

# Global Leaders in Real Estate Summit

#GLRE

OCTOBER 10, 2023 | NEW YORK

## Connect With the Most Influential Minds in Real Estate

The annual summit is the meeting place for top leadership, including institutional investors seeking returns in the real estate market. Connecting over 300 leading international asset managers and investors, the summit brings together the most influential minds in real estate. This highly-interactive event offers a platform for deal-sourcing, 1x1 meetings, and thought leadership. Attendees have the opportunity to network with high-level decision-makers in commercial real estate, such as owners, operators, developers, private equity firms, asset managers, lenders, and institutional investors. This unique convergence of industry leaders fosters valuable connections, facilitates the exchange of ideas, and enables participants to gain insights from the collective expertise of these influential individuals.

**60+**

Speakers

**3**

Forums-Customize  
your own agenda

**1x1**

Meetings

### Sponsors:



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## Hear from the following participating companies:

- o ACRE
- o AXA Investment Managers
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- o Blackstone
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- o Westport Capital Partners LLC
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- o Willkie Farr & Gallagher LLP

**AND MORE**

## Impactful Sessions Combined with Powerful Networking

Real insights with real proof – Develop meaningful connections.

### Power Players Talks

Unlocks the vault of industry secrets

### Maximize Your Time

Select only the sessions that matter to you

### Fast Paced Sessions

Keep your conference experience engaging and dynamic

### Develop Meaningful Connections

Through one-on-one meetings, networking sessions

## Attend the sessions that matter to you most:

As the day progresses, the summit will break out into three separate forums. Maximize your time and gain the most value from the event by selecting the sessions that matter to you. Customize your agenda to attend only the sessions that align with your interests and goals.

## Key topics to be covered include:

- **Power Players Talk: CRE Outlook – Finding Opportunities Amid High Interest Rates, Recession Concerns and Economic Uncertainty**
- **Power Players LPs: Investor Perspectives – Assessing Opportunities in a Volatile Market**
- **Power Players in Real Estate Lending: Where Do Capital Providers Want to Be?**

### Mezzanine & High Yield Debt Financing

- Dealing with \$162 Billion in Maturing Securitized Loan Debt
- Mezzanine Loans vs Preferred Equity: Which is the Better Option in This High Interest Rate Environment?
- The Current Landscape of Mezzanine Lending: Valuations and Return Expectations
- Structured and Mezzanine Debt for Alternative Property Types

### Real Estate Joint Ventures

- A Deep Dive into a Real Estate Joint Venture Deal from Start to Finish
- Joint Venture Partnerships in an Uncertain Market: Managing Risks and Overcoming Challenges
- Joint Venture Opportunities Outside of Multifamily
- Capital Solutions for your Joint Ventures Amid the National Deal Volume Dip

### ESG & DEI

- Setting Up the First 90 days, 6 months and 1 year of Your ESG & DEI Journey
- ESG & DEI Benchmarking: Reports, Metrics & KPIs
- Utilizing C-PACE Financing for Carbon Emissions Reduction
- How to Build and Finance Affordable Housing

