



THE US REAL ESTATE MEETING WEST

Pendry Hotel Newport Beach, CA

April 8th & 9th, 2024

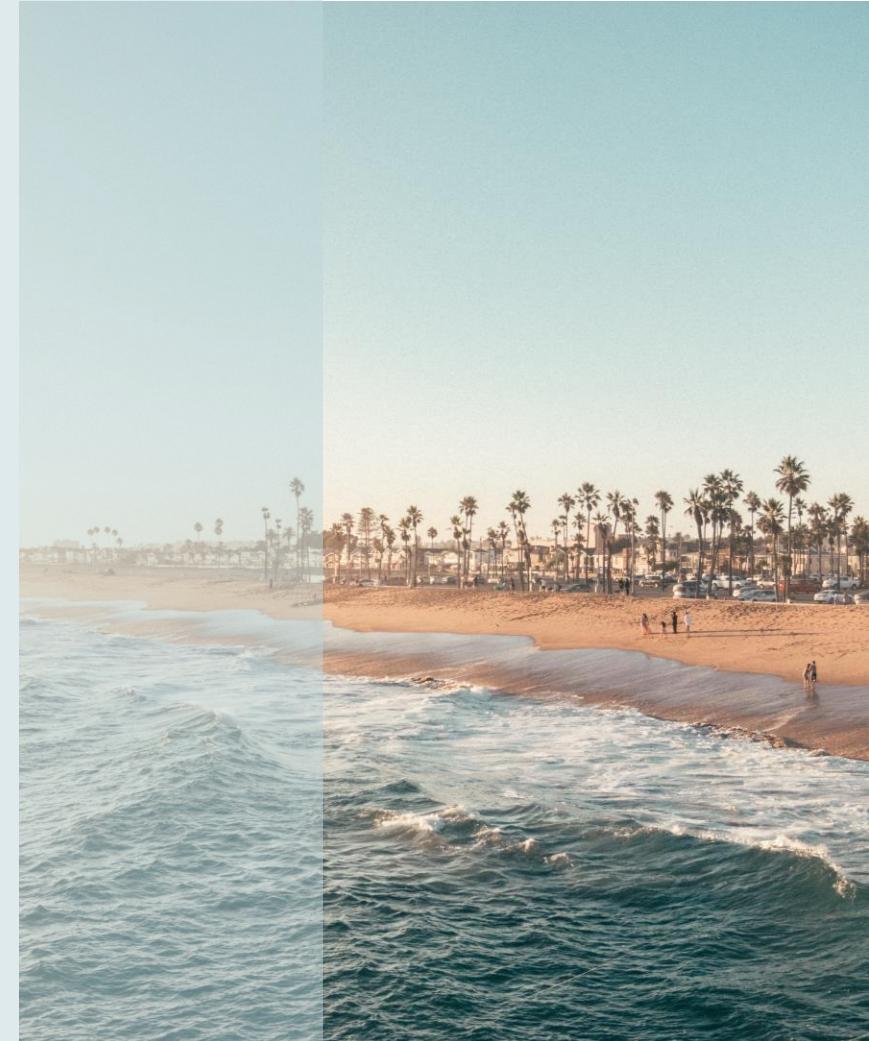


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THE US REAL ESTATE MEETING WEST

PENDRY HOTEL - NEWPORT BEACH, CA
APRIL 8TH & 9TH, 2024

Dear Colleague,

It is with great pleasure that I invite you to the 4th Annual US Real Estate Meeting West. The aim of this Conference is to introduce direct and indirect 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 allocating to this space. Over 150 of the leading US based PERE 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 Newport Beach.

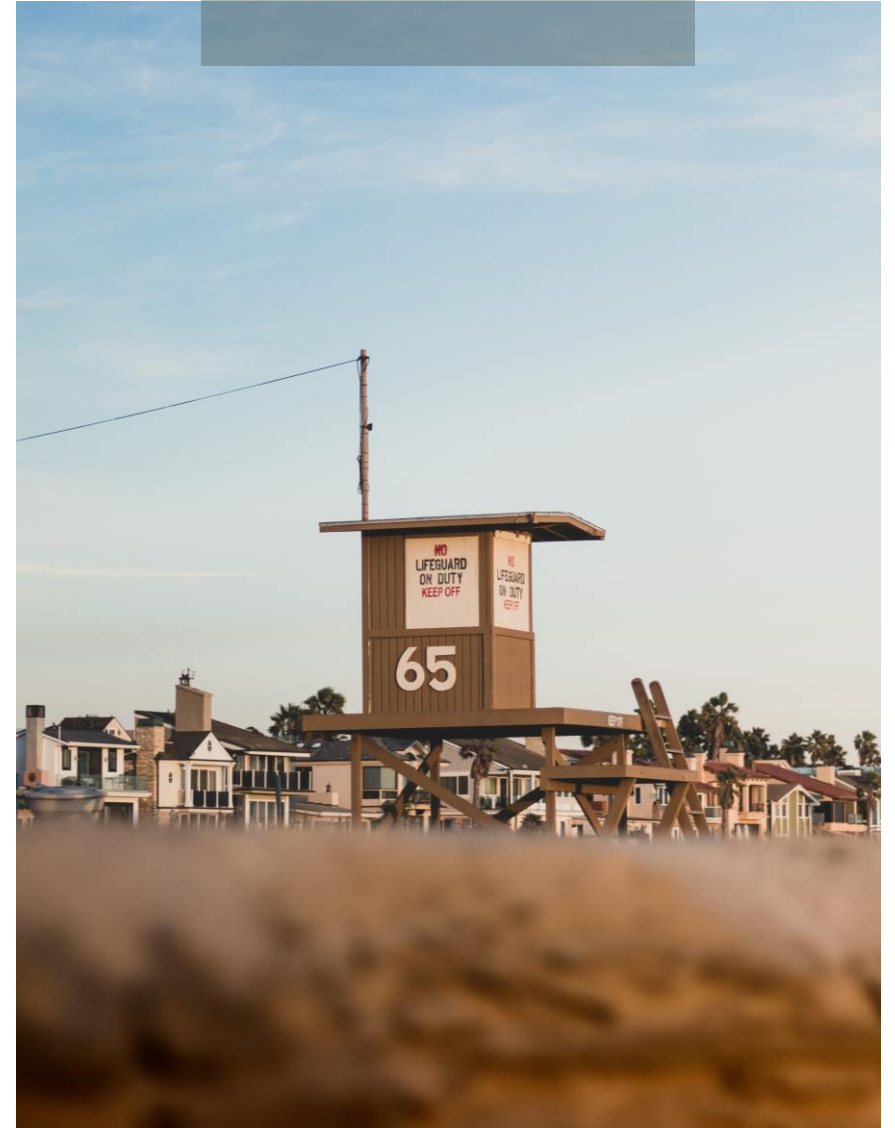
Best,

Roy Carmo Salsinha
President, CEO
Carmo Companies



BY THE NUMBERS

- \$5+ Trillion AUM in attendance
- 150+ Total participants
- 75+ Institutional & Private Wealth Investors
- 75+ Real Estate Investment Firms/ Funds
- 5 Industry Exclusive Panel Sessions
- 5 Hours of Networking/Speed Dating
- 1 Full day Conference
- 1 Pre-Event Networking Cocktail





IN ATTENDANCE

C-Level Executives

- Corporate Pension Funds
- Endowments
- Foundations
- Real Estate Firms
- Hedge Funds
- Public Pension Funds
- Fund of Funds
- Sovereign Wealth Funds
- RIAs
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds



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.

