

**LIFE MORTGAGE AND REAL ESTATE OFFICERS COUNCIL
DUTCH TREAT FALL CONFERENCE AGENDA
RENAISSANCE DALLAS AT PLANO LEGACY WEST HOTEL
DALLAS, TX
OCTOBER 21 – 23, 2019**

Chairperson	Tim McGinnis	New York Life
Vice Chair	Greg Michaud	Voya Investment Management
Treasurer	John Foley	Lincoln Financial
Secretary	John Waldeck	Pacific Life
Program	Paul Wolters	National Life Group
Facilities	Catherine Alexander	UNUM
Past Chairperson	Tim Biggs	Ohio National

Monday, October 21st

6:00 PM	Welcome Reception – Lobby	Windrose 3-4
7:00 PM	Dinner	Windrose 1-2

Tuesday, October 22nd

7:00 AM	Breakfast	Windrose 1-2
7:45 AM	Business Meeting Opening	<p><i>Welcome and Opening Remarks – Tim McGinnis</i> <i>Antitrust Statement</i> <i>Business/Meeting Overview</i> <i>MBA/CRI/Industry Updates</i> <i>MBA</i></p>
8:15 AM	PWC – Emerging Trends	<i>R. Byron Carlock, Jr., PwC</i>



Byron Carlock, National Partner PwC

Byron Carlock leads PwC's U.S. Real Estate Practice. With 28 years of experience serving the industry, Byron brings extensive knowledge of the full real estate life cycle including matters ranging from strategic planning and property transaction advisory to capital formation, and business plan execution. In addition, he has expertise in governance, board matters, mergers and acquisitions and corporate conflict matters. Byron has experience advising major clients including corporate owners and users, developers, hospitality organizations, investors and REITs.

Prior to assuming his current role, Byron served as the CEO and President of CNL Lifestyle Properties, Inc for seven years and served CNL as President of two other REITs over his 11-year tenure there. His resume also includes three years as Executive Vice President and Chief Investment Officer of Post Properties and nine years as Managing Director for Crow Holdings International.

Byron is a CPA, currently a governor of the Urban Land Institute (ULI), a member of Real Estate Roundtable, NAREIT and AFIRE. He is also a board member of Harvard Club of Dallas and a board member emeritus of Harvard Business School.



Jeff Erxleben, Executive Vice President

Jeff is responsible for oversight of NorthMarq's regional offices in addition to assisting clients with their debt and equity needs. Jeff is a member of the NorthMarq Executive Team, Producer's Council and represents NorthMarq on the Fannie Mae Originator Committee. He currently is the chairman for the Mortgage Bankers Association's Originations Council, an active member within National Multifamily Housing Council and active within the Folsom Institute for Real Estate at SMU. Based in Dallas, Jeff joined NorthMarq in 2002.



Chris Arviso, Managing Director, Scannell Properties

As a Managing Director, Mr. Arviso leads Scannell's Dallas office and is focused on growing the Scannell platform by way of speculative and build-to-suit development throughout the Southeastern U.S. His responsibilities include land and existing building acquisitions, due diligence, entitlements, design development, construction and stabilization of industrial projects. Prior to joining Scannell, Mr. Arviso was a Senior Vice President at Clarion Partners. While at Clarion Partners, his primary efforts were to facilitate the growth of Lion Industrial Trust, a \$13 billion industrial focused private REIT, through acquisition, disposition, and development transactions throughout the U.S. In addition to his role in the U.S., Mr. Arviso co-managed Clarion Partner's industrial platform in Brazil. Prior to joining Clarion Partners in 2007, Mr. Arviso worked at Wells Fargo in the Real Estate Merchant Banking Group. Throughout his career, Mr. Arviso has executed more than \$2 billion in real estate transactions, including acquisitions, dispositions, development and debt. Mr. Arviso is a member of the National Association of Industrial and Office Properties ("NAIOP") and is an active member of NAIOP's National Capital Markets III Forum.



Michael Levy, CEO of Crow Holdings

Michael Levy is the CEO of Crow Holdings, a privately owned real estate investment and development firm with nearly 70 years of continuous operating history. Crow Holdings invests and manages capital for leading global institutional and individual investors in value-add real estate strategies, develops multifamily and industrial logistics properties in major markets throughout the country and manages a diversified global multi-asset investment portfolio. Michael joined Crow's senior leadership team in 2016 from Morgan Stanley where he served as COO for the Investment Management Division and was a member of the firm's Management Committee. He previously held various positions there including Head of Traditional Asset Management, COO

and CFO for Real Estate Investing and co-head for Real Estate Investment Banking. He joined Morgan Stanley in 1998 from Salomon Brothers and began his professional career at Prudential Securities.

Michael is a member of the Real Estate Roundtable and a ULI Foundation Governor. He earned his B.S. at NYU's Stern School of Business and his J.D. from Brooklyn Law School.



Toby Grove, President KDC

Toby Grove is President of KDC and responsible for the oversight of corporate development, acquisition and financing activities for KDC and is involved with strategic planning and new business development for the company. He is also responsible for KDC's daily operations, including all regional offices.

Grove's experience with KDC encompasses the development, acquisition, disposition and financing activities for more than 33 million square feet of office and industrial projects as well as the development or sale of more than 5,000 acres of land.

In 2018 Grove was inducted into the North Texas Commercial Association of Realtors and Real Estate Professionals (NTCAR) Hall of Fame. This prestigious honor recognizes outstanding contributions to the North Texas brokerage community and the commercial real estate industry as a whole. Grove earned a Bachelor of Business Administration in Real Estate and Finance from Southern Methodist University.