## Special thanks to our advisory board

- **Stephen Alpart**, Chief Investment Officer, Granite Point Mortgage Trust
- **Nicholas Baccile**, Director, Canyon Partners, LLC
- **Elizabeth Bell**, Principal, Hamilton Lane
- **Brad Bloom**, Managing Director, Citi
- **Cary Carpenter**, Managing Director - CRE Capital Markets, Trading & Syndication, Starwood Capital Group
- **Seth Cohen**, Principal, CarVal Investors
- **Fred Cooper**, Senior Vice President - Finance, International Development and Investor Relations, Toll Brothers
- **Edward Corwin**, Principal, Structured Investments Group - Federal Capital Partners
- **Troy R Denunzio**, Stewart Title, UCC One Operations Manager
- **Boots Dunlap**, CEO & Co-Founder, RRA Capital
- **David Eyzenberg**, President, Eyzenberg & Company
- **Robert Friedman**, Founder & Managing Principal, Tiberias Capital
- **Adam Fruitbine**, Chief Investment Officer, MAXX Properties
- **Drew Fung**, Head of Debt Investment Group, Clarion Partners
- **Amanda Gray**, Associate Director, Invesco
- **Kelsey Harstad**, Managing Director, Investments, Belay Investment Group, LLC
- **Jameson Hartman**, Vice President, RET Ventures
- **Alecia Hill**, Vice President - Impact Investments, FCP
- **Diego Hodara**, Founder & CEO, Titanium Realty Group
- **Samuel Ing**, President, Inngroups
- **Ingrid Jean-Gilles**, Real Estate Broker, eXp Realty
- **Bill Kay**, Managing Director of Capital Markets, Ashcroft Capital
- **Michael Lohmeier**, Chief Investment Officer, Impact Community Capital LLC
- **Michael Lupo**, Principal, CCL Capital
- **Douglas Lyons**, Managing Principal, Pearlmark Real Estate
- **Leslie Mayer**, Executive Director of Retail Services, Cushman & Wakefield
- **Augustus Moy**, Director of Capital Markets, Atlas Pearl Investments
- **Heather Mutterperl**, Principal - Real Estate, Investcorp
- **Michael Negari**, President, Sovereign Capital NYC
- **Aundre Oldacre**, Founding partner, AoRa Development
- **Remy Raisner**, Founder & CEO, Raisner Group
- **John Randall**, Partner, PCCP, LLC
- **Manish Shah**, Senior Managing Director, Palladius Capital Management
- **Peter Sherman**, Principal, Senior Vice President, Morrison Street Capital
- **Trey Shores**, Residential Projects Director, Atelier Ace
- **Kelly Souza**, Managing Director - CRE ESG, Wells Fargo
- **Daniel Sullivan**, Principal and Financial Markets & Real Estate Leader, PwC US
- **Derek Sylvester**, Principal, Gulph Creek Hotels
- **Ellie Troxell**, Energy & Impact Associate, Harrison Street Real Estate Capital
- **Chun Yee Yip**, Vice President, Social Impact, Lendlease
- **Courtney Ziminski**, SVP, Property Management, Baseline Group

### Network With Leading:

- Real Estate Private Equity Firms
- Real Estate Developers & Project Sponsors
- Real Estate Owners & Operators
- Senior & Mezzanine Lenders
- Institutional Investors & Family Offices
- Asset Managers
- Attorneys & Accountants

## Venue

### @Ease 605

We are excited to announce that the upcoming 15th Independent Sponsors Summit will take place at **@Ease 605**, 605 3rd Ave, New York, NY 10158.

#### Stay, Connect, and Engage

- Allow us to introduce you to an unparalleled conference experience:
- Convenient as your home office
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- Tranquil spaces for calls, conversations, and collaborations
- Free 24/7 aromatic coffee
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Every detail has been considered, all with the aim of enhancing your conference experience, ensuring you make the most of your time with us.

For more information, please email Steve Brown at [steve@iglobalforum.com](mailto:steve@iglobalforum.com).

**Register Here!**

# Agenda

Tuesday October 10, 2023

8:00 am - **Registration & Networking Breakfast**

## Morning Plenary Sessions:

8:45 am - **Chairperson's Welcome**



**Daniel Sullivan**  
Principal and Financial  
Markets & Real Estate Leader  
PWC US

9:00 am - **Keynote Interview**



**Moderator**  
**Krystyna Blakeslee**  
Partner, Real Estate Department  
Chair of the Real Estate Finance  
Practice Group  
WILLKIE FARR & GALLAGHER



**Keynote Speaker**  
**Justin Pattner**  
Head of Real Estate  
Americas  
KKR

9:45 am - **Power Players Talk: CRE Outlook – Finding Opportunities Amid High Interest Rates, Recession Concerns and Economic Uncertainty**

As global inflation hits its highest levels in 40 years and rising interest rates put an end to the post-Covid deal-making surge, discover today's most promising investment opportunities while also gaining an understanding of major challenges and strategies for success. Key topics to be discussed include:

