

# ONSITE GUIDE



Posting in Washington, DC?  
#CREconvention2016

# SCHEDULE AT A GLANCE

## SUNDAY SEPTEMBER 25, 2016

BEGINS-ENDS	EVENT	LOCATION
8:00A—5:00P	Registration Open	SMITHSON EVENTS LEVEL
2:00P—5:30P	<b>Development Tour: Cruise on the Potomac River</b> † <i>Sponsored by JM Zell Partners</i>	OFFSITE
3:30P—5:00P	Invitation Advisory Committee *	ALGONQUIN EVENTS LEVEL
5:30P—7:30P	<b>Welcome Reception: House of Sweden</b> † <i>Sponsored by Steven and Barbara Leader</i>	OFFSITE

## MONDAY SEPTEMBER 26, 2016

BEGINS-ENDS	EVENT	LOCATION
7:00A—6:00P	Registration Open	SMITHSON EVENTS LEVEL
7:15A—8:10A	<b>Keynote Breakfast Presentation: The Comeback of DC!</b> <i>Guest Speaker: Honorable Anthony Williams, former Mayor of Washington, DC (1999 – 2007)</i>	CORCORAN BALLROOM EVENTS LEVEL
7:15A—8:15A	New Member Orientation Breakfast *	CONSERVATORY EVENTS LEVEL
8:10A—8:30A	Welcome Address 2016 Chair, <b>James Lee, CRE</b> <i>Presentation of the Chair's Award</i>	CORCORAN BALLROOM EVENTS LEVEL
8:30A—9:15A	<b>Transit Oriented Development: The Challenges and Successes</b>	CORCORAN BALLROOM EVENTS LEVEL
9:30A—10:15A	<b>The Cycle Turns? Part A: The US Economy and Real Estate Markets</b>	CORCORAN BALLROOM EVENTS LEVEL
10:15A—11:00A	<b>The Cycle Turns? Part B: Capital Market Trends - Equity &amp; Debt</b>	CORCORAN BALLROOM EVENTS LEVEL
11:15A—NOON	<b>Making a Living, Making a Life: Interview with Dan Rose, CRE</b>	CORCORAN BALLROOM EVENTS LEVEL
NOON	<b>Book Signing with Dan Rose, CRE</b>	OUTSIDE THE CORCORAN BALLROOM
12:15P—1:30P	Welcome Luncheon <i>Introduction of New Members and Presentation of the James Felt Creative Counseling Award</i>	CORCORAN BALLROOM EVENTS LEVEL
12:15P—1:45P	Past Chairs' Luncheon *	BOURBON STEAK LOBBY LEVEL
1:45P—3:15P	<b>Global Impacts: Brexit, Migration, and Uncertainty</b>	CORCORAN BALLROOM EVENTS LEVEL
3:15P—4:30P	The Counselors of Real Estate Foundation meeting *	DUMBARTON EVENTS LEVEL
3:30P—4:30P	<b>Corporate Real Estate Services: Be Strategic</b>	CORCORAN BALLROOM EVENTS LEVEL
4:30P—5:30P	Chapter Activities Committee meeting	ROOM 266 2ND FL WEST
4:30P—5:30P	Ethics Committee meeting *	CONSERVATORY EVENTS LEVEL
4:30P—5:30P	Communications Committee meeting	ROOM 276 2ND FL WEST
4:30P—5:30P	Membership Development & Retention Committee meeting	ALGONQUIN EVENTS LEVEL
7:00P—11:00P	<b>Chair's Dinner with the CRE Band: Sound Counsel</b> †	CORCORAN BALLROOM EVENTS LEVEL

