

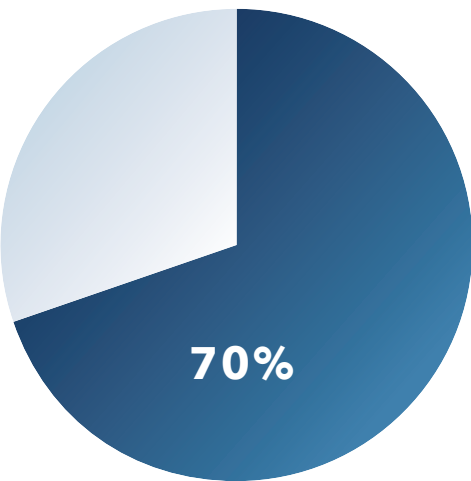
# iREOC Membership

**INVESTOR FOCUSED.** CONNECTING PEOPLE, DATA AND INSIGHTS TO  
HELP REOC PARTNERSHIPS RUN BETTER

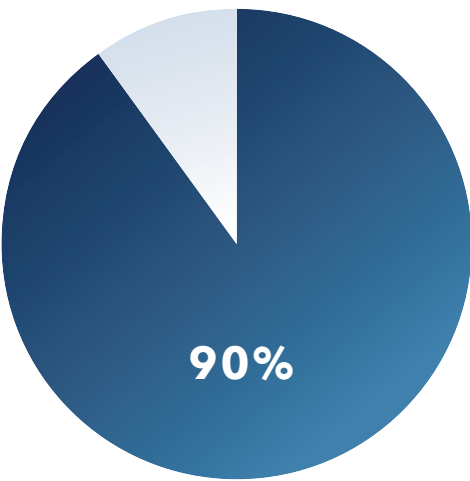
# iREOC Value Proposition

The Institute for Real Estate Operating Companies (iREOC) is the only industry organization dedicated to connecting, engaging and empowering institutional investors, investment managers and real estate operating companies to form and run more profitable and productive REOC partnership investments. As an exclusive iREOC member, your firm will enjoy a rich array of benefits designed to better position you in the institutional investor community. iREOC is supported by the esteemed group of organizations who make up its Advisory Board as well as its more than 100 members. All have a commitment and a stake in this dynamic sector of the market.

## IREI’S GLOBAL INVESTOR AUDIENCE



CAPITAL



REAL ESTATE ASSETS

Our global audience collectively controls roughly 70% of the more than \$60 trillion in capital held by institutional investors worldwide, and roughly 90% of the more than \$4.5 trillion in real estate assets currently held by these institutions.

As a part of the IREI platform, iREOC possesses unmatched capabilities to bring together leading professionals from across the global institutional real estate investment community.



### WEB-BASED SERVICES

iREOC’s website news is refreshed daily. It is the go-to site for investors, investment managers and real estate operating companies working within the institutional real estate marketplace.



### SUBSCRIPTIONS

Investors receive only the news that is relevant to them; investment managers and real estate operating companies get inside knowledge on investor sentiment.

## INVESTOR FOCUSED



### DATABASES

Our IREI.Q database is like having your own research department. Investors receive access to hundreds of different proprietary searches; investment managers can purchase a paid subscription or receive access through sponsorship.



### EVENTS

Investors can enjoy IREI’s marketing-free events where the manager/investor ratio is kept at 3:1; managers and real estate operating companies can also network in a relaxed environment where there is plenty of opportunity to meet the right investors.



### MEMBERSHIP AND ADVERTISING

Investment managers and real estate operating companies can raise their visibility to our exclusive investor audience.

# iREOC Advisory Board

iREOC’s Advisory Board members are among the most influential and active investors, investment managers and real estate operating companies in the REOC partnership investment market. These esteemed organizations provide operational guidance and advocate iREOC’s mission and goals to the institutional real estate investment community.

### INVESTOR ADVISORY COUNCIL

- California Public Employees’ Retirement System
- California State Teachers’ Retirement System
- Jasper Ridge Partners
- New Mexico Educational Retirement Board
- Oregon State Treasury
- Rice Management Company
- The Townsend Group
- University of California Regents
- UPS Group Trust
- Utah Retirement Systems

### INVESTMENT MANAGER COUNCIL

- Almanac Realty Investors
- BentallGreenOak
- Crow Holdings Capital Partners
- J.P. Morgan Asset Management
- Nuveen Real Estate
- Pantheon Real Estate
- PEG Companies
- Principal Asset Management
- USAA Real Estate Co.
- Walker & Dunlop Investment Partners

