

VIP AMERICAS

VISIONS
INSIGHTS &
PERSPECTIVES
Institutional Real Estate, Inc.

#2019VIPAM

January 22-24, 2019

PARK HYATT AVIARA
Carlsbad, CA

The Education & Networking Conference for Institutional Investors

FROM THE PUBLISHERS OF:



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Institutional Real Estate, Inc.



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Global Head of Business Development
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Editor, Institutional Real Estate Americas
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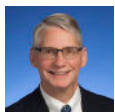
What Makes **VIP Americas** Different

VIP Americas is a unique event that brings together the crème de la crème of the institutional real estate industry. It acts as a bridge that provides a superb platform for institutional investors and investment advisers to have candid discussions about critical issues happening now in the industry.

SUPERB CONTENT

The content of *VIP Americas* is carefully tailored to the trends and information that are important to you as an industry executive. Speakers are chosen for their topic expertise, and the presentation environment is kept marketing-free so attendees receive pure content.

“VIP Americas is something I look forward to each year, as it not only provides a forum with a good balance between investors/plan sponsors and managers, but the content is always thought provoking and relevant.”



JP Rachmaninoff
Director of Real Estate
Tennessee Consolidated Retirement System

NETWORKING

VIP Americas delivers a networking experience that not only encourages candid discussions, but also helps attendees foster relationships that go beyond the conference. The event has a strict 3:1 ratio of investment managers to investors, which limits the size and also produces a much more efficient networking experience. Managers are able to meet the right investors, and investors can meet managers in a setting that is more relaxed and productive. Throughout the event, there are a number of opportunities to get to know other attendees. Whether you are discussing a crucial industry topic in a small roundtable discussion group, at a networking breakfast or on a *VIP Americas* planned recreational activity, you will walk away with new colleagues.

MARKETING-FREE

VIP Americas is a marketing-free environment. This means that sales pitches are not allowed in presentations. This rule is enforced, and any violators will be gonged ... literally. As a result, our attendees are delivered exceptional content that helps them strategize, make better decisions and grow their businesses.

“VIP Americas is one of my “go-to” conferences for a number of reasons including the high caliber content, structured networking and industry leading attendees, all in a forum that encourages and facilitates open and thoughtful dialogue.”



