

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:



Media Sponsor:



Register Here!

Hear from the following participating companies:

- o ACRE
- o AXA Investment Managers
- o Altus Group
- o Aora Development
- o Ares Management
- o Bank Of America Securities, Inc
- o Blackstone
- o Blue Lake Capital
- o Bridge Investment Group
- o Brookfield Asset Management
- o Canyon Partners Real Estate LLC
- o Capalino
- o Cerberus Capital Management
- o Citigroup Global Markets
- o City Of Stamford
- o Clarion Partners
- o Cleary Gottlieb
- o Counterpointe Sustainable Real Estate
- o Cypress Equity Investments LLC
- o Duane Morris LLP
- o EIC Pace
- o Enhanced Capital
- o Goldman Sachs
- o Greystone
- o Hamilton Lane
- o Invesco Real Estate
- o KKR
- o Kramer Levin
- o Lazard Frères & Co
- o Lendlease
- o Lionheart Strategic Management
- o Madison Realty
- o Capital
- o Maxx Properties
- o Marx Realty & Improvement Co
- o measurabl
- o Morgan Stanley Real Assets
- o RRA Capital
- o NYCEEC
- o PCCP LLC
- o Pgim Real Estate
- o Pacific Urban Investors
- o Palladius Capital Management
- o Pearlmark
- o Phillips Lytle
- o Prophia
- o RXR Realty
- o Real Estate W5 Group LLC
- o Realadvice
- o Reedsbay
- o Spear Street Capital
- o Standard Real Estate Investments
- o Starwood Capital
- o Taconic Partners
- o TA Realty
- o Tiberias Capital
- o Time Equities
- o Toll Brothers
- o UCCPLUS Division
- o Weinreb Ventures
- o Westport Capital Partners LLC
- o White And Williams
- 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 HotelsI
- **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
- No power struggles with abundant outlets
- Tranquil spaces for calls, conversations, and collaborations
- Free 24/7 aromatic coffee
- Lightning-fast WiFi for uninterrupted productivity
- Meticulously planned for maximum efficiency

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.

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



Max Pastor
Executive Vice President &
Director of Acquisitions
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.

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



Anthony D. Giordano Jr.

Mayoral Appointee
NYC Public Schools Board,
Executive Committee
NYC BERS, PEP CHAIR DESIGNEE,
NYC TRS

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

- o How will lending availability and terms change as the real estate market moves forward?
- o How does interest rate volatility drive loan structuring (i.e. issues of hedging, cap costs etc)?
- o Non-bank lenders vs. banks: What are the main risks?
- o Bridging the gap: how are deals getting done in a difficult debt market?
- o What are some effective strategies to secure loan assumptions in the process of acquiring assets?
- o NPLs and DPOs – how to access the deals and the capital to execute?
- o Should investors interested in debt and distress consider NPL strategies?
- o What are some key trends in the use of rescue capital?
- o How are material and labor shortages being factored into lending decisions?
- o What are the preferred markets and assets for capital providers in real estate lending?
- o What criteria are LPs considering when evaluating investments, including returns, time horizons, and agreement terms?
- o 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 Commercial Real
Estate Finance
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

iGlobal Forum | Tel: (212) 752-7760 | Fax: (212) 202-4220 | info@iglobalforum.com | [in](#) [iglobal-forum](#) [@iglobalforum](#) [f](#) [/iglobalforum](#)

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

12:15 pm - Luncheon Workshop: Top Due Diligence Challenges for Lenders in the ESG Era (by invitation)

- **Disclosure** - carbon footprinting (PCAF), climate risks and opportunities- TCFD/ISSB, SEC proposed rule
- **Risk Management** - how physical and transition risk data informs lending decision-making, structuring, pricing, etc.
- **Innovation** - green/sustainable financing products as opportunities
- **Client/Borrower Relations** - building mutually beneficial partnerships on the road to net zero



Noelle Bohlen
Group Product Manager
MEASURABL



Ryan Greenwald
VP, ESG Research
PIMCO

Real Estate Joint Ventures Forum

12:15 pm - Luncheon Workshop: Luncheon Workshop: Leveraging Data and AI for Value Creation in CRE (by invitation)

- Explore how the fusion of data and AI can drive smarter decision-making, optimize operations, and uncover strategic opportunities in CRE.
- 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
- Learn to utilize AI and data-driven insights to optimize acquisition and disposition strategies, enhancing deal analysis, risk assessment, and informed decision-making.
- Leverage AI-powered tools to elevate portfolio reporting, perform in-depth analysis, and forecast market trends



Cameron Steele
CEO and Cofounder
PROPHIA



Michael Rak
Senior Vice President
SPEAR STREET CAPITAL

ESG & DEI Forum

12:15 pm - Luncheon Workshop: The Political Climate of Real Estate: How to Get Things Done in NY (by invitation)

- 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.
- A holistic approach that includes lobbying and urban strategy can save resources and keep your project on track.
 - 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.