## TUESDAY SEPTEMBER 27, 2016

BEGINS-ENDS	EVENT	LOCATION
7:00A—6:00P	Registration Open	SMITHSON EVENTS LEVEL
8:00A—9:30A  <i>BREAKFAST AVAILABLE AT 7:30A</i>	<b>Business Issues Forums</b> <i>Choose one of these Forums:</i> <ul style="list-style-type: none"> <li>◆ Business Development Opportunities <i>(limited to 20 CREs)</i></li> <li>◆ Public/Private Partnerships: The 11<sup>th</sup> Street Bridge Park – Impacts and Planning of the 11<sup>th</sup> Street Bridge Project</li> <li>◆ Trends and Outlooks: Obsolescence</li> <li>◆ Dark Store Methodology</li> </ul>	BOURBON STEAK LOBBY LEVEL  ALGONQUIN EVENTS LEVEL  GEORGE WASHINGTON LOBBY LEVEL  DUMBARTON EVENTS LEVEL
8:30A—9:30A	International Committee meeting	SPIRIT LOBBY LEVEL
9:45A—11:00A	<b>The Intersection of Public Policy and Real Estate</b>	CORCORAN BALLROOM EVENTS LEVEL
11:15A—12:15P	<b>ESG Market Primer: Corporate Sustainability, Energy Benchmarking, and Green Finance</b>	CORCORAN BALLROOM EVENTS LEVEL
11:15A—12:15P	Strategic Planning Committee meeting *	ALGONQUIN EVENTS LEVEL
12:30P—2:00P	Member Luncheon <i>Presentation of the Committee Service and Landauer/White Awards</i>	CORCORAN BALLROOM EVENTS LEVEL
2:00P—3:00P	External Affairs Committee meeting	DUMBARTON EVENTS LEVEL
2:15P—3:00P	<i>Real Estate Issues</i> Editorial Board meeting	CONSERVATORY EVENTS LEVEL
2:15P—3:30P	<b>Cyber Security: How To Protect Yourself and Your Real Estate</b>	CORCORAN BALLROOM EVENTS LEVEL
3:45P—5:00P	<b>Real Estate and the Economy: Chaos Driven?</b>	CORCORAN BALLROOM EVENTS LEVEL
4:00P—6:00P	Budget & Finance Committee meeting *	GEORGE WASHINGTON LOBBY LEVEL
5:00P—5:30P	<b>CRE Consulting Corps Open House</b> <i>How the Consulting Corps panel promotes the CRE brand . . . and yours!</i>	CORCORAN BALLROOM EVENTS LEVEL
5:00P—6:00P	Education Committee meeting	ALGONQUIN EVENTS LEVEL
6:00P—8:00P	<b>Farewell Reception</b> <b><i>Featuring the Capitol Steps</i></b> <i>Sponsored by Grosvenor</i>	DUMBARTON EVENTS LEVEL
9:30P—11:30P	Chair's Hospitality Suite	ROOM 317 3RD FL EAST

† TICKETED EVENT


\* CLOSED SESSION

## WEDNESDAY SEPTEMBER 28, 2016

BEGINS-ENDS	EVENT	LOCATION
7:00A—10:00A	Registration Open	SMITHSON EVENTS LEVEL
7:00A—9:30A	Buffet Breakfast	SALON B EVENTS LEVEL
8:30A—10:15A	Executive Committee meeting *	GEORGE WASHINGTON LOBBY LEVEL
10:30A—12:30P	2016 Board of Directors meeting	SALON A EVENTS LEVEL
12:30P—1:00P	Annual Membership meeting <i>Open to all CRE members</i>	SALON A EVENTS LEVEL
1:00P	Buffet Lunch	SALON B EVENTS LEVEL

## PROGRAM DETAILS

### SUNDAY SEPTEMBER 25, 2016

BEGINS-ENDS	EVENT	LOCATION
8:00A—5:00P	Registration Open	SMITHSON EVENTS LEVEL
2:00P—5:30P  <i>RECOMMENDED DEPARTURE TIME: 1:45P.</i>  SPONSORED BY 	<b>Development Tour: Cruise on the Potomac River †</b>  Enjoy a beautiful cruise along the Potomac River, led by Tour Guides with hands-on experience in the developments you will see and learn about: The Wharf, Stadium area, and National Harbor in particular. We will view the monuments and enjoy the spectacular city of Washington...from the water!  You will dock within walking distance of <b>House of Sweden</b> which overlooks the spectacular Potomac River. Enjoy cocktails, appetizers, and a panoramic view with fellow CREs and convention attendees at the opening Welcome Reception.	OFFSITE  PLEASE SEE PAGE 14 FOR DETAILS.  <i>SPACE IS LIMITED</i>
3:30P—5:00P	Invitation Advisory Committee meeting *	ALGONQUIN EVENTS LEVEL
5:30P—7:30P  SPONSORED BY STEVEN AND BARBARA LEADER	<b>Welcome Reception: House of Sweden †</b>  This kickoff to the 2016 Annual Convention will be at House of Sweden in the heart of Georgetown, a 10 minute walk from the Four Seasons Hotel. House of Sweden is a stunning example of contemporary Scandinavian architecture designed by Gert Wingårdh and Tomas Hansen. A physical representation of Swedish values such as openness, transparency, and democracy, it is situated on the Potomac River, making for a picturesque view to enjoy your first night of cocktails and appetizers with fellow attendees.	OFFSITE  PLEASE SEE PAGE 14 FOR DETAILS.