Allen Matkins

Allen Matkins is a premier real estate law firm with over 240 lawyers in six offices across the US. The firm has leveraged its foundation in real estate, to grow and build prominent litigation, corporate, tax, labor and employment, land use, and environmental practices, which allow us to partner with clients across myriad industries and markets. The real estate group at Allen Matkins is one of the largest such departments in the nation and brings to every deal its relationships with major players in the real estate industry, including developers, brokers, buyers, sellers, governmental agencies, title companies and consultants. The wide range of matters that we advise on include some of today's most complex and transformative matters across the nation. For more than 45 years, we've worked with clients drawn to us by our reputation for creative solutions, pragmatism, exemplary quality, and approachability, and our unparalleled network of contacts and connections in business and government.



Bascom is a private equity firm specializing in value-added multifamily, commercial, and non-performing loans and real estate investments and operating companies. Bascom sources value-added and distressed properties including many through foreclosure, bankruptcy, or short sales and repositions them by adding extensive capital improvements, improving revenue, and reducing expenses by realizing operational efficiencies through implementation of institutional-quality property management. Bascom, founded by principals Derek Chen, Jerry Fink, and David Kim, is one of the most active and seasoned buyers and operators of apartment communities in the U.S. Since 1996, Bascom has completed over \$22.0 billion in multifamily value-added transactions encompassing 358 multifamily properties and over 105,000 units. Bascom's commercial transaction volume totals \$6.3 billion and 23.9 million square feet. Bascom's subsidiaries and joint ventures include Bascom Value Added Apartment Investors, Shubin Nadal Associates, Spirit Bascom Ventures, REDA Bascom Ventures, Bascom Northwest Ventures, Bascom Arizona Ventures, Harbor Associates, Village Partners Ventures, Realm Group, and Premier Workspaces.



Base Equities is an investment manager providing middle-market preferred equity investments to established sponsors in multifamily and commercial real estate assets in the U.S. Base Equities invests in a diversified portfolio of preferred equity investments to generate equity-level yields with debt-like downside protection at a more justifiable investment basis than common equity. With the current dislocation of the capital markets, the opportunity to provide preferred equity allows for stronger credit, better terms and higher yields.



SPONSORS



Headquartered in Alexandria, Virginia, Bonaventure is an integrated alternative asset management firm specializing in investment, multifamily design, development, construction, and property management. Bonaventure has over \$2.3 billion of assets under management, is an expert at utilizing low-cost financing, and manages over 6,000 apartment units across 32 communities primarily in the Mid-Atlantic and Southeastern regions. Since its founding in 1999 by Dwight Dunton, with the intent to create best-in-class capabilities connecting capital to assets, the focus of the firm has been to generate excess returns on a risk adjusted basis while building enduring value through ingenuity. To learn more, visit www.Bonaventure.com.



Cobra Carmo Group is a vertically integrated, real estate development company delivering institutional quality, purpose-built residential rental communities within the four major metropolitan areas of Texas. Born in Mexico, Raised in Texas, Cobra Carmo is a joint venture between Mexico City based Cobra Development and New York based Carmo Companies. Together, the partners have developed and invested in over 5 million square feet of commercial and residential projects across North America.



DXD Capital is a commercial real estate private equity firm that uses proprietary technology in the self storage sector to select, acquire, and develop opportunities expected to outperform all competition. By using data to drive decisions and iterating on the technology at the core of its differentiation, the Company is creating efficiencies at a scale that the industry has not seen before. DXD has raised \$150M through two funds and individual investments. It has a portfolio of 17 assets and a pipeline of another 25. DXD Capital's best-in-class team has more than 200 years of combined real estate and construction experience, over 90 of them specializing on self storage specifically. Through commitment to excellence, a wide network of relationships with national reach, and proprietary technology, DXD expects to deliver the highest returns in the sector to its investors.



Eagle Four Partners is a Newport Beach, CA-based private equity group specializing in strategic hospitality, golf, lifestyle residential, and sports entertainment investments. Founded in 1996, Eagle Four has participated as the lead equity investor in more than \$3 billion of transactions. Eagle Four's expertise includes building strategic partnerships, being good stewards of assets, aggressive asset management, and creative deal structuring all with the goal of generating substantial value.



SPONSORS



Forman Capital is a leading private lender started by Brett Forman 20+ years ago in South Florida. The firm has successfully funded over \$2.8 Billion in commercial real estate transactions consisting of 175+ discreet debt and preferred equity investments in over 20 states. The team of 10 persons funded >\$500MM per annum in the past, and successfully weathered various economic cycles and challenges successfully. Forman Capital has operated exclusively via individual partnerships and JV's, and is currently partnered with two family offices. Given the current credit markets, the firm is looking to scale its operations and seeking additional investors in either a discretionary fund structure, or on a transaction-by-transaction basis to co-invest with the existing investors. Many debt funds and lenders have legacy loans to deal with in the currently troubled credit environment. Forman Capital has no loans funded prior to 2023 on its balance sheet to contend with. The firm takes great pride in its reputation, integrity, and track record.



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.



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.



Mirasol Real Estate Partners ("Mirasol") is a real estate investment platform founded in 2022 by technology pioneer and RealPage founder Steve Winn alongside institutional investment veterans Gerry Hedgcock (Crow Holdings) and Michael Maddox (Goldman Sachs). Our platform targets Class A multifamily properties and integrates institutional best practices with technology-enabled strategies to drive enhanced alpha for our investors. We do this by leveraging technology in new and innovative ways targeting material cuts in operating expenses, the creation of new revenue streams, and accelerated value creation. This results in up to 600 basis points of alpha, leading to "development-like", opportunistic returns with only value-add risk. Mirasol is raising a close-ended discretionary fund with a substantial 30% sponsor commitment to execute its alpha generating strategy while also capitalizing on the market dislocation beta opportunities that lie ahead.