Travis Terry
President
CAPALINO

Agenda

Tuesday October 10, 2023

Mezzanine & High Yield Debt Financing Forum

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



Daniel C. Reynolds
Partner
CLEARY GOTTLIB

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 Fruitbine
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**



David Amerikaner
Special Counsel
DUANE MORRIS LLP

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
Senior Advisor
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
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



Craig Deitelzweig

CEO
MARX REALTY & IMPROVEMENT
CO

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



Moderator

Elsa Yih

Associate Portfolio Manager
LENLEASE AMERICAS



Lizzie Adams

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



Randall Drain

Managing Partner & Chief
Investment Officer
REEDSBAY



Daren Moss

Principal, ESG - Real Estate Lead
ARES MANAGEMENT

Agenda

Tuesday October 10, 2023

Mezzanine & High Yield Debt Financing Forum

3:00 pm - **Afternoon Keynote Interview**



Interviewer

Dan Berman
Partner
KRAMER LEVIN



Cary Carpenter

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

Real Estate Joint Ventures Forum

3:00 pm - **Afternoon Keynote Interview**



Interviewer

Ellie Perlman
Founder & CEO
BLUE LAKE CAPITAL



Dean Allara

Vice Chairman
BRIDGE INVESTMENT GROUP

ESG & DEI Forum

3:00 pm - **Afternoon Keynote Interview**



Interviewer

Jason S. Rozes
Partner
DECHERT LLP



Brooke Guven

Head of ESG & Sustainability &
Managing Director
CERBERUS CAPITAL
MANAGEMENT

3:30 pm - **Think Tanks**

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.

Think Tank 1 – The rise and future of Single-Family Rental: Why Real Estate's Sweetheart Asset Class is Just Getting Started

- Why do Single Family Rental and Build-for-Rent more specifically continue to be so attractive? What are the forces driving appetite and growth for this asset class?
- What does it take to win in this asset class? What are the table stakes and how to avoid being a tourist?
- What are the key risks to keep in mind over the next 5 years and how to manage them (Leverage, construction costs, NOI margins) ?



Thibault Adrien
Founder & CEO
LAFAYETTE REAL
ESTATE

Think Tank 2 – 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



Joseph Lanzkron
Partner
CLEARY GOTTlieb

Think Tank 3 – Pursuit for Affordability

- Explore strategies for development in low- to moderate-income areas, including overcoming market challenges and leveraging innovative financing.
- Emphasize the importance of community partnerships, local insights, and tailored services for creating impactful and holistic housing solutions.
- Utilize data-driven approaches and tools to assess project impact and inform future housing initiatives



Nina Tschinkel
Vice President
CATALYST
OPPORTUNITY
FUNDS

Think Tank 4 – Keeping JV Agreements Alive When Things Go Bad

- During the good times, everyone wants to partner up, but when the economy goes bad, the partnership is the first thing to go bad—how to avoid it in the beginning, and what to do about it now



Vivian C. de las Cuevas-Diaz
Partner, Deputy
Section Leader
HOLLAND & KNIGHT

4:30 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
Full Access - Conference	\$999	\$1299	\$1499
Group Discounts (up to 3 attendees)	\$2899	\$3499	\$3999
Service Provider & Placement Agents Pricing	\$2,999	\$2,999	\$2,999
ISCP Club Members	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		
Address			
City	State	ZIP	
Phone	Email		
Charge my: <input type="checkbox"/> Amex <input type="checkbox"/> Visa <input type="checkbox"/> Mastercard <input type="checkbox"/> Discover			
Card #	Exp. Date	/	CVM Code
Register for: <input type="checkbox"/> Conference Only <input type="checkbox"/> Group discount <input type="checkbox"/> Service Provider <input type="checkbox"/> 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.

iGlobal Forum Liability Waiver

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

Payment Policy

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.

iGlobal Forum Cancellation, Postponement and Substitution Policy

You may substitute delegates at any time. iGlobal Forum does not provide refunds for cancellations.

For cancellations, you will receive a 100% credit to be used at another iGlobal Forum conference. Credits never expire. In the event that iGlobal Forum cancels an event, delegate payments at the date of cancellation will be credited to a future iGlobal Forum event.

In the event that iGlobal Forum postpones an event, delegate payments at the postponement date will be credited towards the rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive a 100% credit representing payments made towards a future iGlobal Forum event. No refunds will be available for cancellations or postponements.

iGlobal Forum is not responsible for any loss or damage as a result of a substitution,

alteration or cancellation/postponement of an event. iGlobal Forum shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labor strike, extreme weather or other emergency.

Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, iGlobal Forum reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

Attendees are not permitted to organize any related events to the conference without the prior consent of the organizer.

Discounts

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.