



**Subject to change*

Charting a New Course

Pre-event: Monday, January 24, 2022

4:30 p.m. **Registration Opens – *Grand Foyer***

5:00 p.m. **Investor and Manager Roundtable Mixer – *Grand Ballroom***
Tables will have the option of discussing one of several topics with predetermined related starter questions.

Topic include:

- Real Estate Technology Trends: How can you apply technology to improve your investment process to help drive returns?
- Implications of tax trends and changes for direct & fund investors
- International vs. Domestic Investing: Do benefits outweigh costs & risks?
- Quantitative Easing (EQ), deficits, interest rates & examining their long-term impact on markets and economic growth

6:00 p.m. **Adjourn**

Day One: Tuesday, January 25, 2022

6:30 a.m. **Registration Re-opens – *Grand Foyer***

7:00 a.m. **Networking Breakfast – *Aviara Salon***

8:00 a.m. **Welcome and Opening Remarks - *Grand Ballroom***

Geoffrey Dohrmann, CRE, Executive Chairman and CEO, Institutional Real Estate, Inc., **Loretta Clodfelter**, Senior Editor, *Institutional Real Estate Americas*, Institutional Real Estate, Inc., **John McClelland**, Board Member, Institutional Real Estate, Inc.

8:30 a.m. **IREI.Q Review - *Grand Ballroom***

Presenter: Karen Palma, Data Services Manager, Institutional Real Estate, Inc.



- 8:45 a.m. **A Global Perspective: The World as Our Readers See It - *Grand Ballroom***
Geoffrey Dohrmann, CRE, Executive Chairman and 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 several thought leaders for comments about global trends.
- Moderator: Geoffrey Dohrmann, CRE**, Executive Chairman and CEO, Institutional Real Estate, Inc.
- Panelists: Shawn Lese**, Managing Director, Chief Investment Officer and Head of Funds Management, Americas, Nuveen Real Estate; **Angela Miller-May**, Chief Investment Officer at Illinois Municipal Retirement Fund; **Mary Ricks**, President, Kennedy Wilson,
- 9:30 a.m. **Innovation and Beyond - *Grand Ballroom***
- Keynote Speaker: Matthew Luhn**, Top Creativity Keynote speaker, Director, Former Lead Storyteller and Animator at Pixar studios
- 10:00 a.m. **Keynote Interview - *Grand Ballroom***
- Interviewer: Daniel R. Dubrowski**, Co-Founder, Head of Capital Formation, Lionstone Investments
- 10:15 a.m. **Networking Break - *Grand Foyer***
- 10:45 a.m. **Keynote: Roundtable Discussions - *Grand Ballroom***
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**, Senior Editor, *Institutional Real Estate Americas*, Institutional Real Estate, Inc.
- 11:15 a.m. **Keynote Group Leader Reports - *Grand Ballroom***
Group leaders will share a brief summary of their group's insights in an open-forum discussion with conference chairs and keynote speaker.
- Moderator: Loretta Clodfelter**, Senior Editor, *Institutional Real Estate Americas*, Institutional Real Estate, Inc.
- 12:00 p.m. **Wrap-Up Summary - *Grand Ballroom***
- 12:15 p.m. **"Grab 'n Go" Box Lunch - *Grand Foyer***



1:00 p.m. **Afternoon Group Activities**
**Bikers only begin at 12:30pm OR 2pm, Golf begins at 12:45pm and all other activities start at 1pm. Refer to VIP app for exact locations.*

5:00 p.m. **Free time**

6:00 p.m. **Heavy hors d'oeuvres & cocktails – Park Lawn**

7:30 p.m. **Adjourn**

Day Two: Wednesday, January 26, 2022

7:00 a.m. **Registration Re-opens/Networking Breakfast - Grand Foyer/Aviara Salon**

8:00 a.m. **Gateway Cities vs. Non-Gateway Cities: A Mispriced Risk? - Grand Ballroom**

- What are the fundamental perceptions of gateway and non-gateway markets?
- How does historical data points make the case that non-gateway markets offer a better return than gateway markets?
- What are some of the key future trends to watch in gateway and non-gateway markets and what implications do they have for valuations and returns moving forward?

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

Panelists: Mark Brown, Managing Partner, Brookfield, **Margaret McKnight**, Partner, StepStone Group; **Joseph L. Pagliari, Jr., Ph.D., CFA, CPA**, Clinical Professor of Real Estate, The University of Chicago Booth School of Business

8:45 a.m. **Climate Change & Sustainable Buildings: What Now? - Grand Ballroom**

- By the numbers: what might be the cost and potential impact of climate change on commercial real estate investments?
- What will it take to achieve net-zero investment portfolios? What are best practices?
- Do we have the technology, materials and designs to build and measure net-zero buildings today?
- What investment opportunities might arise if a large number of buildings become obsolete?
- Can we realistically develop timelines and scenarios? What are the projected costs, risks and returns?