† TICKETED EVENT

\* CLOSED SESSION

# MONDAY SEPTEMBER 26, 2016

BEGINS-ENDS	EVENT	LOCATION
7:00A—6:00P	Registration Open	SMITHSON EVENTS LEVEL
7:15A—8:10A	<p><b>Keynote Breakfast Presentation: The Comeback of DC!</b>  <i>Introduction:</i> <b>Charles Schilke, CRE</b>, Professor, Colvin Institute of Real Estate Development, University of Maryland  <i>Speaker:</i> <b>Honorable Anthony Williams</b>, former Mayor of Washington, DC (1999 – 2007), Chief Executive Officer and Executive Director, Federal City Council</p> <p>Former DC Mayor, <b>Anthony Williams</b>, is widely credited with leading the comeback of Washington, DC during his two terms as Mayor, restoring the finances of our nation's capital, and improving the performance of government agencies, all while lowering taxes and investing in infrastructure and human services. Kick off our DC Annual Convention with a behind-the-scenes look at this city's revival!</p>	CORCORAN BALLROOM EVENTS LEVEL
7:15A—8:15A	<p>New Member Orientation Breakfast *</p> <p><i>New members meet with national leadership over breakfast to discuss CRE culture.</i></p>	CONSERVATORY EVENTS LEVEL
8:10A—8:30A	<p><b>Welcome Address</b>  2016 Chair of the Board, <b>James Lee, CRE</b>  <i>Presentation of the Chair's Award</i></p>	CORCORAN BALLROOM EVENTS LEVEL
8:30A—9:15A	<p>General Session  <b>Transit Oriented Development: The Challenges and Successes</b>  <i>Speakers:</i> <b>Frank Cannon</b>, Development Director, Continuum Partners and <b>David Tuchmann</b>, Vice President, Akridge  <i>Moderator:</i> <b>David Winstead, Esq.</b>, Counsel, Ballard Spahr</p> <p>Transit Oriented Development (TOD) has proven highly successful in creating vibrant, livable, sustainable communities that are profitable financially and attractive places for people to live, work, and play. The appeal: compact, walkable, mixed-use communities centered around high quality train systems. However, there are challenges: zoning, land use changes, financing, and resident resistance. Exploring how various cities have accomplished major conversions to rail transit facilities, panelists will share firsthand knowledge of the importance of transit as an economic development tool, as well as how to “Get The Deal Done,” addressing the concerns of voters, regional politicians, and other factors.</p> <p>It's not just Washington, DC – it's Denver, Chicago, London, San Diego, and urban areas worldwide.</p>	CORCORAN BALLROOM EVENTS LEVEL