SPONSORS



Parkview Financial Fund 2015, LP (the “Fund”) is a leading nationwide private construction & bridge lender for commercial properties. The Fund is a limited partnership investment company with a Private REIT structure. It is one of the industry’s most prominent direct-lenders with a loan portfolio of over \$2 billion. The Fund’s investment objective is generating quarterly income for its investors with limited variability of returns. The Fund attempts to achieve this objective by allocating capital to real estate development companies in the form of construction loans and bridge loans, specifically for the completion of Multi-Family, Mixed Use, Office, Retail, Spec Single Family Residences and Industrial projects. The Fund employs strict in-house due diligence, cost analysis, underwriting and construction management for each loan. The Fund has maintained consistent quarterly returns since its inception, with 8 years of 9.7%+ annual net returns to investors due to management’s focus on steady and conservative growth.



Founded in 2009, Pintar Investment Company (PIC) has a proven and highly experienced team who have delivered consistent and predictable results for our investors since inception. Headquartered in Southern California, we were first movers to investing in scattered site single-family residential homes amassing a portfolio of nearly 20,000 units. Our investment strategy focuses not only on appreciation and cash flow but provides much needed investments in some of the most desirable and needed areas through build-to-rent developments and Opportunity Zone investing. PIC has closed 7 funds and partnerships, attracting over 200 investor partners. By leveraging co-investments, we’ve strategically deployed over \$3 billion of capital on their behalf, delivering consistent and predictable returns while establishing a firm foundation of trust. PIC’s track record speaks volumes about the company’s experience, expertise, and ability to build successful partnerships with investors seeking reliable returns.



Revitate is a diversified private equity investment platform based in Newport Beach, CA supporting high potential alternative investment strategies. Specifically, Revitate pursues real estate, consumer focused and sports investments with transformative impact. Current strategies include Revitate Cherry Tree (Midwest workforce housing), Revitate Impact (opportunity zones), and Revitate Sports (sports-anchored real estate).



Built specifically for rising, uncertain rate environments, RMWC’s short-term, low loan-to-value, floating rate, primarily senior secured exposures are specifically designed to perform well in current market conditions. Coleman Andrews, Co-founding Partner of Bain Capital, and Steven Fischler, a veteran of the 2008-2011 Lehman real estate recoveries, lead RMWC’s team of 13 professionals. By emphasizing capital preservation under all circumstances, over the past 11+ years RMWC averaged realized annual loan losses of 1 basis point. RMWC is accepting new capital into Fund IV, which is currently generating net annualized returns of 11-13% with REIT-based tax advantages.



KEYNOTE SPEAKER



Alex Bhathal

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

Alex Bhathal is 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. At Revitate, he leads the firm's investment activities in opportunity zone development, workforce housing, and sports-anchored real estate and is Senior Operating Partner of Rx3 Growth Partners, a consumer growth fund. He serves as Board Director for Compass Diversified (NYSE: CODI) and Mark IV Capital. Alex is a member of YPO and 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.



Dr. Thomas Arnold

Former Global Head of Real Estate, Abu Dhabi Investment Authority (Newport Beach)

Tom is extremely well-rounded in that he possesses an unusual balanced blend of limited partner and general partner experience. As an LP, Tom has experience with investing in over 150 real estate funds. At the Abu Dhabi Investment Authority (ADIA), Tom oversaw the internalization of one of the world's largest real estate investment platforms. Prior to ADIA, Tom was a principal (GP) in five real estate funds sponsored by Cerberus Capital Management and Credit Suisse. Tom started his career as a transactional lawyer, principally with Holland & Knight, focusing on real estate, lending, securities, and bankruptcy matters. Tom is a former Global Governing Trustee, Treasurer and Board Director of the Urban Land Institute (ULI), former Chairman of the Pension Real Estate Association (PREA), former Chairman of the Association of Foreign Investors Real Estate (AFIRE), a multiple term board member of the Real Estate Roundtable, and former Chairman of the Real Estate Research Institute (RERI). Tom is a member of the Advisory Board of ULI Orange County/Inland Empire and a member of NAIOP-So Cal. Tom was hired in 2023 as the Academic Director of the MS in Real Estate at Chapman University and was promoted to Assistant Dean for all graduate business programs within five months. His academic responsibilities include student recruitment, admissions, enrollment management, instruction, curriculum review, development of co-curriculum, student success, and career placement. Tom also serves as a Senior Advisor to McKinsey & Company. Tom holds a Doctor of Business Administration, a Bachelor of Science Degree in Economics, and a Juris Doctorate from the University of Florida, a Master of Law (Taxation) from New York University, a Master of Business Administration from the Tuck School of Business at Dartmouth College, a Master of Higher Education Administration from Georgetown University, and is a graduate of the Advanced Management Program at the Harvard Business School. Tom is a licensed attorney and a holder of the right to use the Chartered Financial Analyst (CFA), Chartered Alternative Investment Analyst (CAIA) and Royal Institute of Chartered Surveyors (MRICS) designations.

Dr. Joseph Julian

Partner, 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.

Kevin Goldstein

Former Chief Investment Officer, Vernal Point Advisors (San Francisco)



Kevin Goldstein was Chief Investment Officer for Vernal Point Advisors, a Registered Investment Advisor, from 2017 to 2024. In this role, Kevin oversaw the investment program during a period of rapid growth, from under \$50 million in AUM when he joined to over \$1.2 billion when he exited the firm. Kevin was responsible for asset allocation, investment manager selection, and investment-centric client communications. All portfolios were designed to be goals-oriented, with an emphasis on tax-efficiency, diversification, and risk management. Clients include U.S. and foreign individuals, insurance platforms, and foundations, spread over different tax jurisdictions. Kevin has led the underwriting and execution of multiple private credit portfolios. Exposures typically include a diverse range of investment end markets, across corporate, real estate, consumer, asset backed, and specialty credit, in open-ended and closed-ended structures, and for clients in different tax regimes. Prior to Vernal Point, Kevin was a Director on the investment team at Stanford Management Company. Kevin was hired to help launch Stanford's direct investment platform, which included co-investments. Following a Stanford CEO transition, Kevin's role shifted to underwriting managers for the Absolute Return and Public Equity portfolios. Kevin lives in San Francisco with his wife and two children. He is engaged in the San Francisco community, most recently as an Advisory Board member for the Stern Grove Festival and a Little League head coach. He earned his MBA at Stanford University and his undergraduate degree from Amherst College.