- When are interest rates likely to peak? What's the likelihood that the US economy will have a "hard landing"?
- From a historical data perspective, how would different property types perform in a v-shaped, u shaped or w shaped recession?
- Political and policy challenges including legislative efforts to cap apartment rents and increase eviction protections, climate change laws, and a proposal to impose a mortgage recording tax on mezzanine and preferred equity financing
- What will happen to loans maturing in the next two years? Can they be refinanced? Are a wave of defaults and foreclosures imminent? What are the opportunities and challenges for borrowers and lenders?
- What are the implications of recent bank failures for the commercial real estate sector?
- What do defaults by gold standard office investors say about the future of this asset class? Which markets and segments within the office sector offer the greatest potential for risk-adjusted returns?
- How low do office values need to go to start investing again? What other fundamentals need to occur?
- What's likely to happen to private real estate valuations over the next year and how will that affect dealmaking activity?



**Moderator**  
**Chester Lee**  
Partner, and Co-Chair of  
Real Estate  
DUANE MORRIS



**David Weinreb**  
CEO  
WEINREB VENTURES



**Andrew Holm**  
Co-Head of Investments  
in U.S. Real Estate and  
Partner  
ARES MANAGEMENT



**Yorick Starr**  
Investment Officer and  
Managing Director of North  
Real Estate  
INVESCO REAL ESTATE



**Francis Greenburger**  
Chairman & CEO  
TIME EQUITIES



**Justin Yagerman**  
Head of Capital Markets  
ROOFSTOCK

10:30 am - **Morning Networking Break**

Build meaningful connections through one-on-one meetings.

# Agenda

Tuesday October 10, 2023

## 11:00 am - Power Players LPs: Investor Perspectives – Assessing Opportunities in a Volatile Market

Currently there is over \$2 trillion of dry powder in the US available for real estate investment but investors face a challenging environment with significantly reduced dealmaking activity and returns.

- In which CRE markets and sectors do investors and developers see the greatest potential for risk-adjusted returns?
- What are the near-term and long-term challenges of getting deals done and what are some strategies to overcome those challenges?
- How are investors considering the risk of rising rates, high insurance costs, reduced occupancy and soaring construction costs in their decision-making?
- What are the most important considerations for investors in terms of ESG & DEI?
- What is the LP's outlook on lending for adaptive reuse, value-add, and construction projects?



**Moderator**

**Daniel Sullivan**

Principal and Financial  
Markets & Real Estate Leader  
PWC US



**Robert Deckey**

Managing Director  
INVESCO



**Elizabeth Bell**

Principal  
HAMILTON LANE



**Eric Newman**

CPA, CGMA - Accountant /  
Treasury Manager  
CITY OF STAMFORD



**Todd Jones**

CEO  
REALADVICE

## 11:30 am - Power Players in Real Estate Lending: Where Do Capital Providers Want to Be?

- How will lending availability and terms change as the real estate market moves forward?
- How does interest rate volatility drive loan structuring (i.e. issues of hedging, cap costs etc)?
- Non-bank lenders vs. banks: What are the main risks?
- Bridging the gap: how are deals getting done in a difficult debt market?
- What are some effective strategies to secure loan assumptions in the process of acquiring assets?
- NPLs and DPOs – how to access the deals and the capital to execute?
- Should investors interested in debt and distress consider NPL strategies?
- What are some key trends in the use of rescue capital?
- How are material and labor shortages being factored into lending decisions?
- What are the preferred markets and assets for capital providers in real estate lending?
- What criteria are LPs considering when evaluating investments, including returns, time horizons, and agreement terms?
- Understanding changing loan structures: senior loans, mezzanine financing, preferred equity, bridge loans, C-PACE, credit lease, private placement debt, sale-leaseback and ground lease – how do they fit in today's capital stack?



**Moderator**

**Bonnie Neuman**

Co-Chair, Finance Group  
CADWALADER



**Alan Todd**

CFA  
Managing Director CMBS  
Strategy, Global Research  
BANK OF AMERICA  
SECURITIES, INC



**Michael Eglit**

Senior Managing Director and  
Head of U.S. Originations in  
Blackstone's Real Estate Debt  
Strategies ("BREDS") group  
BLACKSTONE



**Joel Traut**

Head of Originations  
KKR



**Joseph Dyckman**

Co-head of U.S. CMBS  
CITIGROUP GLOBAL  
MARKETS

## 1:00 pm - Networking Lunch

**Designed to foster meaningful connections.**

Grab a plate of mouth-watering cuisine, strike up a conversation with someone new, and make the most of this fantastic opportunity to expand your network and forge lasting connections.