Judy McMahan
Portfolio Manager - Real Estate
UPS Investments

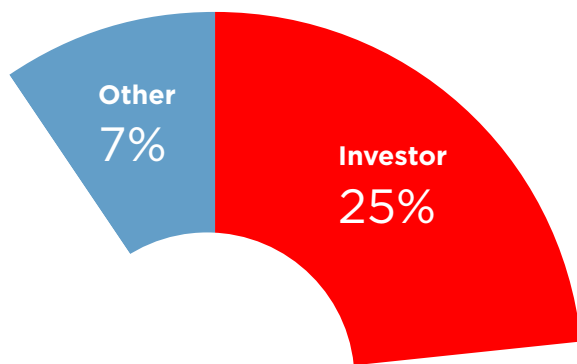


The **VIP Americas** Audience

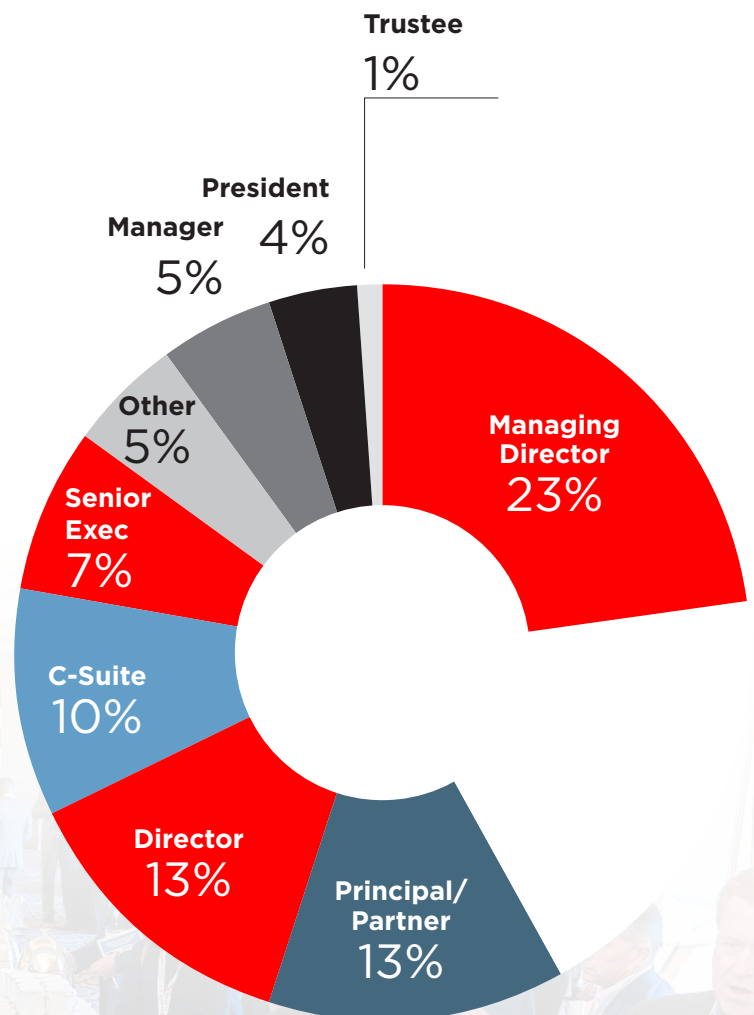
Executives involved in institutional real estate investing, including:

- Senior pension fund executives
- Foundation, endowment and Taft-Hartley officers
- Sovereign wealth fund and family office executives
- Key trustees and consultants
- Leading investment advisers and placement agents
- Real estate lenders
- Others involved in real estate allocation decision making

Audience Profile:



BY FIRM TYPE



BY TITLE TYPE

** Data based on 2018 attendee roster.*

Agenda

The theme for 2019 VIP Americas is “Evolution and future of winning cities: How technology, urbanization, demographics and public policy are driving future demand and real estate returns.”

Monday, January 21, 2019

4:30 p.m. Registration Opens

Tuesday, January 22, 2019

6:30 a.m. Registration Re-opens

7:30 a.m. Networking Breakfast Buffet

8:30 a.m. Welcome and Opening Remarks

Geoffrey Dohrmann, *President & CEO, Institutional Real Estate, Inc.*

Jonathan Schein, *Global Head of Business Development, Institutional Real Estate, Inc.*

Loretta Clodfelter, *Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

9:00 a.m. A Global Perspective: The World as Our Readers See It

Geoffrey Dohrmann, President & CEO of Institutional Real Estate, Inc., will share key themes and insights from our global editorial board meetings. He will then moderate a brief Q&A session with two investors for comments about global trends.

Moderator: **Geoffrey Dohrmann**, *President & CEO, Institutional Real Estate, Inc.*

Panelists: **Carl Gomez**, *SVP, Research & Strategy, QuadReal Property Group*

Meagan Nichols, *Global Head of Real Assets Group, Cambridge Associates, LLC*

9:30 a.m. Keynote Address: City of the Future

Greg Lindsay, *Expert on Globalization, Urbanization and Innovation*

10:00 a.m. Keynote Interview: City of the Future Examined

Interviewer: **Dan Dubrowski**, *Head of Capital Formation & Co-Founder, Lionstone Investments*

10:15 a.m. Networking Break

10:45 a.m. Roundtable Discussions

Each table will have a group leader as a facilitator and will have the option of picking one of several keynote topics and related questions for discussion.

Moderator: **Loretta Clodfelter**, *Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

11:15 a.m. Group Leader Reports

Group leaders share a brief summary of their group's insights in an open forum discussion with conference chairs and keynote speaker.

Moderators: **Loretta Clodfelter**, *Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

Jonathan Schein, *Global Head of Business Development, Institutional Real Estate, Inc.*

11:45 a.m. Lunch

Agenda

Tuesday, January 22, 2019

1:00 p.m.

U.S. Capital Flow Trends with IREI: FundTracker

FundTracker presentation will provide a capital flows macro overview related to equity and debt real estate funds to set the stage, which will be followed by a panel discussion that will examine on the micro level what sectors and strategies are timely now, and why?

Moderator: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

Panelists: **Richard A. Flohr, CFA**, *Managing Director and Portfolio Manager, CrossHarbor Capital Partners*

David Gilbert, *Chief Executive Officer, Chief Investment Officer, Clarion Partners, LLC*

Alison Hawkins, *Managing Principal, Artemis Real Estate Partners*

1:45 p.m.