Darren Chappell

CFA, CAIA, Senior Vice President of Investments and Chief Operating Officer, Provenio Capital (Newport Beach)



As the Senior Vice President of Investments, Darren leads the Provenio Capital team in conducting comprehensive due diligence of alternative strategies for inclusion in institutional and ultra-affluent investor portfolios. With 18 years of capital markets experience, he has a broad and deep knowledge of investing in public markets as well as allocating across alternative investments, including real estate, private equity, credit, and a wide variety of hedge fund strategies. Prior to joining the firm in 2020, Darren was a macro trader at hedge fund Moore Capital and institutional asset manager Wellington Management, both in London. Darren earned his BS in Economics and International Development from the University of Bath, UK. He is an active CFA and CAIA charter holder as well as a member of the Milken Institute's Young Leaders Circle.

Steven Fischler

Chief Investment Officer and Co-Owner, RMWC (New York)



Steven is the Chief Investment Officer and Co-Owner of RMWC, managing the Firm's real estate investment strategies. Steven oversees the origination, underwriting and asset management team and he directs RMWC's Investment Committee. Prior to joining RMWC in 2020, Steven started his career at Lehman Brothers in 2004 and worked in the commercial real estate group through 2011. After Lehman's bankruptcy in September 2008, Steven was retained by the bankruptcy experts managing the Lehman Estate to specialize in condominium and mixed-use project workouts. From 2008-2011, Steven managed over 200 investments and oversaw some of the most complicated Lehman real estate investments where he completed workouts, restructurings, foreclosures, and other recovery strategies on properties including condominiums, multi-family, hospitality, retail, golf courses across the US. Steven also executed at a property level, including restarting sales & marketing campaigns to sell unsold condominium units, ran dual leasing/sales strategies, oversaw property operations and HOA's. After Lehman, Steven founded SRF Ventures, a boutique real estate advisory firm, and co-founded New Gables Capital, a private commercial real estate lender. From 2011 until merging with RMWC, Steven successfully built both enterprises by advising on, asset managing, and/or originating over \$3.0 billion of real estate loans and investments, primarily in Top 30 metropolitan markets across the US. Steven holds an M.S. in Real Estate Finance, with distinction, from New York University, and a B.B.A. from the University of Miami.

William DeMar

Senior Director, Choreo (Reno)



William (Bill) DeMar is a Senior Director at Choreo, LLC, a registered investment adviser serving affluent families, real estate entrepreneurs, and business owners experiencing liquidity events. Prior to recently joining Choreo, Bill served as Principal and Co-founder of EnsoWealth Management LLC. Mr. DeMar and his team provide advisory services to accredited investors and high-net-worth individuals, often assuming the role of a family's de facto Chief Financial Officer. He has personally invested and placed clients in private real estate transactions, limited partnerships, QOZ investments, 1031 transactions, and other liquid/illiquid alternative investment vehicles. Over the past 20+ years, Bill has developed relationships with Real Estate sponsors, developers, operators, and managers that provide investment vehicles to his family of clients and is assisting with the creation of this platform at Choreo. Mr. DeMar has been involved in the securities industry since 2002.

Jonathan Bren

Founder, Bren Ventures (New York)



Jonathan Bren is the founder of Bren Ventures LLC, and has been an investor in hedge funds and real estate for the past 30 years. Jon worked for 2 different family office investors in the 1990s and 2000s investing in hedge funds and sponsoring and building hedge fund businesses. In addition, to investing in hedge funds, Jon also invested in several real estate deals and real estate businesses related to his family. In 2016 Jon worked for KBS, a commercial real estate investor, founded by his father, Peter Bren. Jon now works with some real estate investors and a real estate platform to provide capital markets solutions and create liquidity in specific real estate assets through equity recaps, secondary trades and exchanges in real estate interests, and direct investment. Jon is from Los Angeles, CA and lives in New York City, and travels between NYC and LA/Newport Beach often for business and family.

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.

Mark Pasierb

President, Kingbird Investment Management (Boston)



As President of Kingbird Investment Management, Mr. Pasierb is responsible for setting the strategic direction, cultivating relationships, structuring accretive transactions, and seeing them to successful execution. Additionally, he oversees its US and Puerto Rico operations, including Kingbird's financial and operational performance. Prior, Mr. Pasierb served as the CEO and President of Pitcairn Properties Inc. for 18 years. Under his leadership, the company successfully attracted national and global investors, ensuring the organization's continued growth and success. Mr. Pasierb built an organization to support portfolio growth from \$400 million to \$2 billion in assets under management. During his leadership tenure, the company developed, owned, and managed commercial and residential properties nationally. Before joining Pitcairn, Mr. Pasierb was a Partner with The Rubenstein Company L.P, a private Real Estate Investment Trust. While at Rubenstein, he managed lease negotiations, refinancing, acquisitions and dispositions for over \$1 billion in real estate on behalf of the firm's investment vehicles, including the notable \$1 billion disposition of The Rubenstein Company L.P. Earlier in his career, Mr. Pasierb was a Director at PGIM Real Estate ("Prudential"), where he was crucial in developing and implementing complex real estate strategies for his clients, who included Nabisco, Hewlett Packard and various New York City Union Pension Funds. His most significant assignment was the \$1.8 billion acquisition of the mixed-use project The Nagato Cho Building in Tokyo, Japan. During his Prudential tenure, he underwrote over \$13.5 billion worth of general account properties located nation-wide. He holds a Bachelor of Science degree in Real Estate from The Pennsylvania State University and a Masters in Business Administration from Seton Hall University. Mr. Pasierb sits on the board of both Pitcairn Properties Inc. and Penn State's Smeal College of Business IRES advisory board.

Gerry Hedgcock

CEO & Managing Principal, Mirasol Real Estate Partners (Dallas)



Gerry Hedgcock serves as CEO, Investment Committee Member, and Managing Principal of Mirasol Real Estate Partners and is responsible for the firm's management, strategy, and investment decisions targeting enhanced returns through the tech-enablement of multifamily communities. Prior to co-founding Mirasol Real Estate Partners, Gerry spent the prior two decades at Crow Holdings Capital Partners (CHCP) where he served as a senior executive in its investment management platform sourcing \$4B in transaction volume and managing the firm's multifamily portfolio. Mr. Hedgcock also served as an investment committee member of CHC's Build-to-Hold Fund and established CHC's separate account investment platform through a strategic partnership with one of Japan's largest trading companies. He received a Bachelor of Business Administration from Southern Methodist University in Dallas, Texas and is an active member of the National Multi-Housing Council (NMHC), The Real Estate Council (TREC), the SMU Folsom Institute, Urban Land Institute (ULI).



