

iGlobal Forum

WORKSHOP SERIES

REAL ESTATE JOINT VENTURES DEALMAKERS MEETING

WEDNESDAY, JUNE 12th, 2019 | NEW YORK

ABOUT THE WORKSHOP:

Back by popular demand! iGlobal Forum is pleased to present the upcoming **Real Estate Joint Ventures Dealmakers Meeting** returning on **June 12th, 2019** in **New York City** as a follow up in the successful workshop series. Real estate joint ventures differ vastly in structure, goals and purpose. However, despite varying market conditions, real estate joint venture partnering between developers and project sponsors continues to grow in popularity. Private equity firms rely on sponsors, with their deep knowledge of markets and sectors, to help populate their funds with deals. Likewise, sponsors count on private equity firms and other financial partners to fund their projects and help bring them to life.

iGlobal Forum's **Real Estate Joint Ventures Dealmakers Meeting** will give you greater insight into the fundamentals of successful real estate joint venture partnering in 2019. The workshop sessions are deliberately interactive to provide a platform that is conducive to learning, sharing experiences, and finding potential business partners. You will meet and network directly with senior-level representatives from **real estate private equity firms, developers and project sponsors, real estate owners & operators, senior & mezzanine lenders, institutional investors and family offices, asset managers and allocators, attorneys and accountants.**

We are pleased to also present a new feature in the program featuring 1x1 meetings for **Real Estate Independent Sponsors and Capital Providers**. This exclusive new format will consist of high-level, sector-specific 1x1 networking meetings between senior-level capital providers and independent sponsor executives specializing in the real estate sector. These meetings will be dedicated to developing partnerships unique to your business model and will provide you with the opportunity to meet exclusively with those independent sponsors or capital providers specializing in investments in the same sector and market as you are.

KEY TOPICS TO BE COVERED INCLUDE:

- Real estate joint ventures - an A to Z guide to legal and tax frameworks
- Best practice approaches to drafting a real estate joint venture strategy
- Real estate joint venture financing: An A to Z guide

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MEDIA PARTNERS:



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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

SPEAKERS:



Rob Bolandian
Partner and Global Head of
Investment Banking
CAMBRIDGE WILKINSON



Gregory Breskin
Acquisitions & Originations
TORCHLIGHT INVESTORS



Kenny Moon
Director - Investments
ALMANAC REALTY INVESTORS



Douglas Harmon
Managing Director -
Arden Credit Fund
ARDEN GROUP



Kyle Turner
VP & Director - Investments
EQUUS CAPITAL PARTNERS



Gil Tenzer
Director of Real Estate &
Founding Member
**CONTRARIAN CAPITAL
MANAGEMENT, LLC**



Thomas G. Maira
Partner
DLA PARTNERS



David M. Ledy
Partner and COO
U.S. REALTY ADVISORS, LLC



Margaret Grossman
Chief Operating Officer and
General Counsel
SUGAR HILL CAPITAL PARTNERS

VENUE AND ACCOMODATION

New York, NY

We are pleased to be hosting the upcoming Summit in New York. Venue details will be announced shortly.

Guests are welcome to secure accommodations at the Park Lane Hotel, located in the vicinity of the event. To book a reservation via telephone at The Park Lane, please call **866-831-7211** & request that your reservations agent apply the iGlobal Forum Corporate Rate, or visit our personalized weblink for a 15% discount.

ONE ON ONE NETWORKING SESSIONS | 9:30 am to 10:30 am 1X1 DEALMAKERS MEETINGS

Sector-specific 1x1 networking meetings between senior-level capital providers and independent sponsor executives. These meetings will be dedicated to developing partnerships unique to your business model and will provide you with the opportunity to meet exclusively with those independent sponsors or capital providers specializing in investments in the same sector and market as you are. We will provide you with a full list of participating capital providers and independent sponsors prior to the event - you will have the chance then to evaluate the potential for future business opportunities and make the most of your time.

WORKSHOP A | 10:45 am - 12:30 pm REAL ESTATE JOINT VENTURES - AN A TO Z GUIDE TO LEGAL AND TAX FRAMEWORKS

This in-depth workshop will explore the tax issues and associated compliance requirements to ensure full preparedness and avoidance of pitfalls associated with entering into a real estate joint venture. The workshop will present best practices for structuring provisions that reflect effective tax compliance and planning. Issues to be addressed include:

- What are the unique tax issues associated with real estate joint ventures?
- An overview of the common pitfalls and how best to avoid them from the outset when drafting your agreement
- Best practices in due diligence, tax structuring and corporate governance
- An overview of federal versus state tax requirements
- Approaches to considering tax benefits, pitfalls and considerations in real estate joint ventures and partnerships

