

2018 DUTCH TREAT CONFERENCE AGENDA
LIFE MORTGAGE AND REAL ESTATE OFFICERS COUNCIL
THE BENSON HOTEL – PORTLAND, OR
OCTOBER 1 – 3, 2018

<i>Chairperson</i>	<i>Tim Biggs</i>	<i>Ohio National Financial Services</i>
<i>Vice Chair</i>	<i>Tim McGinnis</i>	<i>New York Life Real Estate</i>
<i>Treasurer</i>	<i>Greg Michaud</i>	<i>Voya Investment Management</i>
<i>Secretary</i>	<i>John Foley</i>	<i>Lincoln Financial</i>
<i>Program</i>	<i>John Waldeck</i>	<i>Pacific Life</i>
<i>Facilities</i>	<i>Paul Wolters</i>	<i>National Life Group</i>
<i>Past Chairperson</i>	<i>Jack Maher</i>	<i>The Hartford</i>

Monday, October 1

6:00 PM	Welcome Reception	Fireplace Lobby
7:00 PM	Dinner	London Grill, Lower Level

Tuesday, October 2

7:00-7:45	Breakfast	Crystal Ballroom, Lobby Level
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7:45-8:15	Business Meeting Opening	Welcome and Opening Remarks – Tim Biggs Antitrust Statement – Tim Biggs Agenda Overview/Programming – John Waldeck/Paul Wolters MBA/CRI/Industry Updates –Kathy Marquardt
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**8:15-9:15 Multifamily Investments –
 Owner/Developer Panel**

Clyde Holland, CEO & Chairman - Holland Partner Group is responsible for the Holland Partner Group's (HPG) strategic direction. HPG actively develops, redevelops, constructs, acquires and manages multi-family communities with institutional partners in the Western United States' most sought after investment markets. In the aggregate, HPG's experience totals over 50,000 units of housing and \$10 billion (USD) in transaction value. Prior to establishing HPG, Mr. Holland served as the West Coast Group Managing Partner of Trammell Crow Residential (TCR).

Within the multi-family industry, Mr. Holland has taken a significant lead in policy research and the development of new multi-family product concepts focused on high-density, urban infill and mixed- use opportunities. He has been recognized by the industry for excellence in urban planning and design, and his work has received numerous awards from the Urban Land Institute, the National Multi-Family Housing Council, and Multi-Family Executive.

Michael Nanney, Senior Director - Security Properties has 18 years of real estate development experience. After beginning his career at Jones Lang LaSalle, Mr. Nanney spent over eight years developing land and residential properties at publicly traded real estate company Forest City Enterprises. He has worked on real estate development projects in northwest cities including Seattle, Portland, and Bellevue along with other cities around the U.S. including Washington D.C., Chicago, San Juan P.R., Colorado Springs, and Honolulu.

Mr. Nanney's educational background includes a degree in finance from George Mason University, the Chartered Financial Analyst designation, and an MBA from the University of Washington.

9:15 – 9:30 **BREAK**

9:30-10:30 **Will the corporate debt bubble
impact commercial real estate?**

Patrick F. Stone, Chairman & CEO - Williston Financial Group has enjoyed a lengthy career in real estate and real estate related services, including “C” officer positions with three public companies and as a director on two Fortune 500 Boards. The senior executive management positions included nine years as President and COO of the nation’s largest title insurance company, Chairman and Co-CEO of a software company and CEO of a real estate data and information company.

Currently, Pat serves as Chairman and CEO of Williston Financial Group, as well serves on the boards of: Green Street Advisors, the leading REIT analytics firm, Trysting Tree Golf Club, Nassau RE, Transmodus and Inman News, who named him one of 2013’s “100 Most Influential People in Real Estate” and in 2015 one of the “Top 101 Real Estate Industry Doers.”

Additionally, Pat has also served as Vice-Chairman of Metrocities Mortgage, a 2005 top twenty mortgage lender, and as Chairman of The Stone Group, an Austin, Texas based tenant-rep brokerage company. As well as on the boards of Fidelity National Financial, First American Corporation, FNIS, MicroGeneral, SKLD, World Minerals, DigitalMap, Homegain, RedVision, and Wystein Capital.

Pat’s Philanthropic involvement has included service as Chairman of the Santa Barbara Art Museum and as a Director of the Portland Art Museum. He is a past chairman of the Oregon State University Foundation, and Co-Chair of its Billion Dollar Capital Campaign.

Patrick has three beautiful daughters, and three granddaughters and resides in Portland, Oregon with his wife Vicki.