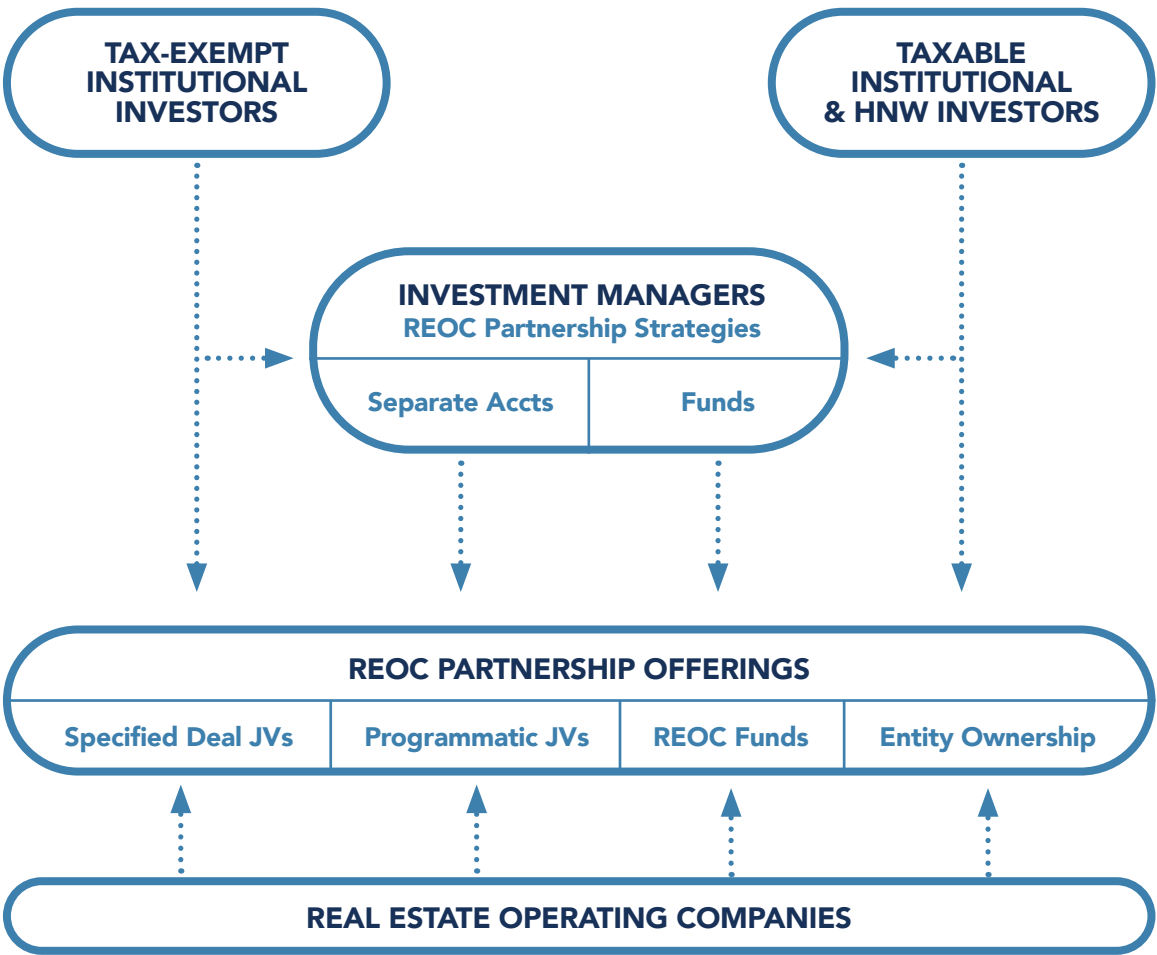
### REAL ESTATE OPERATOR COUNCIL

- First Washington Realty, Inc.
- Grosvenor
- IDS Real Estate Group
- Mosser Capital Management
- RedHill Realty Investors
- ShopOne Centers REIT
- University Communities
- Western National Group
- Westport Properties I
- US Storage Centers

# Build your investor offerings strategy

iREOC’s Advisory Board plays an integral part in promoting the development and adoption of workflow best practices for REOC partnership investments, which help investors, managers and real estate operating companies to maximize returns, lower costs and reduce risk.

## INVESTOR CAPITAL FLOWS TO THE REOC PARTNERSHIP INVESTMENT MARKET





# Annual Membership

iREOC is an exclusive membership organization of institutional investors, investment managers, real estate operating companies and service providers engaged in the REOC partnership investment market. Membership in iREOC is only available to qualified applicants, and includes a package of benefits that arm them with the right knowledge and opportunities to enable them to connect with the right people.