- Protecting the economic advantage of all key stakeholders and formers of the entity
- Tax considerations in real estate joint ventures - a guide: cash capital contributions, liabilities, disguised sales and additional capital contributions
- An overview of allocations and contributions
- Foreign tax considerations - the challenge of cross-border transactions



Thomas G. Maira
Partner
DLA PIPERS



Gil Tenzer
Director of Real Estate &
Founding Member
CONTRARIAN CAPITAL
MANAGEMENT, LLC

WORKSHOP B | 1:30 pm to 3:00 pm BEST PRACTICE APPROACHES TO DRAFTING A REAL ESTATE JOINT VENTURE STRATEGY

This interactive session will drill down on the most effective approaches to drafting a real estate joint venture strategy from the perspective of both the sponsor and the equity investor. It will explore topics such as developing your entry and exit strategies, disposition and incorporating into your strategy, financing and restructuring of debt.

The workshop will delve into topics such as:

- Identifying key requirements for an entry strategy for potential investors and how to effectively structure investment instruments
- Developing a blueprint for a joint venture with multiple stakeholders versus a single investor or specialty business - top priorities
- Setting up limited liability companies and partnerships: management, approval rights and control
- Drafting and reviewing joint venture agreements: ensuring legal and tax due diligence

- Examining the core infrastructure: decision making and profit distributions, leadership, management and governance
- Management rights, guaranty obligations, dispute resolutions and transfer restrictions
- Strategies to bridge communication gaps between multiple stakeholders
- Negotiating contract structures built around specific incentives to drive all parties to succeed
- Additional requirements and considerations - what else do you need to plan for?



David M. Ledy
Partner and COO
U.S. REALTY ADVISORS, LLC



Kyle Turner
VP & Director - Investments
EQUUS CAPITAL
PARTNERS



Margaret Grossman
Chief Operating Officer and General Counsel
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WORKSHOP C | 3:15 - 4:45 pm REAL ESTATE JOINT VENTURE FINANCING: AN A TO Z GUIDE

This workshop will drill down on the financial anatomy of real estate joint venture funding: It will look at areas such as:

- Evaluating the sources and providers of joint venture financing
- Analysis of funding vehicles - from senior and subordinated project and entity-level debt, construction loans, acquisition and development loans, mezzanine financing and shared appreciation loans
- Evaluating the range of hybrid debt/equity instruments
- Immediate private investor lending options with short time frames: Debtor in Possession (DIP) loans, mini-perms, rehab loans, bridge loans, quick closing loans for acquisitions and discounted payoff (DPO) scenarios
- Managing a party's failure to fund additional capital in accordance with its terms

- Economic structuring of the waterfall: determining percentage interest versus contribution
- Determining preferred return and an overview of IRR hurdles
- Outlining other economic terms



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REAL ESTATE JOINT VENTURES

DEALMAKERS MEETING

JUNE 12th, 2019 | **NEW YORK**

YES! Please Register Me:

NAME _____

JOB TITLE _____

ORGANIZATION _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PHONE _____ E-MAIL _____

Charge my Amex Visa Mastercard Discover

Card # _____ Exp. Date _____ / _____ CVM Code _____

Workshop A **Workshop B** **Workshop C** **Full Workshop Pass** **1x1 Networking Meetings**

I cannot attend, but please keep me informed of all future events.

I am interested in speaking opportunities, sponsorships and exhibiting at the event.

REGISTER BY	INDIVIDUAL WORKSHOP	FULL WORKSHOP PASS	1X1 NETWORKING MEETINGS	SERVICE PROVIDER
April 30, 2019	\$249	\$599	\$199	\$2499
May 15, 2019	\$299	\$699	\$199	\$2499
June 1, 2019	\$349	\$799	\$199	\$2499
June 12, 2019	\$399	\$899	\$199	\$2499

Terms and Conditions

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 received in writing more than seven (7) days prior to the conference you will receive a 100% credit to be used at another iGlobal Forum conference for up to one year from the date of issuance.
- For cancellations received seven (7) days or less prior to an event (including day 7), no credit will be issued. 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. This credit will be available for up to one year from the date of issuance.
- 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. This credit will be available for up to one year from the date of issuance. 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.

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 iGlobal Forum (including team discounts) must also require payment at the time of registration.
- All discount offers cannot be combined with any other offer.
- To accommodate attorneys applying for CLE credits on this event, we offer discounted rates for specific salary ranges and areas of practice. Please see additional downloadable affirmation and registration form for rates and deadlines.

EASY TO REGISTER:

Web: www.iglobalforum.com/rejv4

Email: info@iglobalforum.com

Call: **212.752.7760**

Fax: **212.202.4220**