# MONDAY SEPTEMBER 26, 2016 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
9:30A—11:00A	<p>General Session  <b>The Cycle Turns? - Parts A and B</b>            After several years of improvement, an array of recent statistics – on market fundamentals, investment activity, and pricing – show signs of cooling.</p> <ul style="list-style-type: none"> <li>◆ Are we reaching the inflection point for this cycle?</li> <li>◆ Will the US economy enter a recession soon?</li> <li>◆ How will various real estate sectors perform?</li> <li>◆ How will investors and lenders respond?</li> <li>◆ How can decision makers prepare?</li> </ul> <p>Join our two-part panel of experts as they discuss recent trends and present their outlook(s) for the economy and real estate markets.</p>	CORCORAN BALLROOM EVENTS LEVEL
9:30A—10:15A	<p><b>Part A: The Cycle Turns?</b>  <b>The US Economy and Real Estate Markets</b>  <i>Speakers:</i> <b>Eileen Marrinan, CRE</b>, Director of Research, Grosvenor Americas; <b>Andrew Warren, CRE</b>, Director, Financial Markets, PricewaterhouseCoopers; and <b>Kevin White</b>, Head of Investment Strategy, Americas, Deutsche Bank  <i>Moderator:</i> <b>Chris Miers, CRE</b>, Principal, Bard Consulting</p>	CORCORAN BALLROOM EVENTS LEVEL
10:15A—11:00A	<p><b>Part B: The Cycle Turns?</b>  <b>Capital Market Trends: Equity &amp; Debt</b>  <i>Speakers:</i> <b>Matthew Anderson</b>, Managing Director, Trepp; <b>Jim Costello, CRE</b>, Senior Vice President, Real Capital Analytics; and <b>Andy McCulloch, CRE</b>, Managing Director, Green Street Advisors  <i>Moderator:</i> <b>Chris Miers, CRE</b>, Principal, Bard Consulting</p>	CORCORAN BALLROOM EVENTS LEVEL
11:15A—NOON	<p>General Session  <b>Making a Living, Making a Life: Interview with Dan Rose, CRE</b>  <i>Introductions:</i> <b>Mary Walker Fleischmann</b>, President &amp; CEO, The Counselors of Real Estate  <i>Featuring:</i> <b>Daniel Rose, CRE</b>, Chairman, Rose Associates, Inc.  <i>Moderator:</i> <b>Victor Calanog, Ph.D., CRE</b>, Chief Economist and Senior Vice President, Reis, Inc.</p> <p>The multifaceted and highly successful <b>Dan Rose</b> has built a distinguished career spanning a broad range of professional, civic, and non-profit activities. He is not only an icon of real estate development, but is also an acclaimed, insightful, award winning essayist and public speaker. Yet throughout the stunning trajectory which marks his corporate and personal life, Dan never lost sight of what's most important—Integrity. Underlying his success is the belief that “doing good” and “doing well” are not inconsistent, and that the surest path to satisfaction and fulfillment involves dedication to causes greater than oneself.</p> <p>An accomplished CRE from another generation, <b>Victor Calanog</b>, will interview Dan. Hear the extraordinary story of a man who balances a successful business life (even as a real estate developer!) with a deeply fulfilling personal life, while keeping the faith through it all.</p>	CORCORAN BALLROOM EVENTS LEVEL
NOON	<p><b>Book Signing</b>  <b>CRE Dan Rose</b> will follow his session with a book signing of his award winning <i>Making a Living, Making a Life</i>.</p>	OUTSIDE THE CORCORAN BALLROOM