## MEMBERSHIP QUALIFICATIONS:

There are two organizational membership categories.

### EXECUTIVE

- Reserved for institutional investors, investment managers and real estate operating companies. The typical tri-parties in REOC partnership investments.
- Policy ratio of only two REOC members to every one capital partner member (investors and investment managers).
- Qualified institutional investors eligible for complimentary executive membership.

### ASSOCIATE

- Firm's actively engaged in providing services to investors, managers and operators investing in REOC partnerships. Examples include investment advisory consultants, investment banks, placement agents, mortgage lenders, research and technology.
- Supporting industry associations and academic institutions. Examples include CCIM Institute and NCREIF.
- Limited to a percentage of the Executive membership

## MEMBERSHIP BENEFITS:

### IREI MARKET INTELLIGENCE:

- (3) Subscriptions to *Institutional Real Estate Americas*, IREI's monthly flagship publication
- (1) Copy of IREI's annual investor survey, *Institutional Investors Real Estate Trends*
- (1) Subscription to IREI's IREI.Q database
- iREOC members highlighted in the REOC Partner Investment Guides

### EVENTS:

- Eligibility to Attend the "Members Only" iREOC Annual Membership Meeting. Additional Cost of \$4,895 for the First Registration. Each Additional Registration from your Company at Rate of \$2,895. Publication sponsors receive 25% discount
- Receive priority registration and a 10% discount to Visions, Insights & Perspectives (VIP) Americas Conference
- Additonal 10% discount on Ad Placements in IREI Publications and Consulting

### BRAND AWARENESS:

- Recognition as an exclusive member of iREOC with tombstone advertising exposure in *Institutional Real Estate Americas, Europe and Asia Pacific*
- 2-page Member Profile or Interview to be posted to iREOC's website
- Your firm listed in the membership directory on iREOC's website
- Leadership recognition in the institutional investor community

BENEFITS	DETAILS	FULL VALUE
4-Color Advertorial (Profile, Interview)	2 Pages	\$9,400.00
Advertorial Prep Time		\$5,000.00
Minimum Number of Annual Ad Exposures	33+ (Membership ad runs in <i>Americas, Europe and Asia Pacific publications</i> )	\$15,950.00
(3) Subscriptions to <i>Intitutional Real Estate Americas</i>		\$8,085.00
(1) Copy of IREI's annual investor survey, <i>Institutional Investors Real Estate Trends</i>		\$795.00
(1) Subscription to IREI's IREI.Q database		\$3995.00
Eligibility to Attend the "Members Only" iREOC Annual Membership Meeting.	Additional Cost of \$4,895 for the First Registration. Each Additional Registration from your Company at Rate of \$2,895. Publication sponsors receive 25% discount	N/A
Discounts on VIP Americas Conference Registration, Ad Placements in IREI Publications and Consulting	10%	Varies
TOTAL EQUIVALENT VALUE OF BENEFITS		\$43,225.00

	ANNUAL MEMBERSHIP DUES
Annual Membership Dues for Non-publication sponsors	\$10,000.00
Annual Membership Dues for Publication sponsors (25% discount)	\$7,500.00

# iREOC Member Directory

When you are an iREOC member, you gain leadership recognition in the institutional investor community and align your firm with an exceptional group of prestigious companies who you will build relationships with through our market intelligence and various networking opportunities.

## EXECUTIVE:

### INVESTORS

Alaska Electrical Pension Fund  
Alaska Permanent Fund Corp.  
AM alpha Kapitalverwaltungs-  
gesellschaft mbH  
Amitim Senior Pension Fund  
BLG Capital Advisors  
Board of Pensions,  
Presbyterian Church (USA)  
California Institute of  
Technology  
California Public Employees'  
Retirement System  
California State Teachers'  
Retirement System  
Cos Capital  
GCM Grosvenor  
GIC  
Green Mesa Capital  
Hamilton Lane  
Hanover Financial  
Inversiones Consolidadas  
Jasper Ridge Partners  
Laval University  
Makena Capital  
Management, LLC  
Maryland State Retirement  
and Pension System  
Meiji Yasuda America  
Incorporated  
Merrimac Corp.  
Minot Capital, LP  
MIT Investment Management  
Company  
MoDOT & Patrol Retirement  
System  
Montana Board of  
Investments  
New Jersey Division of  
Investment  
New Mexico Educational  
Retirement Board  
North Carolina Department of  
State Treasurer  
Oak Street Real Estate Capital  
Oregon State Treasury  
ORG Portfolio Management