**Global Leaders in Real Estate Summit**

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# Agenda

Tuesday October 10, 2023

## 12:45pm - Special Lunch Presentation - CRE Funds: Waiting in the Wings

Since the onset of the pandemic, capital market swings have been substantial – as markets initially braced during the pandemic, then boomed in the subsequent reopening-recovery, before pulling back on monetary tightening. One of the most affected and dynamic segments of the capital markets, commercial real estate (CRE) has garnered investor attention as both an area of opportunity and risk. Hear from Omar Eltorai, Director of Research at Altus Group, on key trends shaping private market CRE investment, from fund formation, fundraising, and capital deployment, to property and fund performance.



**Omar Eltorai**  
Director of Research  
ALTUS GROUP

### Customize your agenda - attend the sessions that interest you the most

After the morning plenary sessions, attendees are invited to explore the following three themed forums. Attendees can attend any forum they like and are encouraged to move between them throughout the afternoon. To get involved, simply head to the designated location and join the conversation.

Mezzanine & High Yield Debt Financing Forum	Real Estate Joint Ventures Forum	ESG & DEI Forum
<p>12:15 pm - Luncheon Workshop: <b>Top Due Diligence Challenges for Lenders in the ESG Era</b> (by invitation)</p> <ul style="list-style-type: none"> <li><b>Disclosure</b> - carbon footprinting (PCAF), climate risks and opportunities- TCFD/ISSB, SEC proposed rule</li> <li><b>Risk Management</b> - how physical and transition risk data informs lending decision-making, structuring, pricing, etc.</li> <li><b>Innovation</b> - green/sustainable financing products as opportunities</li> <li><b>Client/Borrower Relations</b> - building mutually beneficial partnerships on the road to net zero</li> </ul> <div data-bbox="203 1742 292 1832">  <p><b>Noelle Bohlen</b> Group Product Manager MEASURABL</p> </div> <div data-bbox="203 1848 292 1937">  <p><b>Ryan Greenwald</b> VP, ESG Research PIMCO</p> </div>	<p>12:15 pm - Luncheon Workshop: <b>Luncheon Workshop: Leveraging Data and AI for Value Creation in CRE</b> (by invitation)</p> <ul style="list-style-type: none"> <li>Explore how the fusion of data and AI can drive smarter decision-making, optimize operations, and uncover strategic opportunities in CRE.</li> <li>Hear from one of our distinguished clients who will share their journey of using Prophia's cutting-edge data management and AI-powered solutions to unlock new dimensions of value in CRE</li> <li>Learn to utilize AI and data-driven insights to optimize acquisition and disposition strategies, enhancing deal analysis, risk assessment, and informed decision-making.</li> <li>Leverage AI-powered tools to elevate portfolio reporting, perform in-depth analysis, and forecast market trends</li> </ul> <div data-bbox="654 1910 743 2000">  <p><b>Cameron Steele</b> CEO and Cofounder PROPHIA</p> </div> <div data-bbox="654 2016 743 2105">  <p><b>Zach Resnick</b> Managing Director Spear STREET CAPITAL</p> </div>	<p>12:15 pm - Luncheon Workshop: <b>The Political Climate of Real Estate: How to Get Things Done in NY</b> (by invitation)</p> <p>As one of the world's most vibrant business hubs, New York City has a lot of real estate development opportunities, but getting things done can be complicated. From community boards and City Hall to Albany, the regulatory processes can be onerous and complex. Legislative and political affairs can stand in your way of investment, development, entitlements and permitting, or they can be strategically leveraged to your project's benefit.</p> <ul style="list-style-type: none"> <li>A holistic approach that includes lobbying and urban strategy can save resources and keep your project on track.</li> <li>cover how to successfully build support for your project from elected officials and community stakeholders, secure zoning and land use approvals, and navigate the complex rules and regulations of City, State and governmental agencies.</li> </ul> <div data-bbox="1097 2038 1187 2128">  <p><b>Travis Terry</b> President CAPALINO</p> </div>