# MONDAY SEPTEMBER 26, 2016 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
12:15P—1:30P	<b>Welcome Luncheon</b> <i>Introduction of New Members and Presentation of the James Felt Creative Counseling Award</i> First Vice Chair of the Board, <b>Scott Muldavin, CRE</b>	CORCORAN BALLROOM EVENTS LEVEL
12:15P—1:45P	Past Chairs' Luncheon *	BOURBON STEAK LOBBY LEVEL
1:45P—3:15P	General Session <b>Global Impacts: Brexit, Migration, and Uncertainty</b> <i>Speakers:</i> <b>Don Benningfield</b> , Founder/CEO, Pangaea Advisors, Charlotte, NC; <b>Güniz Çelen, CRE</b> , CEO, Chairperson, Çelen Corporate Property Valuation & Counseling Inc., Istanbul; <b>Ralf-Peter Koschny, CRE</b> , Member, Directory Board, BulwienGesa AG, Hamburg; <b>Graham Parry</b> , Group Research Director, Grosvenor, London; and <b>Janice Stanton</b> , Senior Managing Director, Cushman & Wakefield, New York City <i>Moderator:</i> <b>Mark Zandi</b> , Chief Economist, Moody's Analytics, New York City  The long-term ramifications of the Brexit vote are unknown at this point. Among key concerns: the viability of the EU, the euro, and even the UK if Scotland decides to hold another referendum. Brexit, migration, escalating nationalism, and the constant threat of terrorism will impact global trade, geopolitical security, financial stability, and national and global economies. In the short term, one of the first casualties could be the stability of capital markets, due to heightened uncertainty. For commercial real estate, these changes may affect leasing activity, while driving offshore investors to the security of US property markets.  Hear firsthand accounts from real estate professionals operating in the trenches of various overseas markets, with the insightful commentary of noted Moody's Chief Economist, <b>Mark Zandi</b> , on how these developments will impact the US economy and real estate in particular.	CORCORAN BALLROOM EVENTS LEVEL
3:15P—4:30P	The Counselors of Real Estate Foundation meeting *	DUMBARTON EVENTS LEVEL
3:30P—4:30P	General Session <b>Corporate Real Estate Services: Be Strategic</b> <i>Speakers:</i> <b>Mary Gibert</b> , PBS NCR Regional Commissioner, U.S. General Services Administration; <b>Lisa Gibson</b> , Director, Enterprises Services, Real Estate, Time Warner; <b>Karen Pritchard</b> , Director, Finance & Administration, Wellington Management Company; <b>Karen Simons</b> , Senior Counsel, General Electric; and <b>Kelli Whetten</b> , Real Estate Director, thyssenkrupp <i>Moderator:</i> <b>Martha O'Mara, Ph.D., CRE</b> , Managing Director, Corporate Portfolio Analytics, Colliers International  As a real estate professional, you know corporate property strategy is integral to corporate business strategy. These panelists will engage in a lively discussion on the impacts of changing corporate real estate strategies on future demands for commercial real estate.	CORCORAN BALLROOM EVENTS LEVEL

† TICKETED EVENT

\* CLOSED SESSION



# MONDAY SEPTEMBER 26, 2016 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
4:30P—5:30P	Chapter Activities Committee meeting	ROOM 266 2ND FL WEST
4:30P—5:30P	Communications Committee meeting	ROOM 276 2ND FL WEST
4:30P—5:30P	Ethics Committee meeting *	CONSERVATORY EVENTS LEVEL
4:30P—5:30P	Membership Development & Retention Committee meeting	ALGONQUIN EVENTS LEVEL
7:00P—11:00P	<b>Chair's Dinner Featuring The CRE Band: Sound Counsel †</b>  This special night's dinner and dance at the Four Seasons will celebrate <b>2016 Chair, Jim Lee</b> , and his wife, <b>Monica</b> , and thank them for their year of dedication to The Counselors organization. We will also welcome <b>2017 Chair, Scott Muldavin</b> , and his wife, <b>Sue Ragan</b> , as they prepare to embark in the same roles.  After dinner, rock the night away to CRE's very own <b>Sound Counsel</b> , a group of CRE musicians who come together to play at national meetings! A real treat!	CORCORAN BALLROOM EVENTS LEVEL



