

[Home](#) [Contact Us](#) [LinkedIn](#)

[Overview](#)

[Program](#)

[Registration](#)

[Sponsorship](#)

[Travel](#)

Conference Sessions

Hour 1 - Monday, October 25th - 9:00 am - 10:00 am

Session #101

Changing Capital Markets

- Current sources of capital?
- What types of deals are getting done versus not getting done?
- Market terms?
- Return of Securitization Market?
- A forecast for 4Q2010 and 2011?

Shlomi Ronen – Managing Director, Lucent Capital

Brian Olasov – Managing Director, McKenna Long & Aldridge LLP

John Farrell – Senior Vice President - Debt & Equity Finance CB Richard Ellis I Capital Markets

Jody Thornton, Jr. – Executive Managing Director, Holliday Fenoglio Fowler, L.P.

Moderator: Raphael Fishbach – Director, Mesa West Capital

Session #102

Navigating Loan Enforcement, Workouts, and the Foreclosure Minefield: A Roadmap to Success

- What are lender hot buttons with regard to loan document negotiation and enforcement?
- What level of forbearance exists in today's real estate climate?
- What are the standard loan enforcement options and procedures? What are lenders willing to do? What is off the table?
- Restructure the loan vs. refinance vs. foreclosure: what options are available and what situations call for each?
- What are the rights of lenders with regard to the various forms of ownership transfer (deed in lieu, UCC sale, foreclosure, bankruptcy, etc.)?
- What are the factors influencing the workout structure decision? What are the biggest issues associated with taking back a property? Workouts for projects with multiple lenders – what are the unique aspects that need to be deal with during the workout process

Greg Winchester – Principal, Trimont Real Estate Advisors

Matt Shulman – Georgia Regional Director, Rialto Capital

Gary Marsh – Head of Bankruptcy Practice, McKenna Long & Aldridge LLP

Moderator: Patrick McGeehan – National Head of Workouts, McKenna Long & Aldridge LLP

Session #103

How To Make Money In Real Estate Today

- Buying Distressed Assets - What to look for
- What are the Government Financing options?
- Federal Tax Credits - How to obtain them: Historic Tax Credits, New Market Tax Credits, Low Income Tax Credits

Holly Bray – First Vice President – Senior Loan Originator, Love Funding LLC

Peter Locke – Managing Director, Spectrum Group Management, LLC

[Join Our Email List](#)

Email:

Join

Privacy by  SafeSubscribeSM

Moderator: Michael Zukerman – Managing Director & Founder, Whitestone Realty Capital, Inc.

Hour 2 - Monday, October 25th - 10:45 am - 11:45 am

Session #201

What Money Making Opportunities are Available in the Current Distressed Market?

- Originating vs. purchasing debt, where are the opportunities?
- The “A” vs “B and C” markets, which provides better risk adjusted returns?
- How will 2011-2012 differ from 2009-2010 as it pertains to distressed debt?
- Will negotiated deals start to get done?
- What assumptions do you use when underwriting or purchasing distressed debt?
- What creative structures have you utilized to acquire or finance discounted debt?

Marc S. Shapiro, Esq. – Partner, Orrick, Herrington & Sutcliffe LLP

Brett Forman – President, Forman Capital, LLC / CR South, LLC

Jay Rollins – President, JCR Capital

Shawn Rosenthal – Principal, The Ackman Ziff Real Estate Group

Moderator: Spencer Garfield – Managing Director, Hudson Realty Capital LLC

Session #202

Financing Multifamily Properties in a Troubled Economy

- What is HUD, Fannie Mae & Freddie Mac lending criteria going to look like in 2011?
- What borrower / deal profile is needed & what should the capital stack look like to get a deal closed in this market?
- When are Insurance Companies, Credit Unions, Banks or Private Lenders a better fit for borrowers?

Mitchell Gould – Executive Vice President, BRT Realty Trust

Thom Cooley – Senior Vice President, CBRE | Melody/Capital Markets

Stephen West – Associate, CW Capital

Christopher Millette – Chief Executive Officer, Colony Hills Capital

Moderator: David Soares – President & Chief Executive Officer, Lexden Capital, LLC

Session #203

Funding the Hotel Industry

- Where will the debt markets be for the next year?
- Is there any construction lending and what are the new rules?
- Availability of mezzanine financing?
- CMBS and permanent sources?
- Why equity infusion will be critical?

Joe Green – Senior Advisor, Noble Investment

Moderator: Steve Gold – President, Hotel Financial Strategies

Hour 3 - Monday, October 25th - 1:15 pm - 2:15 pm

Session #301

Negotiating Joint Venture Agreements

- Deal terms and economics
- Responsibilities, authorities, and major decisions
- Dispute resolutions and removal of partners
- Buy/sell provisions, reporting & capital calls

Adam L. Steinberg – Managing Director, The Ackman Ziff Real Estate Group

Marc Schulder – Vice President, Real Estate Capital Partners

Clay Adams – Director of Acquisitions, Jamestown Properties

Randall Single – Shareholder, Greenberg Traurig LLP

Moderator: Jerome A. Fink – Managing Partner, The Bascom Group, LLC

Session #302

Dollars for Difficult Development - How to be Successful

- How to gain local, state or federal support
- What types of incentives & tax credits are available?
- How to package an attractive offering. what elements make a winning prospectus?
- How to insure your project complies with local, state, or federal guidelines

- What critical factors make a bond issuance successful?