Moderator: Jennifer Stevens, Co-Founder and Managing Partner, Alliance Global Advisors

Panelists: Zachary Brown, Director of ESG – Americas, PGIM Real Estate and Verdani Partners, **Steve O’Connell**, CEO, Grosvenor Americas, **Adam Slackman**, Vice President, Global ESG, Hines

9:30 a.m. **In Life There Are No Barriers - *Grand Ballroom***

Keynote Speaker: Neal Petersen, Award-Winning Author, History-Making Extreme Racing Sailor, Global Investor

10:00 a.m. **Break - *Grand Foyer***

10:30 a.m. **Keynote Roundtable Group Discussion Session - *Grand Ballroom***
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, Senior Editor, *Institutional Real Estate Americas*, Institutional Real Estate, Inc.

11:00 a.m. **Roundtable Group Leader Reports - *Grand Ballroom***
Group leaders will share a brief summary of their group’s insights in an open-forum discussion with conference chairs and keynote speaker.

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

11:45 a.m. **Redefining Global Capital Flow Trends - *Grand Ballroom***
IREI Q (Formerly FundTracker) presentation will provide a capital-flows macro-overview covering equity and debt real estate funds, for a lively panel discussion on, what are the key emerging fundamental trends, and which ones might be fading? Gain new insights into which strategies and sectors are positioned to excel in the future

Moderator: Geoffrey Dohrmann, CRE, Executive Chairman and CEO, Institutional Real Estate, Inc.

Panelists: Alok Gaur, Global Head of Investor Relations, LaSalle Investment Management; **Justin Pattner**, Partner and Head of Real Estate Equity, Americas, Kohlberg Kravis Roberts & Co.; **Robin Potts**, Co-Head of Real Estate Investments, Director of Acquisitions, Canyon Partners Real Estate LLC



12:30 p.m. **Lunch - *Aviara Salon***

1:30 p.m. **Inflation & Property Performance: Not What You Expect - *Grand Ballroom***

- Outlook for inflation, interest rates, and cap rates
- What is inflation hedging?
- Inflation's short- and long-run impact on property, senior mortgage debt, gold and other asset class returns
- Which is the better inflation hedge? The income or appreciation return
- The relationship between cap rates and inflation
- If property is a poor short-term inflation hedge, then why invest in property?
- Structuring deals and portfolios to minimize the impact of inflation risk
- Should we worry about run-away inflation?

Moderator: Dr. Randall Zisler, Chairman of Zisler Capital Associates, LLC and Outsourced Research

Panelists: Daniel Cummings, Managing Director & Head of Bain Capital Real Estate, Bain Capital Partners, LLC, **Russell C. Platt**, Co-Founder and CEO, Forum Partners

2:15 p.m. **Valuations & Margin of Safety: How High Is Too High? - *Grand Ballroom***

- Are today's valuation levels sustainable? A look at the four main property sectors
- How do current valuations stack up against other periods?
- How do real estate valuations compare to other asset classes on a relative basis?

Moderator: John McClelland, Board Member, Institutional Real Estate, Inc.

Panelists: Jim Costello, Senior Vice President, Real Capital Analytics, **Andrew Kaminski**, Vice President, Cliffwater, LLC, **Ruchi Pathela**, CRE, FRICS, Executive Director, Head of Valuations, JP Morgan Asset Management

3:00 p.m. **Networking Break - *Grand Foyer***

3:30 p.m. **Future of Niche Strategies: SFR, Data Centers, Self-Storage - *Grand Ballroom***

- How are these niche strategies similar and different?
- Today & Tomorrow: A look at market size, scale, and current and future return ranges
- How might niche strategies handle the wave of capital in the future and what does it mean for the traditional four property sectors?



- A look back, to look forward: Evolution of multifamily from niche to core property type

Moderator: Heather Fernstrom Border, Co-Founder & Managing Partner, Alliance Global Advisors

Panelists: Dana Hamilton, Head of Real Estate, Pretium, **TJ Hofheimer**, Senior Director, Portfolio Management, National Real Estate Advisors, **Caleb Mercer**, Managing Director, Heitman

4:15 p.m. **Investor Advisory Board Wrap-Up - *Grand Ballroom***

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, Senior Editor, *Institutional Real Estate Americas*, Institutional Real Estate, Inc.

Panelists: Jeff Giller, Partner, Head of StepStone Real Estate, StepStone Group, **Troy March**, Director of Real Estate, The North Carolina Department of the State Treasurer

4:45 p.m. **Wrap-up Summary & Closing Remarks - *Grand Ballroom***

Geoffrey Dohrmann, CRE, Executive Chairman and CEO, Institutional Real Estate, Inc., **Loretta Clodfelter**, Senior Editor, *Institutional Real Estate Americas*, Institutional Real Estate, Inc., **John McClelland**, Board Member, Institutional Real Estate, Inc.

5:15 p.m. **Adjourn**

6:30 p.m. **Gala Cocktail Reception - *Grand Foyer***

7:30 p.m. **Gala Dinner & After Party - *Grand Ballroom***

Join us after dinner for additional refreshments and interactive fun in the Topgolf Swing Suites.

See you in 2023!