Public Employee Retirement  
System of Idaho  
Public Safety Personnel  
Retirement System of the  
State of Arizona  
RCLCO Fund Advisors (RFA)  
Rice Management Company  
San Diego State University  
Research Foundation  
San Joaquin County  
Employees' Retirement  
Association  
School Employees Retirement  
System of Ohio  
State of Wisconsin Investment  
Board  
Teacher Retirement System  
of Texas  
Texas Municipal Retirement  
System  
Texas Treasury Safekeeping  
Trust Co.  
The Townsend Group  
Trei Real Estate USA  
University of California  
Regents  
University of Chicago  
Endowment  
University of Texas Investment  
Management, Co.  
UPS Group Trust  
Utah Retirement Systems  
Willett Advisors LLC

### INVESTMENT MANAGERS

Almanac Realty Investors  
Argosy Real Estate Partners  
Belay Investment Group  
BentallGreenOak  
Broadshore Capital Partners  
CenterSquare Investment  
Management  
Corten Real Estate  
Management LLC  
Crow Holdings  
Capital Partners

Domain Capital Group  
EverWest Real Estate  
Investors  
GI Partners  
Lubert-Adler Partners, L.P.  
Nuveen Real Estate  
Pacific Urban Investors  
Pantheon Real Estate  
PEG Companies  
Principal Asset Management  
Standard Real Estate  
Investments  
Tishman Speyer  
UBS Realty Investors LLC  
USAA Real Estate Co.

### REAL ESTATE OPERATING COMPANIES

The Amherst Group  
Ballast Investments, LLC  
Banyan Street Capital  
Berkeley Partners  
Bixby Land Company  
bkm Capital Partners  
Brennan Investment Group  
Bridge Industrial  
CA Ventures  
Clear Sky Capital  
Crow Holdings Capital  
Partners  
The Davis Companies  
Equus Capital Partners, Ltd.  
Fairfield Residential  
First Washington Realty, Inc.  
Graceada Partners  
Griffis Residential  
Grosvenor  
Hart Realty Advisers  
IDS Real Estate Group  
Life Care Services  
Logistics Property Company  
M-M Properties  
Middleburg Communities  
Mosser Capital Management  
MultiGreen Properties  
PEF Advisors

PEG Companies  
RedHill Realty Investors  
ScanlanKemperBard  
ShopOne Centers REIT, Inc.  
Stablewood Properties  
TGM Associates  
Tishman Speyer  
University Communities  
Veritas Investments, Inc.  
Waterford Property Company  
Western National Group  
Westport Properties I  
US Storage Centers  
Xebec Realty

## ASSOCIATE:

### OTHER INDUSTRY SERVICE PROVIDERS

Alliance Global Advisors  
Almazara Real Assets Advisory  
Elysium Capital  
ENSO Advisors  
Epic Advisory, LLC  
Hamilton Lane  
Juniper Square  
Kingsley, A Grace Hill  
Company  
Moss Adams  
National Council of Real  
Estate Investment  
Fiduciaries (NCREIF)  
ORG Portfolio Management  
RCLCO Fund Advisors (RFA)  
Real Estate Fiduciary  
Services, LLC  
TSB Capital Advisors  
Zilker Park Capital Group

### FOUNDING STRATEGIC PARTNER

RealFoundations

# Members



The firms shown above account for only a fraction of our membership firms. iREOC currently has more than 100 firms participating in its membership program.

# IREI Market Intelligence

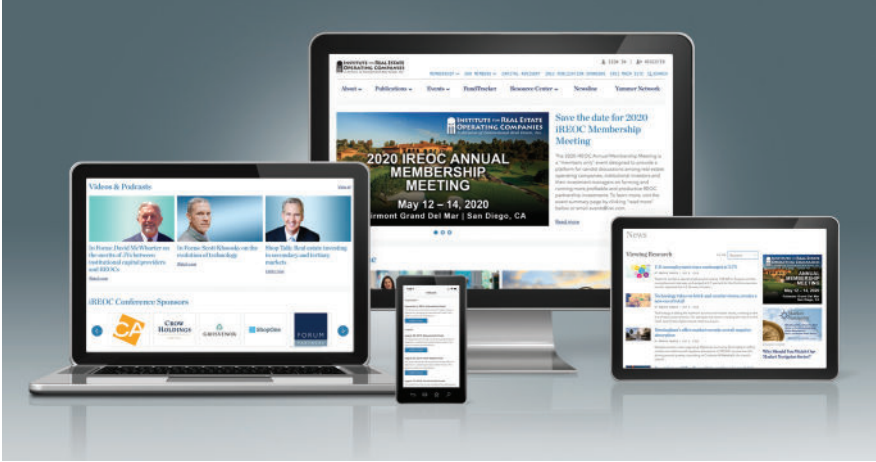
As an iREOC member you receive an array of IREI’s products. From our flagship publication, *Institutional Real Estate Americas*, to many digital offerings, you will have invaluable news and data at your fingertips.