# Agenda

Tuesday October 10, 2023

## Mezzanine & High Yield Debt Financing Forum

1:15 pm - **Chairperson's Opening remarks**



**Daniel C. Reynolds**  
Partner  
CLEARLY GOTTLIEB

1:30 pm - **Panel Discussion: Mezzanine Loans and Preferred Equity: What Are Active Lenders and Borrowers Dealing With?**

- What are the legal considerations when choosing between mezzanine finance and preferred equity?
- How do mezzanine deal structures differ from preferred equity structures?
- What are the key considerations for multi-lender deals?
- How would the proposed New York Bill imposing mortgage recording taxes affect mezzanine debt and preferred equity in real estate transactions?
- What structural protections exist for CLO and CMBS investors?



**Moderator**  
**Dan Berman**  
Partner  
KRAMER LEVIN



**Drew Fung**  
Head of Debt Investment Group  
CLARION PARTNERS



**Boots Dunlap**  
CEO & Co-Founder  
RRA CAPITAL



**John Randall**  
Partner  
PCCP LLC



**Nitin Jagga**  
Vice President  
GOLDMAN SACHS



**Clark Briner**  
Founder & Principal  
REVERE CAPITAL

## Real Estate Joint Ventures Forum

1:15 pm - **Chairperson's Opening remarks**



**Ellie Perlman**  
Founder & CEO  
BLUE LAKE CAPITAL

1:30 pm - **Panel Discussion: Joint Venture Partnerships in an Uncertain Market: Managing Risks and Overcoming Challenges**

- Risk management: cost overruns, partner defaults, meeting project schedule, worries from LPs, worries from GPs and control issues
- Interest reserves shortfalls - how can partners share the burden?
- How should cost sharing be structured between GPs and LPs in long-dated closing situations?
- Why are fewer investors stepping up to be GPs?
- How do partnerships navigate zoning approvals, the construction process and cost overruns?
- What happens in receivership and liquidation?
- How long will multifamily maintain its outperformance over other asset types in REJV partnerships?



**Adam Fruitbire**  
Chief Investment Officer  
MAXX PROPERTIES



**Frederick N. Cooper**  
Senior Vice President Finance International Development & Investor Relations  
TOLL BROTHERS



**Raphael Sidelsky**  
Chief Investment Officer  
REAL ESTATE W5 GROUP LLC



**Nicholas Baccile**  
Director  
CANYON PARTNERS REAL ESTATE LLC



**Steve Woodard**  
Managing Director  
WESTPORT CAPITAL PARTNERS LLC

## ESG & DEI Forum

1:15 pm - **Chairperson's Opening remarks**

1:30 pm - **Panel Discussion: Sustainability and Benchmarking: Reports, Metrics & KPIs**

- What are the key metrics and KPIs used to track progress in ESG and DEI initiatives?
- How can companies ensure their ESG and DEI reports are accurate, transparent, and credible?
- How can companies leverage ESG and DEI data to improve decision-making and drive positive impact?
- The future of ESG data collection and analysis: the role of cutting-edge technologies and strategies to keep you ahead of the curve.
- The role of technology in ESG & DEI benchmarking
- From an investor perspective, what are the most important elements of the ESG due diligence process?
- How can companies effectively communicate their ESG and DEI efforts to stakeholders, including investors, customers, and employees?
- What role do regulatory bodies play in ESG and DEI benchmarking and reporting, and how can companies stay compliant with evolving regulations?
- What are the "must haves" and "nice to haves" from an ESG data perspective?