Subscription Financing Examined

What are the benefits of subscription financing to investors and managers? What are the potential challenges and conflicts of interest for investors and managers? How can subscription financing be utilized and managed where there is alignment of interest and everyone benefits?

Moderator: **Geoffrey Dohrmann**, *President & CEO, Institutional Real Estate, Inc.*

Panelists: **Jeffrey Giller**, *Partner, Head of StepStone Real Estate, StepStone Group*

Stan Mullikin, *Head of Capital Markets, Crow Holdings Capital Partners, L.L.C.*

Dee Dee Sklar, *Vice Chair Subscription Finance, Asset-Backed Finance, Wells Fargo Securities, LLC*

Jennifer Stevens, *Partner, The Townsend Group, an Aon Company*

2:30 p.m.

Future of Work in Real Estate

How is proptech changing the roles and skillsets needed today and in the future in the real estate industry? What types of strategies and products are receiving VC funding for proptech? What types of platforms and partnerships are developing today, and why?

Moderator: **Loretta Clodfelter**, *Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*

Panelists: **Elie Finegold**, *Entrepreneur in Residence, MetaProp*

Shawn Hill, *Venture Partner, Moderne Ventures*

Troy March, *Portfolio Manager, North Carolina Department of State Treasurer*

Brent McFerren, *Enterprise Managing Consultant, RealFoundations*

3:15 p.m.

Networking Break

3:45 p.m.

U.S. Demographics

How are demographics shifting on a national, regional and city level? What are the different groups, and what challenges and opportunities are they creating? Why is diversity the key to innovation and growth? What is the relationship between demographics, demand and pricing?

Moderator: **Jonathan Schein**, *Global Head of Business Development, Institutional Real Estate, Inc.*

Panelists: **Victor Calanog PhD**, *Chief Economist & Senior Vice President, Moody's Analytics, Reis*

Robin Potts, *Co-Head of Real Estate Investments & Director of Acquisitions, Canyon Partners Real Estate*

Mark Roberts, *Managing Director, Head of Research & Strategy, Alternatives, DWS*

Jim Sullivan, *President, Advisory & Consulting, Green Street Advisors*

4:30 p.m.

Evolution and Future of Winning Cities: Workforce Housing and Senior Living

Discover how technology, urbanization; and public policy trends support workforce housing and senior living (independent and assisted living). What are the opportunities, challenges and risks? What are the real estate investment strategies and models? Which cities are most attractive for these strategies, and why?

Moderator: **Geoffrey Dohrmann**, *President & CEO, Institutional Real Estate, Inc.*

Panelists: **Maxwell Drever**, *Founder, CEO and Chairman, Drever Capital Management*