10:30-11:30 **CONUNDRUM: How will the macro-economy affect the
real estate market in this era of Alt-Reality?**

Kerry Vandell, Dean’s Professor Emeritus of Real Estate, joined the University of California, Irvine Merage School faculty in July 2006 as the founding area head of its new academic focus in real estate and Director of its new Center for Real Estate. He came from the University of Wisconsin-Madison, where he held the Tiefenthaler Endowed Chair in Real Estate and Urban Land Economics, and was former Director of the Center for Urban Land Economics Research and Chair of the Department of Real Estate and Urban Land Economics. He taught previously at Harvard University, the University of California, Berkeley, and Southern Methodist University.

Professor Vandell has researched and consulted widely in the areas of real estate investment, urban/real estate/environmental economics, mortgage finance, housing economics and policy, and valuation of complex real estate interests, and has written or co-authored more than 80 papers which have appeared in such publications as the Journal of Finance, the Quarterly Journal of Economics, Real Estate Economics, the Journal of Real Estate Finance and Economics, and the Wharton Real Estate Review. He has presented at conferences and meetings in Asia, Europe and throughout the United States and currently is serving as a board member of the Asian Real Estate Society. He is responsible for development of some of the first models of default risk in the commercial mortgage market, and his recent research on real estate illiquidity provides institutional investors with important tools to ascertain proper allocation to real estate in mixed-asset portfolios. His work distinguishing real estate value from business enterprise value (BEV) in the appraisal of complex real property interests has had international influence on tax assessment practices.

He has or is presently serving as an NAIOP Distinguished Academic Fellow, a member of the Urban Land Institute, a Fellow and member of the faculty of the Homer Hoyt Advanced Studies Institute, and a past president of the American Real Estate and Urban Economics Association (AREUEA). He is or has formerly served on the editorial boards of Real Estate Economics (former co-editor), Land Economics, the Journal of Real Estate Finance and Economics, the Journal of Real Estate

Research, Housing Policy Debate, and the International Real Estate Review. He serves on several Boards of Directors of both for-profit REITs and non-profit affordable housing developers and continues to maintain an active expert witness/consulting practice, KDV Associates, which has been engaged in such high-profile litigation as Hurricane Katrina, the World Trade Center, the Financial Crisis, the Mall of America, and the Australian retail mall assets of Westfield Property Trust.

Prior to obtaining his PhD from MIT at the MIT-Harvard Joint Center for Urban Studies, Professor Vandell received his bachelor's and master's degrees in engineering at Rice University, and a master's in city and regional planning at Harvard University.

Lunch	Box Lunch provided at Hotel for all attendees	
11:30	Golf Outing	Langdon Farms Golf Club Shotgun Start @ 1:00
12:00	Transportation Departs for Langdon Farms Golf Club, 24377 NE Airport Rd #1, Aurora, OR	
1:00	Walking Tour	Meet Location – Hotel Lobby
1:30	Brewvana Craft Brewery Tour	Meet Location – Hotel Lobby – Bus Pickup
6:30	Reception and Dinner	Portland City Grill 111 SW 5th Avenue

Wednesday, October 3

7:00-7:45	Breakfast	Crystal Ballroom, Lobby Level
7:45-8:00	Business Meeting Opening	Council Business Treasurer Report Golf Awards
8:00-9:00	The Pacific Northwest: Real Estate Transactions, Headwinds, and Opportunities	

Casey Davidson, Managing Director - HFF Portland Office has 25 years of experience in the commercial real estate industry. He is primarily responsible for originating debt and structured finance transactions throughout the Pacific Northwest and focuses on multi-housing, retail, office and industrial properties. Capital sources include insurance companies, agencies (FHA, Freddie Mac and Fannie Mae), pension funds, debt funds and banks. Mr. Davidson joined the firm in February 1999. Prior to HFF, he spent five years as an Office Sales and Leasing Broker with CB Richard Ellis.

9:00-9:15	Break	
9:15-10:30	Property Tour: The Heartline Host: Michael Nanney	12th and Kearney (15 minute walk from Hotel) Meet in Hotel Lobby

Heartline introduces a new, mixed-use, transit-oriented development into the already rich, urban fabric of Portland's Pearl District. The project is comprised of two buildings: a wood-framed, low-rise building containing office and retail uses, and a 150-foot tall concrete residential high-rise containing 218 market-rate apartments. The ground floor retail space available for lease fronts NW 13th Ave and NW Kearney.

10:30	Conclude
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