**Moderator**  
**Randy Hoff**  
Principal, Financial Markets & Real Estate  
PwC US



**Anne Peck**  
Vice President and Head of ESG+R  
TA REALTY



**Linda J. Isaacson**  
Partner  
ACRE



**Katie Cappola**  
ESG Manager  
MADISON REALTY CAPITAL



**Nicole Wilson**  
Principal, Sustainable Investing  
KKR

# Agenda

Tuesday October 10, 2023

## Mezzanine & High Yield Debt Financing Forum

### 2:00 pm - Panel Discussion: The Current Landscape of Mezzanine Lending: Valuations and Return Expectations

Today's scarce lending environment makes mezzanine debt a necessity – but are these the same mezzanine loans we've seen before? This panel will explore:

- What is driving the growing demand for mezzanine capital in the face of portfolio declines and illiquidity in the market?
- How are mezzanine loans priced and structured differently in the current environment?
- What are the return expectations for mezzanine loans in today's market?
- What are the legal concerns associated with mezzanine lending in the current environment?
- How do investors and borrowers approach mezzanine lending in the current landscape?



**Moderator**

**Tim Davis**

Chair  
WHITE AND WILLIAMS



**Nailah Flake-Brown**

Managing Partner Investments  
BROOKFIELD ASSET MANAGEMENT



**Stephen R. Quazzo**

Co-Founder and CEO  
PEARLMARK



**Ash Baraghoush**

Managing Director  
PACIFIC URBAN INVESTORS



**Amanda Gray**

Director, Capital Markets  
INVESCO REAL ESTATE

## Real Estate Joint Ventures Forum

### 2:00 pm - Panel Discussion: Joint Venture Opportunities Outside of Multifamily

- What assets are joint ventures looking at today?
- How do key factors such as opportunity zones, tax incentives, construction financing, and international investments impact joint ventures?
- A deep dive in the rise of joint ventures in life science buildings, data centers, medical offices, industrial properties, and loan assumptions.
- How do joint venture partners structure their relationships and responsibilities for alternative asset types?



**Patrick Fitzgerald**

Partner  
PHILLIPS LYTTLE



**Alexander Schaefer**

Vice President - Acquisitions,  
Real Assets  
AXA INVESTMENT MANAGERS



**Chris Balestra**

President and Chief Investment  
of Officer  
TACONIC PARTNERS



**Jerome Nichols**

President  
STANDARD REAL ESTATE  
INVESTMENTS



**Patrick Keeley**

Executive Director  
MORGAN STANLEY REAL ASSETS

## ESG & DEI Forum

### 2:00 pm - Panel Discussion: Utilizing C-PACE Financing for Carbon Emissions Reduction

The Commercial Property-Assessed Clean Energy program offers fixed-rate, long-term financing for projects in commercial buildings that improve water and energy use.

- With interest rates rising and debt funding scarce, does it make sense to include C-PACE in your financing plans?
- How do you qualify for C-PACE funding?
- How does C-PACE funding fit into the capital stack?
- What are the benefits and potential drawbacks of utilizing C-PACE financing?



**Michele Pitale**

Managing Director  
COUNTERPOINTE SUSTAINABLE  
REAL ESTATE



**Susan C Morth**

CEO  
EIC PACE



**Curtis Probst**

CEO  
NYCEEC



**Aundre Oldacre**

Founding partner  
AORA DEVELOPMENT



**Ian McCulley**

Director  
ENHANCED CAPITAL



# Agenda

Tuesday October 10, 2023

## Mezzanine & High Yield Debt Financing Forum

### 2:30 pm - Panel Discussion: Structured and Mezzanine Debt

- What are the current fundraising and investment prospects for structured and mezzanine debt across the capital stack?
- What are the emerging asset types that are gaining traction in the market and how are lenders and borrowers approaching them?
- What are the key considerations for lenders and borrowers when structuring financing for these alternative property types?