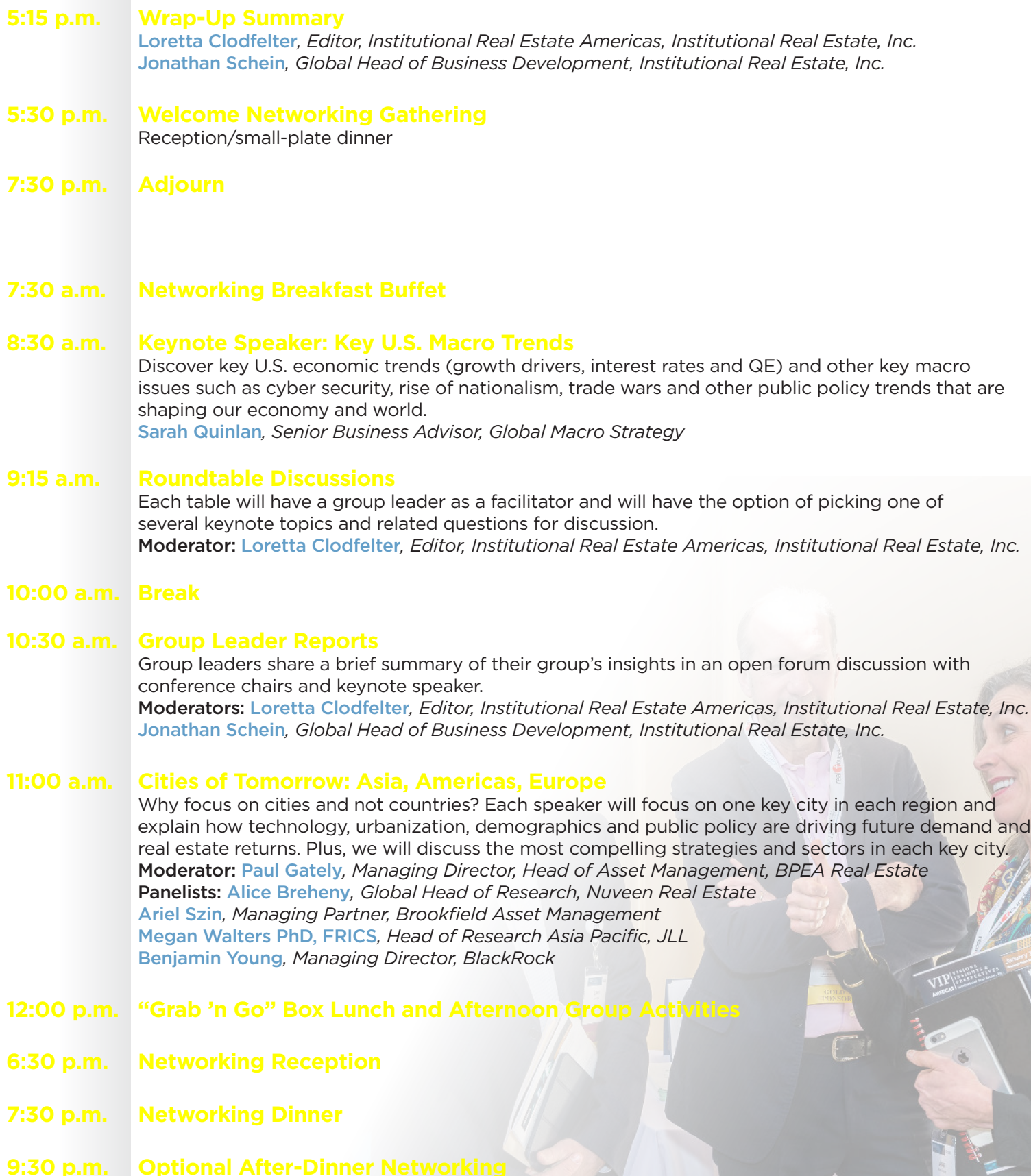
Inna Khidekel, *Partner, Capital Markets, Bridge Investment Group*

Diane Olmstead, *President, Fillmore Capital Affordable Housing*

John R. Williams, *President and Chief Investment Officer, Avanath Capital*

Agenda

Tuesday, January 22, 2019 cont. & Wednesday, January 23, 2019

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- 5:15 p.m. Wrap-Up Summary**
Loretta Clodfelter, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.
Jonathan Schein, Global Head of Business Development, Institutional Real Estate, Inc.
- 5:30 p.m. Welcome Networking Gathering**
Reception/small-plate dinner
- 7:30 p.m. Adjourn**
- 7:30 a.m. Networking Breakfast Buffet**
- 8:30 a.m. Keynote Speaker: Key U.S. Macro Trends**
Discover key U.S. economic trends (growth drivers, interest rates and QE) and other key macro issues such as cyber security, rise of nationalism, trade wars and other public policy trends that are shaping our economy and world.
Sarah Quinlan, Senior Business Advisor, Global Macro Strategy
- 9:15 a.m. Roundtable Discussions**
Each table will have a group leader as a facilitator and will have the option of picking one of several keynote topics and related questions for discussion.
Moderator: *Loretta Clodfelter, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*
- 10:00 a.m. Break**
- 10:30 a.m. Group Leader Reports**
Group leaders share a brief summary of their group's insights in an open forum discussion with conference chairs and keynote speaker.
Moderators: *Loretta Clodfelter, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.*
Jonathan Schein, Global Head of Business Development, Institutional Real Estate, Inc.
- 11:00 a.m. Cities of Tomorrow: Asia, Americas, Europe**
Why focus on cities and not countries? Each speaker will focus on one key city in each region and explain how technology, urbanization, demographics and public policy are driving future demand and real estate returns. Plus, we will discuss the most compelling strategies and sectors in each key city.
Moderator: *Paul Gately, Managing Director, Head of Asset Management, BPEA Real Estate*
Panelists: *Alice Breheny, Global Head of Research, Nuveen Real Estate*
Ariel Szin, Managing Partner, Brookfield Asset Management
Megan Walters PhD, FRICS, Head of Research Asia Pacific, JLL
Benjamin Young, Managing Director, BlackRock
- 12:00 p.m. "Grab 'n Go" Box Lunch and Afternoon Group Activities**
- 6:30 p.m. Networking Reception**
- 7:30 p.m. Networking Dinner**
- 9:30 p.m. Optional After-Dinner Networking**