**INSTITUTIONAL REAL ESTATE AMERICAS**  
Launched more than 30 years ago, *Institutional Real Estate Americas* is our flagship publication. Although it is written for the investor, advisers and other service providers can gain a competitive edge by getting keen insights as to how investors think and strategize.



**IREOC CONNECT**  
This special biannual supplement features the REOC Partner Investment Guide, which lists the leading U.S. real estate operating companies engaged in REOC partnership investments, specializing in all property types and geographic markets.



**IREOC’S WEBSITE**  
The online hub for products and services features daily news stories, videos and podcasts with industry experts, investment guides, a calendar of events, as well as current and past issues of IREI publications.



**INSTITUTIONAL INVESTORS REAL ESTATE TRENDS REPORT**  
IREI and Kingsley Associates conduct this annual survey of the investor community and their key strategies for the upcoming year. Investment managers are kept in the know so they can adjust their products to align with those strategies.

**IREI’S IREI.Q DATABASE**  
IREI has a long-established reputation and more than 33 years of experience researching and reporting on the institutional real estate investment markets. IREI.Q tracks more than 5,000 global institutional real estate investment programs — over 1,000 of which are actively in the market now and seeking to raise a combined total of more than \$400 billion from institutional investors.

**NEWSLINE**  
**IREOC NEWSLINE**  
*iREOC Newsline* features daily news tailored for joint venture participants. Distributed via our website and daily e-blasts to your inbox, this FREE news source is a quick and easy way to stay on top of all the latest industry news surrounding deals and joint ventures. According to independent analysis, *Newsline* consistently reports more breaking news than its competitors, providing you with a distinct information advantage.





# Networking

Whether at iREOC’s Annual Membership Meeting or one of the iREOC-hosted events held throughout the year, your membership will deliver exceptional networking opportunities.

## IREOC ANNUAL MEETING:

The iREOC Annual Membership Meeting is a “members only” event designed to provide a platform for candid discussions among real estate operating companies, institutional investors and their investment managers on forming and running more profitable and productive REOC partnership investments.

And, as part of the IREI platform, this meeting will uphold a strict ratio of only two real estate operating companies to every one institutional capital provider. This ensures that attendees are able to really engage and get to know one another both on a professional and personal level.

## VISIONS, INSIGHTS & PERSPECTIVES (VIP):

Praised by attendees as the most productive, educational and networking events in the industry, IREI’s VIP Americas, Europe and Infrastructure deliver rich content, expert speakers, interactive roundtables and a carefully controlled mix of attendees (typically a ratio of no more than 3 capital seekers for every capital provider) in first-rate venues. This “investor friendly” environment is ideal for relationship-building.



# Testimonials

“ The iREOC inaugural annual meeting was a great event for institutional investors who are engaged in directly investing in REOC partnerships or indirectly through their investment managers. It provided an open venue for leaders from across the industry to connect and candidly exchanges ideas. ”



Mitch Pleis,  
*Investment Officer,  
California State Teachers'  
Retirement System*

“ iREOC’s inaugural gathering in May, established the primary bridge between real estate operators and the institutional investor community. That bridge enabled a dialog of understanding to commence—improving the quality and nature of this most important working partnership. ”



Russell Dixon,  
*President & CEO,  
Managing Principal,  
RedHill Realty Investors*

“ REOC partnerships have been a key component of most investor portfolios since the beginning of the institutional real estate investment industry, particularly in value-add and opportunistic strategies, but there’s never been an industry organization dedicated exclusively to advancing this dynamic segment of the market. iREOC is filling that void and the inaugural membership meeting in Park City set an exceptional standard for future events. ”



Scott Stuckman,  
*Executive Managing Director,  
Global Investors Group,  
USAA Real Estate*

“ Data, analytics and information management are increasingly critical business considerations throughout our industry. iREOC is providing an opportunity for institutional investors, their investment managers and operating partners to engage in meaningful discussions around systems and technology implementation. This will be core to our future success together. ”



Michael Levy,  
*CEO,  
Crow Holdings*

“ The iREOC forum provided an open environment for idea exchange and the opportunity to meet with compelling operating partners. ”



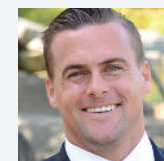
Anthony Frammartino,  
*Principal,  
The Townsend Group*

## CONTACT US

If you have any questions about iREOC membership or any of our products and services, please contact us.



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