**Moderator**

**Gary Zimmerman**

SVP & Chief Underwriting Counsel  
Fidelity National Title Group  
UCCPLUS DIVISION



**Manish Shah**

Senior Managing Director  
PALLADIUS CAPITAL  
MANAGEMENT



**Robert Friedman**

Founder & Managing Principal  
TIBERIAS CAPITAL



**Nicholas Hoffman**

Partner  
HAYNE AND BOONE



**Shaunak Tanna**

Executive Director  
PGIM REAL ESTATE



**Sebastian Post**

Managing Director & Co-Head  
of Investments  
LIONHEART STRATEGIC  
MANAGEMENT

## Real Estate Joint Ventures Forum

### 2:30 pm - Panel Discussion: Capital Solutions for your Joint Ventures Amid the National Deal Volume Dip

- Where does the equity come from? Alternative channels for JV equity
- How do you transition your firm from high-net-worth capital to institutional capital?
- Foreign capital seeking joint ventures - which countries are most active?
- Key considerations in cultivating and structuring joint ventures with families and private companies
- Is joint venture real estate development through Tenancy in Common Investment (TIC) a golden opportunity for 1031 exchange investors?



**Moderator**

**Carly Saviano**

Partner  
WILLKIE FARR & GALLAGHER  
LLP



**Phillip T. Summers**

Managing Director  
LAZARD FRÈRES & CO



**Philip McAndrews**

Sr EVP, Chief Strategy Officer  
RXR REALTY



**Michael Sorochinsky**

Principal  
CYPRESS EQUITY INVESTMENTS  
LLC



**Paul Fried**

Executive Managing Director, Head  
of Equity Capital Markets  
GREYSTONE

## ESG & DEI Forum

### 2:30 pm - Panel Discussion: Setting Up the First 90 days, 6 months and 1 year of Your ESG & DEI Journey

Identify the different actions you need to take based on where you are in your ESG and DEI journey. Discussion will include:

- Establishing appropriate goals
- Implementing proven strategies for faster and smarter adoption
- Overcoming obstacles and challenges
- Ensuring alignment of expectations



**Lizzie Adams**

Head of ESG, Americas Real Estate  
Investing, Goldman Sachs Asset  
Management  
GOLDMAN SACHS



**Amanda Kaminsky**

Director of Sustainable  
Construction  
LENLEASE



**Randall Drain**

Managing Partner & Chief  
Investment Officer  
REEDSBAY



**Daren Moss**

Principal, ESG - Real Estate Lead  
ARES MANAGEMENT

# Agenda

Tuesday October 10, 2023

## 3:00 pm - Networking Lunch

Build meaningful connections through one-on-one meetings.

## 3:30 pm - Roundtables

Choose your topic for an interactive discussion with fellow attendees on the most pressing issues facing the industry. Network at small tables and participate in lively topical conversation. This format provides an excellent opportunity to meet your industry peers in a unique setting.

### Roundtable 1 - Legal Considerations in Mezzanine Lending

A deep dive into an intercreditor agreement between a senior lender and a mezzanine lender.

- What issues are being discussed and negotiated?
- How does the intercreditor agreement mitigate risks for the mezzanine lender in the event of borrower default?

### Roundtable 2 – The Evolving Role of Technology in Real Estate Lending

- How can innovative technologies such as artificial intelligence and blockchain be used to improve underwriting, operations and transactions?
- How will generative AI impact accuracy and bias in the real estate industry?
- In what ways can AI automate document review and analysis in the real estate industry, and what impact will this have on real estate professionals?

### Roundtable 1 – Office-to-Residential Conversions: A Solution for the Unstable Office Market and Nationwide Housing Shortage

- What are the legalities involved in office-to-residential conversions?
- What is the Multiple Dwelling Law, and how does it affect office-to-residential conversions in New York City?
- How partnerships can work through planning challenges, zoning approvals, construction financing, and rising insurance costs?
- Rental apartments, condo or co-op structure – which structure is right for your REJV?
- What are the key expense and physical considerations in an office-to-residential conversion?

### Roundtable 2 - Refinancing Floating Rate Debt in a High Interest Rate Environment

- How to navigate the complexities of refinancing all the floating rate debt acquired in the past three years?
- What are short-term vs. long-term solutions for refinancing floating rate debt in a high interest rate environment?

### Roundtable 1 - Investing in Cities with ESG Requirements: A Look at NY Local Law 97

- How are owners and lenders thinking about this law when weighing future investment in New York City?
- How do appraisers take environmental regulations into account when assessing value?
- Do investors view cities with ESG requirements – like Chicago, New York and Los Angeles – differently from cities without such requirements?