Jim and Monica Lee



Sound Counsel

† TICKETED EVENT

\* CLOSED SESSION



## TUESDAY SEPTEMBER 27, 2016

BEGINS-ENDS	EVENT	LOCATION
7:00A—6:00P	Registration Open	SMITHSON EVENTS LEVEL
8:00A—9:30A  <i>BREAKFAST AVAILABLE AT 7:30A</i>	<p><b>Business Issues Forums with Buffet Breakfast</b> Each Business Issues Forum is an informal, yet meaningful, opportunity for CREs to share experiences and pose questions on topics affecting a specific specialty.</p> <p><b>Joseph Neverauskas, CRE</b>, Business Issues Subcommittee Chair, Senior Vice President, Equus Capital Partners  <b>Donald Bouchard, CRE</b>, Business Issues Subcommittee Vice Chair, Senior Vice President, Lincoln Property Company</p>	BOURBON STEAK LOBBY LEVEL
<b>Choose from one of these four Business Issues Forums:</b>	<p><b>Business Development Opportunities</b> <i>(limited to 20 CREs)</i>  <i>Discussion Leaders:</i> <b>Robert Griswold, CRE</b>, President, Griswold Real Estate Management, Inc. and <b>Joseph Neverauskas, CRE</b>, Senior Vice President, Equus Capital Partners  A candid, dynamic networking opportunity addressing business opportunities, development skills, techniques, and lessons learned.</p>	
	<p><b>Public/Private Partnerships: The 11<sup>th</sup> Street Bridge Park – Impacts and Planning of the 11<sup>th</sup> Street Bridge Project</b>  <i>Discussion Leaders:</i> <b>Stan Jackson</b>, President, Anacostia Economic Development Corporation; <b>Scott Kratz</b>, Director, 11<sup>th</sup> Street Bridge Project; <b>Oramenta Newsome</b>, Vice President, LISC DC; and <b>Joseph Suntum, Esq., CRE</b>, Principal, Miller, Miller &amp; Canby, Chartered  The 11<sup>th</sup> Street Bridge Park will be an elevated park spanning the Anacostia River and connecting the communities of Capital Hill and Anacostia, which have long been divided. The spectacular nature of the park will undoubtedly drive property values up and risk displacing the residents of the very communities that the project is envisioned to advance. As Scott Kratz notes, “If the people who helped to shape this Project can no longer afford to live there, we have failed.”</p>	
	<p><b>Trends and Outlooks: Obsolescence</b>  <i>Discussion Leaders:</i> <b>Douglas Poutasse, CRE</b>, Executive Vice President, Head of Strategy and Research, Bentall Kennedy and <b>Edward Turner, CRE</b>, Director of Valuation, MetLife Insurance Company  What do you do with obsolete buildings constructed in the ‘70s and ‘80s? What are the new vs. old standards for industrial and office properties? Why have older spaces become so obsolete? What new uses represent realistic options? The market is being driven by buyers and sellers, tenants and landlords. Transformation of antiquated corporate headquarters and office parks is changing to meet the needs of a new audience which operates differently. How will it impact the services you provide as a Real Estate Counselor?</p>	
	<p><b>Dark Store Methodology</b>  <i>Discussion Leader:</i> <b>Peter Korpacz, CRE</b>, President, Korpacz Realty Advisors, Inc.  CRE Pete Korpacz takes on the hottest topic in real estate tax assessment valuation and counseling. Topics include the pricing of big box stores in the real estate market, fee simple problem solutions, big box retailer dark store theories and issues, and a practical compromise solution that is fair to both retailers and assessment districts and is market supported. Join the discussion!</p>	DUMBARTON EVENTS LEVEL

## TUESDAY SEPTEMBER 27, 2016 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
8:30A—9:30A	International Committee meeting	SPIRIT LOBBY LEVEL
9:45A—11:00A	<p>General Session</p> <p><b>The Intersection of Public Policy and Real Estate</b></p> <p><i>Introductions:</i> <b>Charles Schilke, CRE</b>, Professor, Colvin Institute of Real Estate Development, University of Maryland</p> <p><i>Speaker:</i> <b>Jeff DeBoer</b>, President and CEO, The Real Estate Roundtable</p> <p><i>Moderator:</i> <b>Ken Riggs, CRE</b>, President, Situs RERC</p> <p><b>Jeff DeBoer</b> has been at the forefront of legislation affecting the real estate industry during the last thirty years. Who better to discuss the political climate and what it might mean for real estate?</p> <p><b>Ken Riggs</b> will pose questions to Jeff exploring who's up and who's down in the presidential race and why. What you should expect, if anything, in a lame duck congressional session. Will gridlock get better or worse? And what this all might mean for real estate.</p>	CORCORAN BALLROOM EVENTS LEVEL
11:15A—12:15P	<p>General Session</p> <p><b>ESG Market Primer: Corporate Sustainability, Energy Benchmarking, and Green Finance</b></p> <p><i>Speakers:</i> <b>Cliff Majersik</b>, Executive Director, IMT; <b>Chrissa Pagitsas</b>, Director, Green Financing, Fannie Mae Multifamily; and <b>David Pogue</b>, Global Director of Corporate Responsibility, CBRE</p> <p><i>Moderator:</i> <b>Nils Kok</b>, CEO, GRESB</p> <p>Real estate investment value is influenced by a mosaic of Environmental, Social, and Governance factors (ESG) including energy and water efficiency, waste generation, and stakeholder engagement. Building attributes affecting transportation access, employee productivity, and occupant health and well-being are also an important part of the mix. When integrated into investment analysis and decision making, ESG offers investors potential long-term performance advantages.</p> <p>This panel will address the business drivers of ESG within the private equity and REIT markets.</p>	CORCORAN BALLROOM EVENTS LEVEL
11:15A—12:15P	Strategic Planning Committee meeting *	ALGONQUIN EVENTS LEVEL
12:30P—2:00P	<p>Member Luncheon</p> <p><i>Presentation of Awards</i></p> <ul style="list-style-type: none"> <li>◆ CRE Committee Service Award</li> <li>◆ James D. Landauer/John R. White Award</li> </ul>	CORCORAN BALLROOM EVENTS LEVEL



