST

Opportunity Zone Panel

The Tax Cuts and Jobs Act of 2017 created a new program that incentivized investments in certain development areas by eliminating capital gains taxes after a 10 year hold period. This program is viewed as the most substantial development incentive created over the past few decades by the federal government.. How have these investments been received in the LP community, what OZ deals have closed and if there has been more of a preference for single asset funds or multi-asset funds.

Moderator:

Tom Bratkovich, SVP, Investments, **DCA Partners**

Speakers:

Jeff Pintar, CEO & Founder, **Pintar Investment Company**

Louis M. Dubin, Managing Partner, **Redbrick LMD**

Dr. Joseph Julian, Managing Director, **Highmore**

Alex Bhathal, Executive Chairman, **Revitate**, Co-Owner, **Sacramento Kings**



Agenda Outline

4:30 pm PST

Family Office Outlook: Direct & Co-Investment

Historically, family offices have entered deals as limited partners in funds, relying on asset managers to diversify and perform the necessary due-diligence. As these family office groups look to reduce fees and expenses while gaining control and greater decision-making authority, the result has been a growing trend of direct and co-investment. On this panel, leading family office decision makers will discuss their investment philosophy and allocation strategy as it relates to this investment thesis. How have family offices built out their investment infrastructures in-house to assimilate professional investment firms? How are they collaborating with independent sponsors and working on “club deals” with other family offices? What is their corporate governance model and how does ESG inform the co-investment process?

Moderator:

Paul Rabinovitch, Head of Real Estate, **New Island Capital Management**

Panelists:

Bill DeMar, CFP, Principal, **Enso Wealth Management**

Chris Dzurinko, CIO, **Lightning Tree Capital**

Ben Gottlieb, Principal, **Geolo Capital**

Prashant Kalidindi, Principal, **Bluepointe Capital Management**

5:30 pm PST

Networking Cocktails

6:30 pm PST

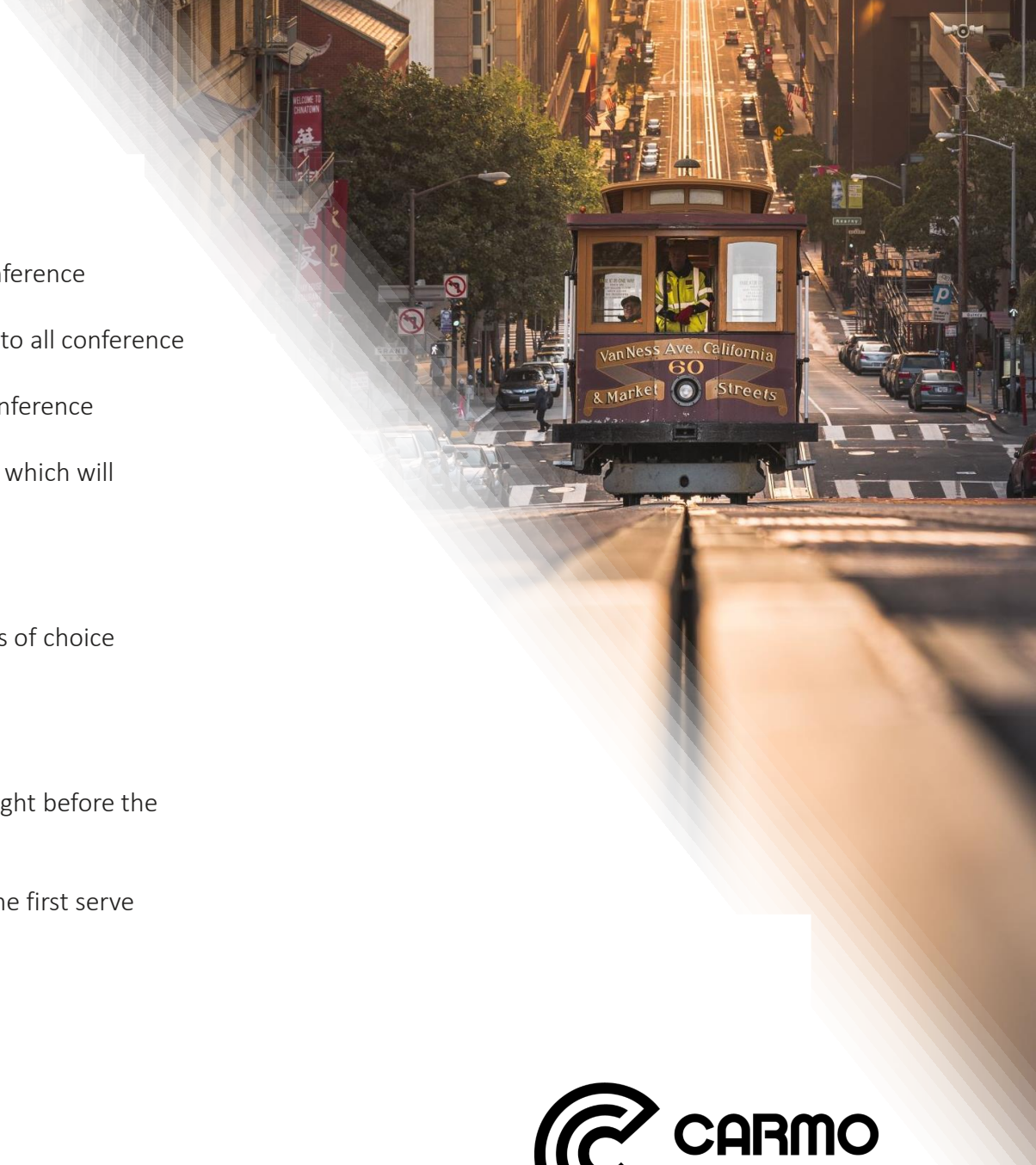
End of Event

Participation Options

IN-PERSON TITLE SPONSORSHIP

- **Priority Brand Placement & Material Distribution**
 - Sponsor's Corporate logo to be placed above and in a larger format on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor to include a full-page advertisement to be placed on back cover of conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress.
 - Sponsor to have all attendee lanyards with company logo.
- **Priority Networking Instrument**
 - First access to conference attendee list 3 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds/investors).
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated private sponsor room for 1 on 1 meetings
- **Exclusive Sponsor Cocktail/Dinner**
 - Carmo to help facilitate private cocktail party/dinner with selected investors night before the event
- **Speaking/ Moderating Positions**
 - 2 Moderating/speaking or presentation positions on panel of choice. (first come first serve basis)
- **Company & Speaker Profiling**
 - Company description to be published online and in print (150 words max)
 - Speaker bio to be published online and in print (150 words max)
- **Conference passes**
 - Up to 10 attendee passes for sponsor employee executives