Mike Chen

VP, Sr. Investment Strategist, First Foundation Advisors (Irvine)

Mike Chen is an Investment Strategist at First Foundation Advisors, a Registered Investment Advisor based in Irvine, CA with assets under management of over \$5 Billion. At FFA, Mike develops and oversees the Alternative Assets platform, in which he performs due diligence on the Private Equity, Diversified Credit, and Real Estate global asset classes in which the firm invests. Mike has over a decade of experience serving at RIA's, including prior analyst roles at RVW Wealth and LourdMurray. Mike is a CFA and CAIA Charterholder; he has earned an MBA from the New York University Stern School of Business with a concentration in Finance, as well as a BS from the University of California, Berkeley, with a major in Electrical Engineering.



Ben Phillips

Chief Investment Strategist, Savoie Capital (Newport Beach)

Ben Phillips is the Chief Investment Strategist at Savoie Capital, a single-family office investment firm specializing in ultra-high net worth public equity and options programs. Previously, he was Chief Investment Officer at EventShares, one of the first government policy-based investment firms. EventShares identified changes in government policy and invested based on actions in Washington D.C. Mr. Phillips was also a founder and Managing Director of the actionable market insights firm, MarketDesk Research. Prior to founding EventShares, he was with Goldman Sachs Asset Management (GSAM), where he had portfolio management responsibilities across several multi-sector total return funds. Mr. Phillips has also held senior investing roles at Providence Equity Partners and Lord Abbett. He is a CFA charterholder and received an MBA and BSBA in Finance from the University of Missouri and is currently on the Board of Directors for CFA Society Orange County. Mr. Phillips is a proud father of three, avid golfer, skier, ice hockey player, and musician.



Hector M. Calderon

CEO & Partner, Geolo Capital (San Francisco)

Hector Calderon is the Chief Executive Officer and Partner at Geolo Capital. Calderon oversees the acquisitions team and overall investment strategy for Geolo. Previously, Calderon was Managing Director and a member of the Investment Committee at Encore Capital Management. While at Encore he led an investment team focused on real estate investments in the Western US. The portfolio consisted of 30 multi-family, single-family and mixed used developments in Portland, Sacramento, Arizona, the San Francisco Bay Area and Southern California, representing \$500M in asset value and 3,700+ housing units. Prior to joining Encore, Calderon ran the Homebuilding Investment Banking group of JMP Securities where he served as an advisor in homebuilding mergers and acquisitions and capital markets transactions. Previously, Calderon worked as a consultant to Pacific Gas and Electric through its Chapter 11 bankruptcy. Calderon started his career as an investment banker in the Mergers and Acquisitions group at Thomas Weisel Partners. He is a member of the Urban Land Institute (ULI) and serves on ULI's Multi-Family Council. Calderon holds an AB in economics from Stanford University and is a member of the Stanford Real Estate Council.



Kory Kramer

Partner, Eagle Four Partners (Newport Beach)

Kory Kramer is a Partner with Newport Beach based Eagle Four Partners and CEO of Pretorium, Inc. Kory specializes in hotel investment activities including acquisition and disposition of hotel properties, development and construction, financing, asset management, strategy and investor relations. He has led over \$3 billion of hospitality asset transactions including most recently the acquisition of the former Fashion Island Hotel to be repositioned as Pendry Newport Beach and the Newport Beach Marriott to be repositioned as VEA Newport Beach.



Ray Joseph

Chief Investment Officer, Axxes Capital (Los Angeles)

Ray Joseph is a results-driven financial professional with over 25 years of experience in investment management, asset allocation, internal and external public market portfolio management, and private market transactions. Ray's most recent role was the Chief Investment Officer for the Los Angeles Fire and Police Pension Funds (\$31 billion AUM). Before his appointment at LAFPP, Ray was a vice president with Wilshire Associates from 2017 to 2021 and a director at Barclays in New York from 2013 to 2017. Ray received a Presidential Appointment as the Chief Investment Officer for the Office of the Special Trustee, managing assets with the U.S. Interior and Treasury Departments from 2011 to 2012. Ray also served as the Deputy Chief Investment Officer and the Acting Chief Investment Officer for the State of New Jersey's Division of Investment (\$100 Billion AUM) from 2008 to 2011. Before his role with the State of New Jersey's Treasury Department, Ray created and directed Idearc Media's (Verizon's spinoff of its Information Services Division) Pension and Defined Contribution investment programs from 2005 to 2008. He began his career in acquisition and development roles for Pacific Bell (AT&T), GTE Internetworking (Level 3), Nextel(T-Mobile), and Switch and Data (Equinix). Ray is a member of the investment committee for Triphammer Ventures Funds 1, 3, and 5, a Special Advisor to PEO Partners, an equity hedge fund, and a Senior Advisor to Good Scout Capital, a private equity fund. Ray completed a B.S. in Finance/MIS at the State University of New York at Buffalo and an M.B.A. at the Johnson School at Cornell University.



Eli Moghavem

Founder and Principal, Base Equities (Beverly Hills)

Eli is a Founder and Principal at Base Equities. Eli is responsible for the strategic planning, deal structuring, diligence review and underwriting at the company. Eli oversees all day-to-day activities, including creation of investment strategies, equity capital markets activities and asset management. Prior to joining Base Equities, Eli was a Principal at LaSalle Debt Investors ("LDI" formerly Latitude Management Real Estate Investors). LDI is a subsidiary of LaSalle Investment Management, an investment advisor with over \$20B in AUM. Eli was responsible for loan origination, underwriting and asset management of nearly \$1B. Eli was also involved in the fund formation, fund raising and due diligence of two mortgage REITs for LDI comprised primarily of institutional investors. Eli's experience extends to loan originations, restructurings, and asset management of multifamily, industrial, office, retail and hospitality assets. Prior to joining LDI, Eli worked as the Acquisitions and Portfolio Manager for a local private equity firm. He has also worked in real estate management and real estate brokerage in the Los Angeles area. Eli holds a B.A. in Sustainable Planning and Real Estate Development from University of Southern California.



John G. Prichard

President, Knightsbridge Wealth Management (Newport Beach)

John founded Knightsbridge in 1998. He earned an MA in finance and banking from Boston University and a BA in economics from the University of California San Diego. John is a Chartered Financial Analyst (CFA) Charterholder and served as a past President of the CFA Society of Orange County. John has served as a Trustee of the South Coast Repertory Theatre, Newport Beach Public Library and Boys and Girls Club of Laguna Beach. He currently serves on the board of the Newport Beach Public Library Foundation.