† TICKETED EVENT

\* CLOSED

## TUESDAY SEPTEMBER 27, 2016 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
2:00P—3:00P	External Affairs Committee meeting	DUMBARTON EVENTS LEVEL
2:15P—3:00P	<i>Real Estate Issues</i> Editorial Board meeting	CONSERVATORY EVENTS LEVEL
2:15P—3:30P	General Session <b>Cyber Security: How To Protect Yourself and Your Real Estate</b> <i>Speakers:</i> <b>Scott Homa</b> , Senior Vice President, Market Research, JLL and <b>Simone Petrella</b> , Chief Cyberstrategy Officer, CyberVista <i>Moderator:</i> <b>Robert Griswold, CRE</b> , President, Griswold Real Estate Management, Inc.  How do you keep a 50-story building in a major metropolitan area safe? What should you look for when leasing or purchasing a building to ensure its security? These panelists will discuss how to advise tenants in order to protect themselves and their buildings from an infrastructure breach and related threats to the properties they own or lease.	CORCORAN BALLROOM EVENTS LEVEL
3:45P—5:00P	General Session <b>Real Estate and the Economy: Chaos Driven?</b> <i>Speaker:</i> <b>KC Conway, CRE</b> , Senior Vice President - Credit Risk Management, SunTrust Banks, Inc. <i>Moderator:</i> <b>Deborah Nisson, CRE</b> , Investment Services Analyst, Ullico Investment Company, Inc.  Industry Prophet <b>KC Conway</b> will share his views on the macro economy and why real estate and the economy are chaos driven these days. There is Brexit, the CMBS shut down, continued “downshift” of the economy, the elections, and the Fed, just to name a few! How close are we to the next real estate slump? Already, there is a housing crisis and inventory shortages.  Certainty and confidence have taken a beating over the past decade as a lackluster post-recession economy disproved a series of bedrock assumptions. KC rates the 2016 US Economy “E” for erratic and explores the challenges of accurately forecasting market conditions in 2017. What’s your take on the subject?	CORCORAN BALLROOM EVENTS LEVEL
4:00P—6:00P	Budget & Finance Committee meeting *	GEORGE WASHINGTON LOBBY LEVEL
5:00P—5:30P	<b>CRE Consulting Corps Open House</b>  Join CRE Consulting Corps panelists and committee members who served on recent Consulting Corps assignments to learn more about the groups CRE partnered with and the work, challenges, and successes that were accomplished. Get a preview of what is in the pipeline, and discuss how serving on a Consulting Corps panel promotes the CRE brand . . . and yours!  <i>Hosted by Consulting Corps Co-Chairs Jaqueline Buhn, CRE, and Maura Cochran, CRE</i>	CORCORAN BALLROOM EVENTS LEVEL

## TUESDAY SEPTEMBER 27, 2016 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
5:00P—6:00P	Education Committee meeting	ALGONQUIN EVENTS LEVEL
6:00P—8:00P	<b>Farewell Reception</b>  Take this opportunity to connect one more time with fellow attendees. You will enjoy complimentary pre-dinner cocktails, hors d'œuvres, and excellent company before you embark on your evening plans.  The highlight of the evening is a performance by the <i>Capitol Steps</i> , created by a group of Senate staffers who set out to satirize the very people and places that employed them; today, the performers have worked in a total of eighteen Congressional offices and represent 62 years of collective House and Senate staff experience.  <b>Their motto, “We put the MOCK in democracy!”</b>	DUMBARTON EVENTS LEVEL  
SPONSORED BY  		
9:30P—11:30P	<b>Chair's Hospitality Suite</b>  You are welcome to stop by the Chair's Hospitality Suite for conversation, fun, and an after dinner drink. <i>Registered CREs, Spouses, and guests are invited.</i>	ROOM 317 3RD FL EAST

