

NATIONAL EVENT

10th Annual

# RealShare | NET LEASE

APRIL 5-6, 2017 | JW MARRIOTT ESSEX HOUSE, NYC

## 04/05/2017

6:00 pm - 8:00 pm

### **Cocktail Reception**

*Sponsored by W. P. Carey*

## 04/06/2017

8:00 am - 8:30 am

### **Registration and Networking Breakfast**

8:30 am - 8:35 am

### **Opening Remarks**

8:35 am - 9:25 am

### **State of the Industry: Can We Return to 2015 Record-breaking Results?**

Glen Kunofsky, Founder and Chairman, NNN Pro Group and Senior Director, National Retail Group/ Net Leased Properties Group, Marcus & Millichap Real Estate Investment Services

David Ledy, COO, U.S. Realty Advisors, LLC (USRA)

Guy Ponticiello, Managing Director, CBRE

Gino Sabatini, Head of Investments and Managing Director, W. P. Carey

Gordon Whiting, Managing Director, Angelo, Gordon & Co.

Moderator: Joshua Pardue CCIM, Senior Director, Stan Johnson Company

Top leaders in the net lease space will provide their outlook for continued success in the sector and offer their predictions on the opportunities and challenges we'll see in 2017. Will the increase in central bank interest rates move cash parked in banks to enter the market? How will that affect cap rates and acquisition financing for net lease properties? How does the general economic uncertainty and political instability affect the investment climate? The increase in interest rates is already causing cap rates to creep higher - will there be more price adjustments?

9:30 am - 10:20 am

### **Capital Markets: What's Happening in 2017?**

Ralph Cram, President and Managing Member, Envoy NNN

Barclay Jones III, Executive Vice President, Investments, iStar

Elyssa McMullen, Senior Vice President | Lease Finance Group, Prudential Capital Group  
Paul Penney, Managing Director and Partner, CTL Capital  
David Persky, Managing Director, Private Capital, TIAA Investments  
Moderator: Kyle Gore, Managing Director, CGA Capital

This panel of leading capital providers and originators will discuss the sources of capital (both debt and equity), the type of transactions the market is gravitating towards and who is borrowing the debt and putting in the equity. What are the most popular capital structures?

10:20 am - 10:35 am

### **Networking Break**

10:35 am - 11:25 am

### **Sale-Leasebacks: A Compelling Strategy for U.S. and International Corporate Tenants and Net Lease Investors**

Kathleen Barthmaier, Managing Director, W. P. Carey  
Matt Tucker, Managing Director, Gladstone Commercial Corporation  
Peter Weisman, Principal, Net Lease Advisors  
Kenneth Zakin, Senior Managing Director, NGKF Capital Markets  
Moderator: Georges Asmar, SVP, Global Head Net lease Strategy, Colony NorthStar, Inc.

Sale-leasebacks offer a way to recover the capital spent on property purchase and improvements while continuing to occupy and control the property under a long-term lease. They are used as a vehicle to recapitalize, improve balance sheets, and fund expansion efforts.

11:30 am - 11:50 am

### **Keynote Address - How Will the Future of Net Lease be Different from its Past?**

Gordon DuGan, Chief Executive Office, Gramercy Property Trust

11:50 am - 12:10 pm

### **Networking Lunch**

12:10 pm - 1:00 pm

### **REITs Outlook for 2017**

Chris Constant, CEO, Getty Realty  
Sean Cutt, President and COO, Commercial Division, Broadstone Real Estate LLC  
Jackson Hsieh, President and COO, Spirit Realty Capital  
Teddy Kaplan, Managing Director, New Mountain Capital  
William Lenehan, CEO/Board of Directors, Four Corners Property Trust  
Moderator: Daniel Donlan, Managing Director, Ladenburg Thalmann & Co., Inc.

REITs are becoming an increasingly commanding force in the fragmented net lease space as their broad and often investment grade rated balance sheets can facilitate large sale-leaseback transactions and portfolio deals. However, increased interest in the sector from institutions and private wealth managers has created an opportunity for REITs to become selective sellers in recent years. In addition, with various retailers having announced bankruptcy, store closings, and/or restructuring plans over the last 12 months, how are net lease executives looking at their current tenant roster and asset bases? Lastly, with REITs lagging the broader U.S. indices this year, how will that change the investment landscape in 2017?. Hear from various public and private REIT executives on these topics and more in our REITs: Outlook for 2017 panel.

1:00 pm - 1:50 pm

### **Build-to-Suit: A How-to Guide on Working with the Tenant & Developer**

Patrick Luther CCIM, Managing Principal, National Net Lease Group & SVP, Investment Properties, SRS Real Estate Partners  
Fort Parker, Managing Director, Angelo, Gordon & Co.  
Joe Neckles, VP, Joint Ventures and Build-to-Suit, VEREIT, Inc.  
Moderator: David Piasecki, Chief Investment Officer, Elm Tree Funds LLC

E-commerce is driving activity in this sector since the distribution centers need to be new built in order to accommodate the tenants requirements, especially in cases for omni-channel retailers. There's also the issue of obtaining financing - arguably easier than financing a strictly spec development, but challenging in its own right. Learn how to work with tenants and developers on specific issues that may

arise during the process.

1:50 pm - 2:10 pm

**Networking Break**

2:10 pm - 3:00 pm

**Potential Challenges Ahead for 1031 Exchanges**

Scott Greenberg, Analyst, Center for Federal Tax Policy, The Tax Foundation

Robert James, President, EXP Realty Advisors

Moderator: Pierre E Debbas Esq., Managing Partner, Romer Debbas, LLP

How do 1031 exchanges fit into overall approach of Congressional Republicans to the tax treatment of capital investment? Will lawmakers see 1031 exchanges as just another tax loophole to be eliminated?

3:00 pm - 3:50 pm

**Net Lease Investments & Transactions Success Stories: Who, What, How, and Where?**

Jimmy Goodman, Partner, The Boulder Group

Kevin Lipson, Senior Director, Ten-X

Dan Lovitz, Senior Vice President of Acquisitions, VEREIT, Inc.

Vincent Polce, VP, Corporate Capital Markets, CBRE

Moderator: Cory Gubner, CEO, RHYS Commercial

During this fast-paced and informative session, the most active buyers, sellers and dealmakers in the net lease market will discuss their top transactions and their outlook for 2017 - who's buying/selling, what are they buying/selling, how are these deals being financed and where are they occurring? Will capital continue to flow internationally? Will the rolling back of Dodd-Frank rules make a difference?

4:00 pm

**Conference Adjourns**