JR Pearce

Investment Officer, Sacramento County Employees' Retirement System (Laguna Niguel)

JR Pearce is a Senior Investment Officer with Sacramento County Employees' Retirement System (SCERS), an \$11 billion California public pension plan, responsible for portfolio construction and oversight for SCERS' private market investments in private credit, real estate, and real assets globally. Prior to joining SCERS in 2013, Mr. Pearce was actively involved in the institutional real estate industry for over 25 years. During his career, Mr. Pearce served in various senior leadership positions in real estate investment, development, and finance with a range of organizations including institutional investment manager, real estate development company, and real estate owner-operators. Mr. Pearce's financial background along with his broad real estate experience has enabled him to direct and oversee over \$7 billion in real estate development and investment projects across the United States. Mr. Pearce earned his MBA in Finance from Loyola College, and is a cum laude graduate in Finance and Economics from Towson University. Mr. Pearce is a Certified Public Accountant (in-active) and holds a California Real Estate Brokers license.



David Vitale

Real Estate Portfolio Manager, Progeny 3, Inc. (Seattle)

Progeny 3, Inc. ("P3") is an institutional single-family office formed in 2007. Based in Seattle, the team manages a globally diversified portfolio, spanning traditional and alternative asset classes. The real estate portfolio is comprised of funds and direct investments in residential, office, hospitality and industrial assets ranging in stage from development to stabilized. Having joined P3 in 2010, David is responsible for all aspects of management for the real estate portfolio, including underwriting new investments, managing the existing portfolio, and sourcing new partner relationships. David earned BA degrees in both Economics and Finance at the University of Washington in 2009. He is an active CFA charter holder and previously served on the board of the Austen Everett Foundation.



Peter Nicolas, CFA

Regional Vice President, Capital Markets, Bonaventure (Boston)

Peter Nicolas, CFA is the Eastern Regional Director for the RIA and Family Office team at Bonaventure. He brings over 30 years of experience in mutual fund and equity management, and alternative investments serving as both a portfolio manager and distribution executive. Prior to joining Bonaventure, Peter was with John Hancock Funds, Morgan Stanley Asset Management, Navellier and Associates, and most recently Bluerock. He has also been the Chief Investment Officer of a private equity firm, and has driven the sale and distribution of alternative investment strategies in Canada and Europe. Peter received a B.S. in economics and biology, and his Masters Degree in Finance (M.S.) both from Boston College. He is a CFA charterholder, having been awarded the right to use the charter in 2001.



Shujaat Islam

Senior Portfolio Manager, Citadel (Boston)

Shujaat Islam is Senior Portfolio Manager and head of MTGE – mortgage and structured product investments group for Citadel’s family of hedge funds, where he leads a team of portfolio managers, traders, and researchers focused on debt investments related to commercial real estate, residential real estate and consumer loans. Prior to this he had similar roles as head of mortgage investments for Field Street Capital Management, Founder/CIO at Simina Capital (a startup hedge fund focused on mortgage and macro investing), a Partner and Senior Portfolio Manager at C12 (a spinoff from Barclays Capital), and a Managing Director at Citigroup’s alternative investments arm. Shujaat began his career trading a variety of agency and non-agency mortgage products for Morgan Stanley. His undergraduate and graduate degrees are from Harvard University.



Martha Hargrove Leeder

Managing Director, Investor Relations, DXD Capital (Albuquerque)

Martha leads capital formation and investor relations, supporting the Principals to source and secure capital contributions (\$150M to date) and provide best-in-class service for DXD Capital’s investors. She also leads communications, marketing and public relations efforts. She helped the team exceed its goal for Fund I and oversaw earned media placements in The Wall Street Journal, New York Times, NPR, GlobeSt., and other publications. Prior to joining DXD, Martha was the Vice President of Investor Relations at Titan Fund Management and Titan Development, where she helped raise the \$112mm fully discretionary ground-up development TDREF I and its \$98mm follow up, TDREF II. She managed relationships with over 200 hundred investors and reported on a portfolio with over \$700mm AUM. Martha holds degrees from New York University and the University of Texas at Austin.



SPEAKERS



Kelly Blair

Chief Financial Officer, Mark IV Capital (Newport Beach)

Kelly Blair is the Chief Financial Officer of Mark IV Capital. Joining the firm in 2021, Kelly brings more than two decades of strategic finance and accounting experience focused in real estate and private equity. She has worked across a breadth of capital markets, corporate finance, accounting and operational roles providing Mark IV Capital with strong leadership and oversight of the firm's financial activities. Kelly previously held positions as CFO at BKM Capital Partners, Vice President at CIM Group, CFO & Treasurer at RAM Real Estate Capital and Vice President, Capital Markets at Walton Group of Companies leading investment structuring, financial reporting and financial analytics. She earned a Bachelor of Science Degree in Accounting and an MBA with a dual emphasis in Leadership and Finance, both from Arizona State University.



Chris Marsh

Senior Operating Partner, Revitate CRE, & General Partner, Revitate Cherry Tree (Newport Beach)

Chris Marsh serves as Senior Operating Partner of Revitate CRE and General Partner for Revitate Cherry Tree Multifamily Fund. Chris co-founded Revitate Cherry Tree after an 18-year career at Irvine Company, where he served as President of the Apartment Division, which became the 10th largest owner of multifamily real estate in the country during his time at the helm. Chris leverages a vast knowledge of commercial and multi-family real estate and capital market relationships to provide the strategic direction of the firm. With more than 30 years of proven experience, Chris had led the strategic reinvestment, asset management, segmentation strategy, capital allocation, acquisitions and dispositions for the Irvine Company's 65,000-unit portfolio while also adding 22,000 new apartment units to and repositioning 13,000+ units in that portfolio during his time overseeing acquisitions, due diligence, entitlements, product development, design, delivery, and portfolio asset management responsibilities. Child education and community development are at the core of Chris's values and philanthropic legacy. Chris sits on the non-profit Boards of St. Mary's IB School, Aliso Viejo and Jessie Rees Foundation – NEGU. Chris received a BS in Quantity Surveying from the University of Birmingham, UK, and a Master of Science in Real Estate from the University of Reading, UK.