### Roundtable 2 – Advancing DEI in Commercial Real Estate

- What are some best practices to recruit and retain women and minorities in commercial real estate?
- How can the industry collaborate to broaden its pool of potential candidates?
- How to increase access to capital and credit to support diverse operators and fund managers?
- What are some metrics to use to measure progress?

# Agenda

Tuesday October 10, 2023

## 3:30 pm - Roundtables CONT'D

Choose your topic for an interactive discussion with fellow attendees on the most pressing issues facing the industry. Network at small tables and participate in lively topical conversation. This format provides an excellent opportunity to meet your industry peers in a unique setting.

### Roundtable 3 - Effective Strategies for Negotiating a Distressed Deal

- What are some of the key challenges in negotiating a distressed deal from the perspective of both buyers and sellers?
- What are some effective strategies for rescuing or defeasing a distressed deal that has changed?
- How can you turn a distressed deal into a profitable opportunity?

### Roundtable 3 – Maximizing Benefits in Real Estate Joint Ventures through Legal and Tax Strategies

- What key factors should be considered and included in a written agreement when entering a joint venture?
- What laws and tax regulations apply to domestic vs foreign investors in a JV?
- What are the steps for operationalizing a joint venture termination agreement?



**Joseph Lanzkron**  
Partner  
CLEARLY GOTTLIEB

### Roundtable 3 - The 'S' in ESG: Practical Ways to Have a Social Impact

This session will highlight the initiatives of real-world firms that have achieved both social impact – and investment returns.

- What are the challenges associated with defining the “S” in ESG?
- How do real estate companies incorporate the “Social” pillar of ESG in their business operations, both at the property level and on the workforce level?
- How to create ROI with “S” initiatives?
- How can tenant amenities contribute to a building’s social standing?

### 4:30 pm - Closing Keynote Interview



**Cary Carpenter**  
Managing Director - Head of  
CRE Capital Markets, Trading &  
Syndication  
STARWOOD CAPITAL

### 4:30 pm - Closing Keynote Interview



**Interviewer**  
**Ellie Perlman**  
Founder & CEO  
BLUE LAKE CAPITAL



**Dean Allara**  
Vice Chairman  
BRIDGE INVESTMENT GROUP

### 4:30 pm - Closing Keynote Interview



**Brooke Guven**  
Head of ESG & Sustainability &  
Managing Director  
CERBERUS CAPITAL  
MANAGEMENT

4:50 pm - **Cocktail Reception & Networking** Sponsored by: 

6:00 pm - **Invitation Only Post Conference Dinner**

## Pricing

Register by	By July 31, 2023	By Aug 31, 2023	Standard pricing
<b>Full Access - Conference</b>	\$999	\$1299	\$1499
<b>Group Discounts (up to 3 attendees)</b>	\$2899	\$3499	\$3999
<b>Service Provider &amp; Placement Agents Pricing</b>	\$2,999	\$2,999	\$2,999
<b>ISCP Club Members</b>	Complimentary	Complimentary	Complimentary

\*Click [here](#) to sign up for ISCP Club membership (link to the ISCP Club sign up page).

[Register Here!](#)

## Registration form

Name  Job Title

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City  State  ZIP

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Phone  Email

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Charge my:  Amex  Visa  Mastercard  Discover

Card #  Exp. Date  /  CVM Code

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**Register for:**  Conference Only  Group discount  Service Provider  ISCP Club Members

- I cannot attend, but please keep me informed of all future events
- I am interested in speaking opportunities, sponsorships and exhibiting at the event

### Event Safety & Protocol

As an attendee, your safety and wellbeing is our number one priority. iGlobal Forum is committed to leading the way for our attendees by creating a safe space for in-person events to be held. We have taken many precautions to ensure the safe running of our events, including capping the number of attendees at each event.

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For full details on our Event Liability Waiver, please click [here](#).

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Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials.

Your registration will not be confirmed until payment is received and may be subject to cancellation.

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All discounts must require payment at time of registration and before the cut-off date in order to receive any discount.

Any discounts offered whether by Global Forum (including team discounts) must also require payment at the time of registration.

All discount offers cannot be combined with any other offer.