

2016 Dutch Treat Conference
Life Mortgage and Real Estate Officers Council
Hilton Hotel – Downtown Nashville, TN
October 17 – 19, 2016

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New York Life Real Estate Investors
Voya Investment Management
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TIAA-CREF

Monday, October 17th

6:00 PM	Welcome Reception and Dinner	Ryman Terrace
7:00 PM	Dinner	Armstrong I/II (Dinner)
7:30 PM	Ralph Schulz – President of the Nashville Chamber of Commerce	

Tuesday, October 18th

7:00 AM	Breakfast (Business Casual)	Bredesen Room
7:45 AM	Business Meeting	Bredesen Room

Welcome and Opening Remarks – Don Dibble

- Antitrust Statement – Don Dibble
- Business/Meeting Overview
- MBA/CRI Updates – George Green

8:10 AM	Market Update
	- Mark Gibson, CEO & Executive Managing Director, HFF

9:20 AM	Loan Purchases
	Can loan purchases help supplement your production or is it just a vehicle for dealing with problem loans?

Moderator:

Matt Capofreddi, Managing Director, North American Asset Management, Sun Life Investment Management

Panelist 1:

Sean Ryan, Associate Director, HFF

Panelist 2:

John Howley, Executive Managing Director, Newmark Grubb Knight Frank

Panelist 3:

Patrick Arangio, Vice Chairman, CBRE

10:20 AM

BREAK

10:35 AM

Technology

Multiple catalysts have significantly influenced the available technology landscape including the GFC, exponential data growth, the introduction of cloud computing and even the growing number of millennials in the workforce. This panel will explore how enterprise systems are evolving into solutions that create greater efficiencies at every level in your organization.

Moderator:

Chuck Niswonger, President, NiceNets Consulting, LLC

Panelist 1:

Brett Williams, President, CJC Technologies/Closer

Panelist 2:

Kate Clark, Director of Business Development, Trepp/Rockport

Panelist 3:

Tim Reilly, Senior Vice President and General Manager, Institutional and Investment Management, SS&C Technologies

Panelist 4:

Lyle Shapland, Senior Vice President, Director Enterprise! Client Services
Midland Loan Services, a PNC Real Estate Business

11:35 AM

Golf Outing

Vanderbilt Legends Golf Club Shotgun Start @ 1:00

12:00 PM

Transportation Departs for Vanderbilt Legends Club

Golfers – Box Lunch provided at Golf Course

All Others – Box Lunch provided at Hotel

Other options

Nashville Walking Tour

Country Music Hall of Fame

7:00 PM

ACME Feed & Seed

101 Broadway (walking distance from hotel)

Wednesday, October 19th

7:00 AM

Breakfast

Bredesen Room

7:45 AM

Business Meeting

Bredesen Room

Council Business

- Treasurer's Report
- Board Member Vote
- Golf Awards

8:15 AM

Nashville Outlook

What you should know about this market as a real estate investor.

Moderator:

Warren Smith, Principal, Managing Director, Avison Young

Panelist 1:

Rob Foss, Principal, Retail Services, Avison Young

Panelist 2:

Patrick G. Emery, President, Spectrum | Emery

Panelist 3:

David McGahren, Executive Managing Director, Cushman & Wakefield

9:15 AM

Market Panel Update

When the loan does not get financed by a life company, what other financing platforms are available and how robust are these programs?

Moderator:

Brian Olasov, Executive Director, Financial Services Consulting, Carlton Fields

Panelist 1:

Drew Fung, Managing Director, Head of Debt Investment Group, Clarion Partners

Panelist 2:

David Nass, Managing Director, UBS Investment Bank

Panelist 3:

Clay Sublett, Senior Vice President, Key Bank

Panelist 4:

Tim Gallagher, Managing Director, Prima Capital Advisors

10:15 AM

Break

10:30 AM

Commercial Real Estate Equity

With the potential decline in RBC for commercial real estate equities, should this be an asset class that could work for your life company?

Moderator:

Jack Maher, Managing Director, Head of Alternatives, The Hartford

Panelist 1:

Rob LoCascio, Managing Director, Head of Real Estate Equity, Guardian Life

Panelist 2:

Tony Premer, Senior Managing Director, Real Estate Investments, Pacific Life Insurance Company (Alternate Hyung Kim, Managing Director, Pac Life)

Panelist 3:

Rick Van Steenberg, Executive Vice President, Head of Real Estate Debt and Equity, The Hartford

11:30 AM

Conclude