

2017 DUTCH TREAT CONFERENCE AGENDA
LIFE MORTGAGE AND REAL ESTATE OFFICERS COUNCIL
MARRIOTT HOTEL – DOWNTOWN DENVER, CO
OCTOBER 2 – 4, 2017

<i>Chairperson</i>	<i>Jack Maher</i>	<i>The Hartford</i>
<i>Vice Chair</i>	<i>Tim Biggs</i>	<i>Ohio National Financial Services</i>
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<i>Program</i>	<i>John Foley</i>	<i>Mutual of Omaha</i>
<i>Facilities</i>	<i>John Waldeck</i>	<i>Pacific Life</i>
<i>Past Chairperson</i>	<i>Don Dibble</i>	<i>Lincoln Financial Group</i>

Monday, October 2

6:00 PM	Welcome Reception	The Platte Room, Lower Level 1
7:00 PM	Dinner	The Penrose Ballroom, Lower Level 1
After Dinner Speaker	Gloomy Forecast for DC Hurricane Season	Martin Schuh, CRE Finance Council

Martin (Marty) Schuh is Senior Director and Head of Government Affairs at the Commercial Real Estate Finance Council (CREFC). Specifically, Marty oversees the legislative agenda and helps promote the Council's regulatory efforts with the Administration, Congress, regulatory agencies and market participants. At CREFC, Marty has worked to educate Congressman and their staff and the development of legislation affecting commercial mortgage finance, terrorism risk and flood insurance and liquidity in the fixed income markets. He works with both parties in both chambers to elevate the visibility and importance of commercial real estate finance. During 2014 and 2015, Marty was one of a handful of people leading the effort to successfully reauthorize the Terrorism Risk Insurance Act (TRIA) against strong Congressional headwinds. Prior to joining the CREFC in August of 2011, Marty worked for the office of Senator Bob Corker of Tennessee, where he worked on a host of legislative initiatives including Dodd/Frank financial reform and the Affordable Care Act. Marty also functioned as economic policy advisor on a number of other initiatives for the Senator, including entitlement and budget reforms. Marty holds an MBA from Illinois Institute of Technology (2002) and a Bachelor of Arts (Liberal Arts) from DePaul University, Chicago (1998).

Tuesday, October 3

7:00 AM	Breakfast	Denver Conference Room 1-3, Lower Level 2
7:45 AM	Business Meeting Opening	Welcome and Opening Remarks – Jack Maher Antitrust Statement – Jack Maher Business/Meeting Overview MBA/CRI/HMDA Updates – Thomas Kim/Kathy Marquardt
8:15 AM	The End of the Great Monetary Experiment	Chris Diaz, Janus Henderson Investors

Christopher Diaz is Head of Global Aggregate at Janus Henderson Investors, a position he has held since 2015. He also serves as Co-Portfolio Manager of the Global Multi-Sector, Global Investment Grade and Global High Yield strategies. Previously, Mr. Diaz was head of global rates. Prior to joining Janus in May 2011, he was head of the global rates group at ING Investment Management, where he was in charge of global macro strategies across combined third-party and proprietary businesses and oversaw the fixed income trading desk responsible for global interest rate products and currencies. Mr. Diaz also served as

senior portfolio manager, global interest strategy at ING, where he co-managed the ING Global Bond Fund. Earlier, he was a quantitative research analyst with ING Investment Management and from 1997 to 1999 worked as a fixed income portfolio analyst with SunTrust Equitable Securities Corp. Mr. Diaz received his bachelor of science degree in finance from the University of South Carolina and earned an MBA, with a concentration in finance, from Emory University - Goizueta Business School. He holds the Chartered Financial Analyst designation and has 20 years of financial industry experience.

9:15 – 10:15 **Disruptors and Their Impact on Sector Selection** **Andy McCulloch, Green Street Advisors**

Andy McCulloch is Managing Director, Real Estate Analytics, at Green Street Advisors. Andy leads Green Street's Real Estate Analytics team, which produces macro-, sector-, and market-level research and analytics on the commercial real estate markets. Andy and his team help bridge the gap between the public and private ownership of real estate and help clients value real estate in the context of the broader capital markets. Prior to launching Real Estate Analytics in 2014, Andy led Green Street's coverage of Residential REITs for eight years, covering apartments, student housing, and manufactured housing. As a leading real estate research analyst, Andy has been quoted in the Wall Street Journal, Barron's, Forbes, Grant's, and The Financial Times, among other industry publications. He is a member of the International Council of Shopping Centers, National Association of Industrial and Office Properties (NAIOP), National Multifamily Housing Council, Pension Real Estate Association (PREA), and the Urban Land Institute (ULI). Prior to joining Green Street in 2005, Andy spent three years at PLX Systems working on valuation analytics for intellectual property. He is a Chartered Financial Analyst (CFA) charterholder, a Counselor of Real Estate (CRE®), and earned his BS and MBA in Finance from the University of Southern California.