Brett Forman

Managing Partner, Forman Capital (Delray Beach)

Brett Forman is the CEO and Principal of Forman Capital, a Commercial Real Estate Finance firm he founded in 2004. He is responsible for managing all departments at Forman Capital including origination, fundraising, asset management, and underwriting. Since 2004 Forman has funded over \$2.6 billion in commercial real estate transactions. From 2016 - 2022 Forman established a joint venture with Trez Capital, and launched Trez-Forman Capital. He led operations in the eastern United States for Trez Capital, managing offices in Palm Beach, FL and Atlanta, GA responsible for originating over \$2.2 billion from 2016 - 2022. Previously, Forman was a Principal at Sylvan Ventures, LP, a \$350 million joint venture between Apollo Advisors and Sylvan Learning Systems, focusing on new investments in Europe and the United States. Prior to Sylvan Ventures, he spent five years in the retail business as President & COO of FEI, Inc. and County Seat Stores. Early in his career, he worked in corporate finance and mergers and acquisitions at Bear Stearns & Co., where he concentrated on real estate and retail transactions. Brett graduated from the University of Pennsylvania's, Wharton School of Business with a Bachelor of Science in economics and a concentration in real estate finance. Brett previously served as Chairman on the Foundation Board of the Achievement Centers for Children & Families in Delray Beach, Florida. Forman now lives in Delray Beach, FL after having grown up in Columbus, Ohio, and Atlanta, GA.



Alain M. R'bibo, Esq.

Partner, Real Estate, Allen Matkins Leck Gamble Mallory & Natsis LLP (Los Angeles)

Allen Matkins is a premier real estate law firm with over 240 lawyers in six offices across the US. The firm has leveraged its foundation in real estate, to grow and build prominent litigation, corporate, tax, labor and employment, land use, and environmental practices, which allow us to partner with clients across myriad industries and markets. The real estate group at Allen Matkins is one of the largest such departments in the nation and brings to every deal its relationships with major players in the real estate industry, including developers, brokers, buyers, sellers, governmental agencies, title companies and consultants. The wide range of matters that we advise on include some of today's most complex and transformative matters across the nation. For more than 45 years, we've worked with clients drawn to us by our reputation for creative solutions, pragmatism, exemplary quality, and approachability, and our unparalleled network of contacts and connections in business and government...



Angel Bernal

Partner, Cobra Carmo (Mexico City)

Mr. Bernal has a BS in Mechanical and Electrical Engineering from ITESM in Mexico City and has a MBA from Harvard Business School in Boston, MA. Mr. Bernal started his career as a business analyst for McKinsey & Company from 2001 to 2006. From 2006 to 2008, he worked as Risk Manager for GE Real Estate where he was responsible for underwriting debt and equity commercial real estate transactions including industrial, office, commercial, and residential projects. In 2008 he joined LaSalle Investment Management as VP of Acquisitions and was responsible for the investment of LaSalle's first Mexican Fund in industrial, commercial, and residential development projects. In 2013, Mr. Bernal joined the Mexican REIT Terrafina (BMV: TERRA13) as CFO of the company where he was in charge of all the financing, reporting and administrative functions of a publicly traded REIT. In 2017, he joined MDR, a privately held consumer goods company in the pharmaceutical and houseware segments as CFO/COO. Along with his friend and college partner, Mr. Federico Cerdas, he is the co-founder of Cobra Development Fund, a real estate fund dedicated to the development of projects in Mexico City.



Jeff Pintar

Founder, Pintar Investment Company (San Juan Capistrano)

Jeff Pintar is the President and founder of Pintar Investment Company, LLC (PIC), Vertical Real Estate (VRESI) and Port Street Construction. Over the past 15 years, Jeff has overseen around \$3Bn of investments on behalf of investors and clients. Prior to founding PIC, Jeff was the National Retail Partner and member of the Investment Committee at Panattoni Development Company Inc. (PDC). 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 and oversaw the regions 20 offices and Retail Business Line.

Ryan Larson

Director of Investments, Hanging Horn Investments (Irvine)



Ryan has 26 years of experience researching and managing investment portfolios. He consults to institutions, family offices and RIAs on manager research, asset allocation, strategy investment communications, governance and processes. Ryan has worked for two endowments; for the San Manuel Band of Mission Indians as Director of Investments, building their \$3 billion endowment portfolio from scratch, and, at the University of Oregon, overseeing all aspects of managing the endowment. He was Vice President at Research Affiliates, a \$175 billion multi-asset investment firm that sub-advises the PIMCO All Asset Fund. Additionally, he worked in asset class and manager research as a Partner at Bank of America/CTC Consulting and at Citigroup Global Markets/Francis Investment Counsel as a Director of investment analysis and research. Ryan spent six years serving on the Irvine Unified School District Citizens Oversight Committee. He is a charterholder for both the CFA and CAIA designations. Ryan received his BA from Lake Forest College in 1998 in Finance and Political Science.

PRE-EVENT NETWORKING MIXER

Monday, April 8th

5:30pm – 8:30pm PST

Location: 450 Newport Center Drive, Suite 650
Newport Beach, CA 92660

Sponsored By:

revitate



AGENDA OUTLINE

7:30 AM PT

Registration & Breakfast Networking

Sponsored By:



8:30 AM PT

Opening Remarks

Catherine Correia, Vice President, Real Estate, Carmo Companies

8:30 AM PT

Institutional Investor Insights

Understanding the investment priorities and decision-making process of large institutional investors. Panelists discuss what is real estate's role in an investor's portfolio.

Moderator:

Jeff Pintar, Founder, Pintar Investment Company

Panelists:

Ray Joseph, CIO, Axxes Capital, Former CIO, Los Angeles Fire and Police Pension Funds

JR Pearce, Investment Officer, Sacramento County Employees' Retirement System

Dr. Joseph Julian, Partner, Highmore

Ryan Larson, Director of Investments, Hanging Horn Investments

9:30 AM PT

Keynote: Navigating the Global Real Estate Landscape

Dr. Tom Arnold shares his unique perspective gained from managing a massive real estate portfolio across the globe and how he is helping the next generation of real estate leaders.

Interviewer:

Bora Ozturk, Principal, March Capital Fund

Keynote Speaker:

Dr. Thomas Arnold, Former Global Head of Real Estate, Abu Dhabi Investment Authority

10:00 AM PT

AM Networking Break

Sponsored By:



AGENDA OUTLINE

10:30 AM PT

Real Estate Debt Strategies

Panelists explore the benefits and risks of investing in debt instruments backed by real estate.

Moderator:

Kevin Goldstein, Former Chief Investment Officer, **Vernal Point Advisors**

Panelists:

Steven Fischler, Chief Investment Officer and Co-Owner, **RMWC**

Eli Moghavem, Founder and Principal, **Base Equities**

Shujaat Islam, Senior Portfolio Manager, **Citadel**

Brett Forman, Managing Partner, **Forman Capital**

11:30 AM PT

Sector Outlook: Residential

Panelists share their view on multifamily, single family, senior living, student housing and mobile home parks.