Agenda

Thursday, January 24, 2019

- 8:30 a.m. Working Breakfast: Market Perspectives Forum**
Geoffrey Dohrmann, President & CEO, Institutional Real Estate, Inc. interviews **Ethan Penner**, Managing Partner, Mosaic Real Estate Investors
- 9:00 a.m. Investor Advisory Board Wrap-Up**
Advisory board members will share what key insights and questions you should keep in mind from this event to help put everything into perspective.
Moderator: **Loretta Clodfelter**, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.
Panelists: **Christy Fields**, Managing Director, Real Estate, Pension Consulting Alliance, Inc.
Michael Scotti, Investment Professional, Nationwide Real Estate Investments
- 9:30 a.m. Closing Remarks**
Geoffrey Dohrmann, President & CEO, Institutional Real Estate, Inc.
Jonathan Schein, Global Head of Business Development, Institutional Real Estate, Inc.
Loretta Clodfelter, Editor, Institutional Real Estate Americas, Institutional Real Estate, Inc.
- 9:45 a.m. Adjourn**

2019 VIP Americas Event Co-Chairs:



GEOFFREY DOHRMANN
President & CEO
Institutional Real Estate, Inc.



JONATHAN SCHEIN
*Global Head of
Business Development*
Institutional Real Estate, Inc.



LORETTA CLODFELTER
*Editor, Institutional Real
Estate Americas*
Institutional Real Estate, Inc.

Advisory Board:



CHRISTY FIELDS
*Managing Director,
Real Estate
Pension Consulting
Alliance, Inc.*



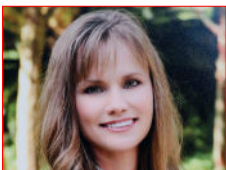
ALISA MALL
Director of Investments
Carnegie Corporation
of New York



CARL GOMEZ
SVP, Research & Strategy
QuadReal Property Group



MEAGAN NICHOLS
*Global Head of
Real Assets Group*
Cambridge Associates, LLC



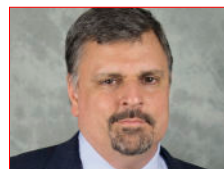
LYNNE GRAY
*Senior Portfolio Manager,
Principal Investments*
Florida State Board of
Administration



MICHAEL SCOTTI
Investment Professional
Nationwide Real Estate
Investments



JOSEPH KINARD
*Board Member,
Board of Pensions*
Presbyterian
Church (USA)



ALAN SNODDY
Managing Director
The Church
Pension Fund

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Registration Fees

REGISTRATION INFORMATION:

Due to the strict ratio of investment managers to investors, *VIP Americas* does fill up fast. Once our ratio is met, managers are placed on a waitlist.

REGISTRATION FEES:

Investment Manager/Other

Fee — \$4,895.00

Qualified Institutional Investor and Consultants Fee — Complimentary

The Qualified Institutional Investor registration category is reserved for individuals employed by a public, corporate or union pension fund organization, foundation or endowment, with responsibility for real estate investment strategy or decision-making. Sovereign wealth funds, family offices and government officials may also qualify for complimentary registration. A government official is defined as a federal, state, local or city-level government employee focused on the policy making, planning, and/or funding/financing of real estate projects, as well as legislators and their staff. This definition does not include pension/benefit plan administrators.

A “consultant” is defined as an individual who provides financial advice to institutional investors (pension funds, endowments and foundations) on portfolio construction and asset allocation and does not manage money (i.e., Mercer, Callan Associates, Towers Watson).



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RESERVATIONS

All attendees, including sponsors, advisory board members and speakers, are responsible for making their own reservations. Institutional Real Estate, Inc. has contracted a limited number of rooms at a discounted rate. These rooms are available to registered attendees on a first-come first-served basis.

More information about the hotel will be provided once you have registered.



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