Price- \$50,000 USD

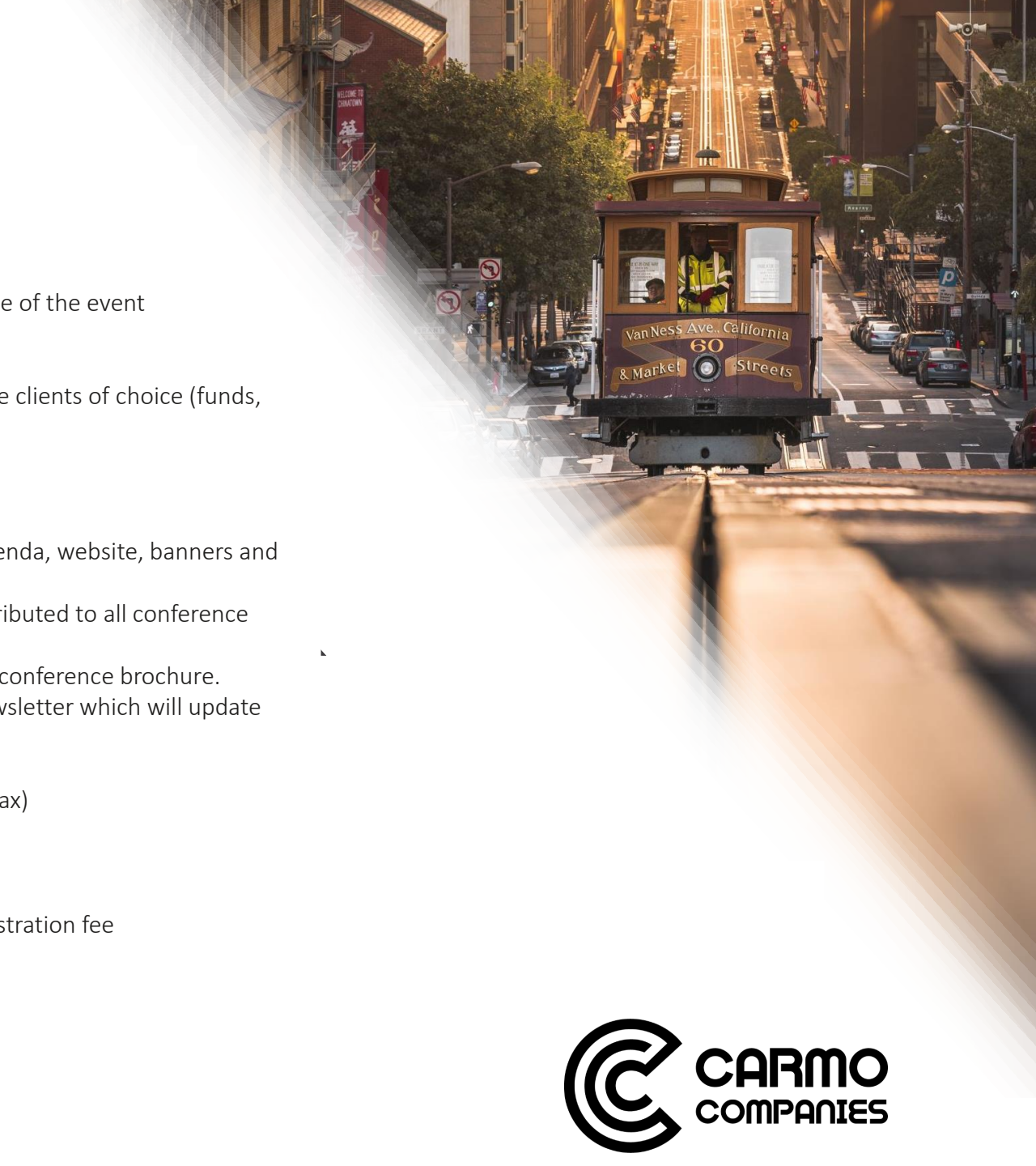


Participation Options

IN-PERSON PRESENTATION SPONSORSHIP

- **Speaking Position**
 - Stand-Alone 20 Minute presentation at time of choice during the course of the event
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds, developers, investors).
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated sponsor table in “sponsor lounge” for 1 on 1 meetings
- **Brand Placement & Material Distribution**
 - Sponsor’s Corporate logo to be placed on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor may wish to include a full-page advertisement to be placed in conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress
- **Company & Speaker Profiling**
 - Company description to be published online and in print (150 words max)
 - Speaker bio to be published online and in print (150 words max)
- **Conference passes**
 - Up to 5 attendee passes for sponsor employee executives
 - Each additional pass needed will receive 25% discount of standard registration fee
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.

Price- \$20,000 USD



Participation Options

IN-PERSON SPEAKING SPONSORSHIP

- **Speaking/Moderating Position**
 - Moderating/speaking position on panel of choice. (first come first serve basis)
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice (funds, developers, investors).
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated sponsor table in “sponsor lounge” for 1 on 1 meetings
- **Brand Placement & Material Distribution**
 - Sponsor’s Corporate logo to be placed on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor may wish to include a full-page advertisement to be placed in conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress
- **Company & Speaker Profiling**
 - Company description to be published online and in print (150 words max)
 - Speaker bio to be published online and in print (150 words max)
- **Conference passes**
 - Up to 5 attendee passes for sponsor employee executives
 - Each additional pass needed will receive 25% discount of standard registration fee
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.

Price- \$15,000 USD



Participation Options

IN-PERSON CAP-INTRO SPONSORSHIP

- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Carmo will provide one on one introductions via email to all prospective clients of choice
 - On-site direction and introduction facilitation to prospective clients
 - Dedicated sponsor table in “sponsor lounge” for 1 on 1 meetings
- **Brand Placement & Material Distribution**
 - Sponsor’s Corporate logo to be placed on the conference brochure, agenda, website, banners, and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
 - Sponsor may wish to include a full-page advertisement to be placed in conference brochure.
 - Sponsor logo and link to sponsor site to be included on a bi-weekly newsletter which will update all confirmed and prospective attendees of event progress
- **Company Profiling**
 - Company description to be published online and in print (150 words max)
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the virtual event. Attendee list includes companies, names, professional titles, profiles, and specific attendee allocation information.
- **Conference passes**
 - Up to 5 attendee passes for sponsor employee executives
 - Each additional pass needed will receive 25% discount of standard registration fee
- **Networking App Access**
 - 5 Company passes to event networking app for 1 week.

Price- \$12,500 USD



Participation Options

LANYARD SPONSORSHIP

- **Lanyard**
 - Event lanyards with sponsor corporate logo to be distributed to all conference attendees
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$10,000 USD

STAND SPONSORSHIP

- **Stand**
 - Sponsor may have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$7,500 USD



Participation Options

SEAT DROP SPONSORSHIP

- **Seat Drop**
 - Sponsor to exclusively drop corporate information/deck on all conference attendee seats
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$7,000 USD

NETWORKING BREAK SPONSOR

- **Networking Break**
 - Branding and announcement to all attendees.
 - Ability to upgrade food and beverages for networking
- **Networking Instrument**
 - Exclusive access to conference attendee list 2 weeks prior to the event.
 - Pre-event LP introductions are not included
- **Brand Placement & Material Distribution**
 - Sponsor's Corporate logo to be placed on the conference brochure, agenda, website, banners and branded event advertisements
 - Any research or marketing materials will be made available and/or distributed to all conference attendees.
- **Conference passes**
 - Up to 3 attendee passes for sponsor employee executives

Price- \$7,500 USD



Participation Options

STANDARD PASS:

- Pass
 - 1 individual pass to in-person meeting
- **Networking App Access**
 - 1 pass to event networking app for 1 week.

Early Bird: \$1,200 USD *Ends: February 5th*

Pre-Registration: \$1,600 USD *Ends: February 19th*

Standard: \$2,000 USD

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.

Conditions:

- Carmo carefully vets all participants to make sure they fit the LP criteria
- Carmo has the right to refuse any participant from joining should they not meet the criteria
- If you raise external capital, you cannot join on a complimentary basis.





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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Thank You

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