10:15-10:30 Break

10:30-11:30 Retail Isn't Dead: Navigating the Overhyped Retail Armageddon

Mike Prendergast, Alvarez & Marsal



Michael Prendergast, Senior Director Alvarez & Marsal

Michael Prendergast is a Senior Director with Alvarez & Marsal Private Equity Performance Improvement Retail practice in New York. He brings over 20 years of leadership experience from the fashion and consumer products industries. Mr. Prendergast is considered an innovative leader who understands how to identify top-line revenue growth vehicles while maximizing profit within complex organizations. He has a proven track record working across all major retail segments including wholesale, retail, and e-commerce. He is an expert in the successful operation of processes throughout the supply chain from product concept design through delivery to customer. He has extensive experience in, marketing, sales force optimization and customer retention. He has a proven track record of securing opportunities for improvement in businesses, building strategies for the execution of these initiatives, and leading teams to deliver results. He built his career on the successful combining of strategic vision with implementation and delivering results. As CEO of a youth-focused fast fashion multi-category company, he led strategic decisions, tactical activities, and M&A to grow revenue, EBITDA and equity value. He led a team that reduced the product procurement lifecycle time to 45 days from design concept through delivery to customer for 100% of their products. Under his tenure, the company achieved revenue and profit growth on a multi-year basis.

Mr. Prendergast led as CEO of a \$400M annual global celebrity lifestyle brand, delivering optimization of resources daily. He was actively involved in product merchandising and design, production sourcing, sales force optimization, branding and marketing. Under his tenure, he led the opening of retail stores across the country, expanded the international footprint and managed an extensively licensed portfolio that generated over \$30M annual in royalty revenue.

As the President of Chaps by Ralph Lauren for the USA, Canada and Mexico, he helped streamline the design and merchandising process, institute a new system of merchandise planning, consolidate an international sourcing base, resulting in improved margins for the company and clients. He managed relationships with big-box retailers and collaborated with them on strategies for growth.

Mr. Prendergast held various senior leadership positions at Tommy Hilfiger, USA. He oversaw the sales, design, merchandising, retail development and planning/allocation teams. Early in his career, Mr. Prendergast helped start-up an online product sourcing procurement company, that developed proprietary software connecting vendors with factories in real time.

Mr. Prendergast earned a bachelor's degree in business management from The University of Phoenix and has completed executive training courses at the University of Chicago, Booth School of Business.

11:45	Box Lunch provided at Hotel for all attendees	
1:00-3:00	TopGolf The Colony (Bus will shuttle golfers to The Star after golf)	Meet @ 12:30 Hotel Lobby
1:00-3:00	Lewisville Lake Environmental Area Guided bird walk or option to independently explore hiking paths (Bus will shuttle attendees to The Star afterwards)	Meet @ 12:30 Hotel Lobby
4:00-5:00 5:00-6:15	The Star (Dallas Cowboy Practice Facility) Tour Cowboy Quarterback Corner Reception	Meet @ 3:30 – Hotel Lobby
6:30- 9:00	Reception and Dinner at Del Frisco's Double Eagle Steakhouse	Located across the street from the hotel @ 5905 Legacy Drive, Plano

Wednesday, October 23rd

7:00-7:45	Breakfast	Windrose 1-2
7:45-8:00	Business Meeting Opening	Council Business Treasurer Report Board Member Vote
8:15-9:15	Non-Traditional Asset Class Perspective Panel:	Adam Herrin - HFF



Adam Herrin, Senior Managing Director JLL

Mr. Herrin is a Senior Managing Director and leader of the industrial investment advisory team in the Dallas office of HFF. He has completed the sale and capitalization of a broad range of industrial assets and land with a focus on institutional-grade assets across North America. Industrial-related transactions have included single-asset and portfolio-level sale transactions, joint venture equity placement for acquisitions and development as well as recapitalizations, construction financing, conventional permanent financing, bridge financing, mezzanine debt, revolving lines of credit and crossed asset portfolio loan facilities. Mr. Herrin has successfully closed more than \$5 billion in commercial real estate transactions throughout the course of his career with HFF.



Brent Little, CEO Fountain Residential Partners

Brent Little has been instrumental in the development and construction of well over \$2 billion of multifamily rental and condominium properties, as well as office, retail, and commercial properties, in a career spanning over 20 years. He has led various divisions of JPI Luxury and JPI Student Living Development and Construction, as well as with other major developers such as Echelon Residential, The Related Group of Florida, Trammel Crow Residential, and First Worthing. Before co-founding Fountain Residential Partners, Brent served as Executive Vice President and National Development Partner at Place Properties where he opened the Dallas office and was responsible for over \$900M of the company’s development activities across the country over a four year period. Brent is a frequently requested speaker at national multifamily and student housing conferences and is active in many professional organizations. Brent majored in Electrical Engineering at Rice University and UT-Arlington.



Zachary Rigby, Director JLL Capital Markets

Mr. Rigby is a Director in the Dallas office of JLL Capital Markets, Americas. He comes to JLL as part of the HFF acquisition with a focus on senior housing. As a member of the JLL national healthcare team, he is responsible for investment advisory transactions and debt and equity placements throughout the United States. Mr. Rigby has been involved in real estate transactions totaling more than \$8 billion across all senior housing-related property types, including skilled nursing and specialty healthcare properties.

9:15-10:30

Property Tour

Legacy West Property Tour

10:30

Conclude