10:15-10:30 **Break**

10:30-11:30 **Retail: Challenges Intensify** **Stewart Rubin, NY Life Real Estate Investors**

Stewart Rubin is a Senior Director in the real estate capital markets group of NYL REI. Responsibilities include CMBS acquisitions and portfolio management including portfolio evaluation, risk monitoring, and risk mitigation. Additional duties include involvement in private structured transactions such as A Notes, B Notes, mezzanine debt and ground lease investments. Mr. Rubin is also a strategist for the spectrum of NYL REI products. Mr. Rubin joined NYLREI in August 2009 and he has 30 years of commercial real estate experience. Prior to joining NYLREI, Mr. Rubin was a credit officer and CMBS portfolio manager at Guggenheim Partners Asset Management (GPAM). Prior to joining GPAM, he was a Senior Credit Officer in the CMBS group at Moody's Investors Service (MIS). Other previous commercial real estate experience includes valuation positions with Deloitte and Touche and Joseph J. Blake and Associates. Mr. Rubin is a past chairman of the Mortgage Bankers Association Education Committee and is currently on the editorial board of CRE Finance World. He wrote 24 reports on CMBS and CRE valuation and rating methodology for MIS and several white papers and published articles while at NYL REI. He holds a M.S. in Real Estate Investment and Development from New York University and a B.A. in Liberal Arts from Touro College. He holds the following designations: MAI, CCIM and CMB. Mr. Rubin has been a speaker and panelist at industry conferences and taught classes at MIS and NYL REI.

Lunch **Box Lunch provided at Hotel for all attendees**

11:30 **Golf Outing** **Colorado National Golf Club
Shotgun Start @ 1:00**

12:00 **Transportation Departs for Colorado National Golf Club, 2700 Vista Parkway, Erie, CO**

1:00 **Walking Tour (Self-Guided Audio)** **Meet Location – Hotel Lobby**
2:00 **Whiskey and History Tour** **Meet Location – Hotel Lobby – Bus Pickup**

6:30 **Reception and Dinner** **Denver ChopHouse and Brewery
Caboose Room**

Wednesday, October 4**7:00-7:45** **Breakfast** **Denver Conference Room 1-3, Lower Level 2****7:45-8:00** **Business Meeting Opening** **Council Business**
Treasurer Report
Board Member Vote
Golf Awards**8:00-9:00** **Demographic Strategies For Real Estate** **John Burns, CEO, John Burns Real Estate Consulting**

John Burns founded the company to help business executives make informed housing industry investment decisions. The company's research subscribers receive the most accurate analysis possible to inform their macro investment decisions, and the company's consulting clients receive specific property and portfolio investment advice designed to maximize profits. The team takes great pride in enabling the profitable development of the best places to live in the world. John co-authored *Big Shifts Ahead: Demographic Clarity for Businesses*, a book written to help make demographic trends easier to understand, quantify, and anticipate. 400,000+ people follow John's LinkedIn Influencer column, 30,000+ subscribe to his emails, and the media cited the firm 400+ times in 2015. Before founding John Burns Real Estate Consulting in 2001, John worked at a national consulting firm for 4 years and for 10 years at KPMG Peat Marwick – 2 as a CPA and 8 in their Real Estate Consulting practice. John has a B.A. in Economics from Stanford University and an MBA from UCLA, and works in our Irvine, California office. He has attended home games for all 30 major league baseball teams, and regularly runs the hills in Southern California.

9:00-10:00 **Denver Past and Present** **Peter Culshaw, Shea Properties**

Peter Culshaw emigrated from London, UK in January of 1984. Peter worked as a Partner in a London based company, Gooch and Wagstaff, before forming his own business in 1986, Winchester Properties, a broad-based commercial real estate services business which he sold in 1989. In 1990 Peter joined DTC/Meridian serving as President and CEO. DTC operated mixed use business parks, office and retail buildings as well as full service real estate development. In 2006, Peter Culshaw oversaw the sale of DTC to the JF Shea Company, Inc., where he currently serves as Executive Vice President of Shea Properties. Shea is a full service real estate development company including land development, office, retail and industrial as well as a full complement of service and management businesses. Peter has a Bachelor's degree in Urban Land Administration [Portsmouth, UK] and an Honorary Doctorate from Colorado Christian University. He is a member of the Royal Institution of Chartered Surveyors (UK) and is a licensed real estate broker in the State of Colorado. Peter holds numerous positions on boards, both professional and philanthropic.

10:15-11:30 **Property Tour: The Quincy** **17th and Curtis (5 minute walk from Hotel)**

Located in the heart of Downtown Denver's financial district, The Quincy is a 28-story, 359-unit, luxury apartment community with stunning views, unparalleled amenities, and an iconic design. The amenities will include a rooftop deck with a glass-sided swimming pool that hovers over the building's edge. A resident lounge, fitness center, yoga studio and first class management complete the community. The building also includes 16,892 SF of street-level retail along Curtis. Under construction now. The Quincy is a joint venture between PacLife and Shea Properties.

11:30 **Conclude**