Dan McRae – Partner, Seyfarth & Shaw, LLP
Megan Browning – Senior Vice President, George K. Baum & Company
Moderator: Bruce Ryals – President, Tax Credit Management

Session #303

Medical Office 101: Valuing, Operating and Financing MOBs

- A niche property type? How does medical office compare/contrast with traditional office and retail properties?
- Values and cap rates - where have they been and where are they going? What are the critical metrics in valuing MOBs?
- Leasing and management of MOBs - what are the challenges?
- Acquisition criteria - what constitutes a good property?
- Hospitals - are they important? What are the critical issues?
- Financing - how do lenders underwrite MOBs?

David S. Lebenson – Senior Vice President - Finance & Accounting, Rendina Companies
Thomas W. Tift, III – President & Chief Executive Officer, HealthAmerica Realty Group
James A. Barnes – Senior Vice President – Regions Healthcare Real Estate
Moderator: Brent Tharp – Senior Vice President – Originations, GE Capital – Healthcare Financial Services

Hour 4 - Monday, October 25th - 2:30 pm - 3:30 pm

Session #401

Fund Raising 101: The Basics

- Limited Partners: Lead LP's, other LP's
- Fees and promote structures
- Fund strategies
- Alternatives to raising funds and getting going - Align with a fund – originator/producer

Nick Newman – Managing Partner, Soundview Real Estate Partners
Peter Fioretti – Chief Executive Officer, Mountain Real Estate Capital
Moderator: Jay Rollins – President, JCR Capital

Session #402

Reinvention: Adaptation = Survival

- Commercial real estate transaction volume is down 85 - 99%
- Areas of growth for the next 36 months
- Changing your skill set
- Survival is the new "good"

Punit R. Shah – President & Chief Operating Officer, Liberty Group of Companies
M. Lyndon Matteson III – President & Chief Executive Officer, Cobblestone Financial Group, Inc.
Jack Hudson – Managing Member, Atlanta Land Development Group, LLC
Moderator: David Repka – Principal, Bison Financial Group

Hour 5 - Tuesday, October 26th - 9:00 am - 10:00 am

Session #501

Traditional Logic Doesn't Always Apply in Today's Hotel World

- What types of hotel assets do lenders want to lend on and why?
- What factors influence a lending in making a hotel loan?
- What do lenders want to see from the borrowers when a hotel is going into a distressed category?
- Does replacement cost play a role in today's environment?
- Does an appraisal still mean something to loan officers?

Paul Breslin – Managing Partner, Panther Hospitality
Steve Marx – President & Founder, Hotel Source, Inc.
Peggy Berg – President, Highland Group
Randy Griffin – President, CSRA Business Lending
Moderator: Richard T. Sprecher, CHA – Vice President of Business Development, Aimbridge Hospitality, LP

Session #502

The Future of Affordable Housing

- Public/Private Partnerships
- Budgetary and capital constraints
- The role of the GSE's
- Alternative sources of funding
- The opportunities arising out of today's distressed market conditions
- Adaptive reuse of existing housing stock

Renee L. Glover – President & Chief Executive Officer, Atlanta Housing Authority
Philip A. Melton – Senior Vice President, Grandbridge Real Estate Capital
Moderator: Stephen A. Walker – President, CRE Asset Solutions Corp.

Session #503

Development Opportunities in Today's Challenging Market

- What kind of projects do we see in the market today?
- What can be done to see these projects to completion?
- What is the success rate of repositioning distressed projects in today's market?
- What are the "sweet spot" conditions for restructures/modifications to achieve proper financing for today's market conditions?
- Beware: Some useful hints about how to negotiate with CDD bondholders that may control land in Florida

Bill Reagan – Managing Director, Raymond James and Associates
William Sullivan – Division President, Potomac Land Company
Keith Alexander – Director of Due Diligence, Mountain Real Estate Group
Moderator: Maik Aagaard – Managing Principal of Florida, Development Planning & Financing Group, Inc.

Hour 6 - Tuesday, October 26th - 10:15 am - 11:15 am

Session #601

Where is the Residential Market Heading?

- Where are we in the housing cycle?
- Which metros will likely be earlier to recover and why, which will be later and why?
- What factors to look for to see stabilization?
- Will merger and acquisition activity resume – when and why?
- Where are the next opportunities?
- What to do with existing communities?

Jeff Meyers – Principal, Meyers Builder Advisors
Kevin Clark – Division President, Beazer Homes
Moderator: Anthony Botte – Senior Vice President - Western Region, Hearthstone

Session #602

The New Cycle Begins

- How did we get to "here"? - What defined prior cycles?
- Drivers of the new cycle - Themes that will define the new cycle
- Reading the Tea Leaves - Identifying opportunities
- What is the next plan of action?

David R. Pascale, Jr – Senior Vice President, George Smith Partners
Anand Kapadia – Managing Director, De La Rosa / MJW Real Estate Debt Partners, LLC
Moderator: David Rifkind – Principal / Managing Director, George Smith Partners

Hour 7 - Tuesday, October 26th - 11:30 am - 12:30 pm

Session #701

Distressed Assets - Meet the Buyers

- What are they buying 2010 -2011
- Posing or closing?
- Sellers introduce yourselves
- Lets discuss deals

Sean K. Dalfen – Managing Director, Dalfen America Corp.

Peter Fioretti – Chief Executive Officer, Mountain Real Estate Capital
Andy Park – Senior Vice President of Acquisitions & Asset Management, Strategic Realty Capital LLC
Moderator: Doug Esteves – Principal, Developers Capital Funding, Corp.

[Back to Top](#)

Crittenden Conferences, Inc.
3990 Old Town Ave. Suite C300, San Diego, CA 92110
p: 619-393-1874 f: 619-374-1979
Copyright Crittenden Conferences, Inc. 2010