Moderator:

Angel Bernal, Partner, **Cobra Carmo**

Panelists:

Gerry Hedgcock, CEO & Managing Principal, **Mirasol Real Estate Partners**

Mark Pasierb, President, **Kingbird Investment Management**

Peter Nicolas, CFA, Regional Vice President, Capital Markets, **Bonaventure**

Chris Marsh, Senior Operating Partner, **Revitate CRE**, & General Partner, **Revitate Cherry Tree**

12:30 PM PT

Networking Luncheon

Sponsored by:



AGENDA OUTLINE

1:30 PM PT

Keynote: Alternative Investing with Transformative Impact

Alex Bhathal shares his perspective as an established investor in real estate, consumer brands and sports.

Interviewer:

Alain M. R'bibo, Esq., Partner, Real Estate, Allen Matkins Leck Gamble Mallory & Natsis LLP

Keynote Speaker:

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

2:00 PM PT

RIA Perspectives

On this session experienced Registered Investment Advisors discuss how real estate fits into their portfolio.

Moderator:

Kelly Blair, Chief Financial Officer, Mark IV Capital

Panelists:

William DeMar, Senior Director, Choreo Advisors

Mike Chen, Vice President, Senior Investment Strategist, First Foundation Advisors

John G. Prichard, President, Knightsbridge Wealth Management

2:45 PM PT

The State of Self Storage

DXD covers REIT rental rate strategy changes, opportunities, and challenges in today's self storage industry.

Presenter:

Martha Hargrove Leeder, Managing Director, Investor Relations, DXD Capital

3:05 PM PT

PM Networking Break

Sponsored By:



AGENDA OUTLINE

3:35 PM PT

Family Office Perspectives

On this session experienced family office investors discuss motivations, expectations and portfolio construction considerations for the asset class.

Moderator:

Jonathan Bren, Founder, **Bren Ventures**

Panelists:

Ben Phillips, Chief Investment Strategist, **Savoie Capital**

Darren Chappell, CFA, CAIA, Senior Vice President of Investments and Chief Operating Officer, **Provenio Capital**

David Vitale, Real Estate Portfolio Manager, **Progeny 3, Inc.**

Hector M. Calderon, CEO & Partner, **Geolo Capital**

4:35 PM PT

Newport Hospitality

Eagle Four Partners specializes in strategic hospitality, golf, lifestyle residential and sports entertainment investments. Kory Kramer reviews the Eagle Four story and will highlight how they transformed the Fashion Island Hotel to the Pendry Newport Beach.

Presenter:

Kory Kramer, Partner, **Eagle Four Partners**

5:00 PM PT

Closing Cocktails and End of Conference

Sponsored By:





PARTICIPATION OPTIONS



PARTICIPATION OPTIONS

COMPLIMENTARY

We only invite allocators at no cost. We use ILPA standards for determining who is invited. The complimentary passes are for institutions (and individuals within those institutions) who invest or intend to invest in a portfolio of private equity funds or direct investments primarily for their own account.

To be eligible, an applying organization must meet the following criteria:

- Organization is actively investing in private markets as an institutional investor through any limited partner (LP) vehicle including funds, fund of funds and co-investments.
- Organization primarily invests captive/passive capital.
- Organization does not raise external capital, charge asset management fees, charge promote, and is not a service provider.

Groups that may qualify include:

Public Pensions, Corporate Pensions, Pension Consultants/OCIOs, Superannuation Funds, Foundations, Sovereign Wealth Funds, Endowments, Hospital Systems, Insurance Investors, Single Family Offices, Multi Family Offices, RIAs & UNWI Investors.

To apply to attend as an allocator, please email:
carmo@carmocompanies.com

INDIVIDUAL PASS

• Standard Pass

- 1 pass to full conference, event cocktail hours and networking sessions.
- *Attendee list Not included*

~~Early Bird: \$1,700 USD~~ **Ends February 9th**

~~Pre-Registration: \$2,200 USD~~ **Ends March 22nd**

Standard: \$2,700 USD

• VIP Pass

- 1 pass to full conference, event cocktail hours and networking sessions.
- *Attendee list included and shared 1 week prior to the event*
 - *List includes specific attendee allocation information and appetite. Contact information not included.*

\$6,600 USD **Ends April 8th**



PARTICIPATION OPTIONS

ATTENDEE LIST SPONSORSHIP

- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Networking Break or Stand (Optional)**
 - Branding and announcement to all attendees during networking break
 - Ability to upgrade food and beverages for networking
 - Sponsor may choose to have 10' x10' space in networking area to distribute marketing material and present information regarding company.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$10,000 USD

WORKSHOP SPONSORSHIP

- **Workshop**
 - Client to host an intimate workshop during event on topic of choice.
 - Workshop invitation and detailed information will be distributed to all attendees 1 week prior to the event.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.

\$12,500 USD



PARTICIPATION OPTIONS

COCKTAIL/MIXER SPONSORSHIP

- **Cocktail/Mixer**
 - Client to exclusively sponsor and host a pre-event or post-event cocktail party.
 - Carmo will invite entire conference audience to mixer.
 - Carmo to coordinate all logistics including badges, rsvp's, food and beverage.
 - Cocktail can be at client offices, venue or elsewhere.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
 - Pre-event email intros/ Carmo meeting facilitation *NOT* included.
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
 - Unlimited company passes to mixer
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns and cocktail

\$15,000 USD

CAP-INTRO SPONSORSHIP

- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$15,000 USD

SPEAKING SPONSORSHIP

- **Speaking Position**
 - Client may choose to speak, moderate or present on panel of choice at event of choice
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$17,500 USD

PRESENTATION SPONSORSHIP

- **Presentation**
 - Stand-Alone 20 Minute presentation at time of choice during the event
- **Meeting Facilitation**
 - Select targeted LP/GP attendees from Event
 - Carmo will professionally introduce via email and help arrange one on one meetings at the event.
 - Carmo to put best effort of obtaining at least 10 LP/GP meetings with client and prospective LPs.
- **Attendee List**
 - Exclusive access to updated conference attendee list before, during and after the event. Attendee list includes companies, names, professional titles, profiles and specific attendee allocation information
- **Private Table**
 - Sponsor entitled to a private table in the sponsor lounge a quiet setting reserved for pre-arranged, confirmed meetings
- **Passes**
 - 3 Company passes to full conference, event cocktail hours and networking sessions.
- **Branding**
 - Sponsorship branding throughout meeting, agenda and marketing campaigns.
 - Entitled to a Full-Page Advertisement in conference brochure

\$27,500 USD

EXCLUSIVE 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.

- **Exclusivity**

- 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

\$50,000 USD



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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