## WEDNESDAY SEPTEMBER 28, 2016

BEGINS-ENDS	EVENT	LOCATION
7:00A—10:00A	Registration Open	SMITHSON EVENTS LEVEL
7:00A—9:30A	Buffet Breakfast	SALON B EVENTS LEVEL
8:30A—10:15A	Executive Committee Meeting *	GEORGE WASHINGTON LOBBY LEVEL
10:30A—12:30P	2016 Board of Directors Meeting	SALON A EVENTS LEVEL
12:30P—1:00P	Annual Membership meeting <i>Open to all CRE members</i>	SALON A EVENTS LEVEL
1:00P	Buffet Lunch	SALON B EVENTS LEVEL

† TICKETED EVENT

\* CLOSED SESSION

## THANK YOU TO THE DC PLANNING TEAM

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**Anthony DellaPelle, CRE, Esq.**

Education Committee Co-Chair

**Eileen Marrinan**, Education Committee Vice Chair

**Robert Griswold, CRE**

Education Committee Co-Chair

**James Lee, CRE**, 2016 Chair of the Board  
**Deborah Nisson, CRE**, Local Program Chair  
**Joseph Neverauskas, CRE**, Business Issues

Subcommittee Chair

**John Hentschel, CRE**

**Will McIntosh, CRE**

**Joseph Suntum, Esq., CRE**

**Monica Hagewood**, Liaison Vice Chair

**Charles Schilke, CRE**, Local Program Vice Chair

**Donald Bouchard, CRE**, Business Issues

Subcommittee Vice Chair

**Greg Leisch, CRE**

**Chris Miers, CRE**

**Daniel Winters, CRE**

## THANK YOU TO THE CRE COMMITTEE MEMBERS

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### CRE 2016 EDUCATION COMMITTEE

**Anthony DellaPelle, CRE, Esq.**, Co-Chair

**Robert Griswold, CRE**, Co-Chair

**Eileen Marrinan**, Vice Chair

**Monica Hagewood**, Liaison Vice Chair

**Michael MaRous, CRE**

**Will McIntosh, CRE**

**Deborah Nisson, CRE**

### CRE 2016 BUSINESS ISSUES SUBCOMMITTEE

**Joseph Neverauskas, CRE**, Chair

**Donald Bouchard, CRE**, Vice Chair

**Monica Hagewood**, Liaison Vice Chair

**Peter Burley, CRE**

**KC Conway, CRE**

**Alan Hembel, CRE**

## THE COUNSELORS OF REAL ESTATE® 2016 LEADERSHIP

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**James Lee, CRE**

Chair of the Board

**Scott Muldavin, CRE**

First Vice Chair

**Joseph Nahas, CRE**

Second Vice Chair

**Monica Hagewood, CRE**

Liaison Vice Chair

**Martha Heric, CRE**

Liaison Vice Chair

**Marc Thompson, CRE**

Liaison Vice Chair

**Mary Walker Fleischmann**

President & CEO

# GENERAL INFORMATION

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## THE FOUR SEASONS

Phone: (202) 342-0444

Fax: (202) 944-2076

## REGISTRATION HOURS

**ROOM: SMITHSON, EVENTS LEVEL**

**EXT. 2328**

Sunday, September 25	8:00 am – 5:00 pm
Monday, September 26	7:00 am – 6:00 pm
Tuesday, September 27	7:00 am – 6:00 pm
Wednesday, September 28	7:00 am – 10:00 am

## BUSINESS CENTER

The Business Center is located on the Lobby level. Open 24 hours for self service. For assistance, please see the concierge.

## IN CASE OF EMERGENCY

In an emergency, contact the hotel operator or call 911.

## WiFi AND INTERNET ACCESS

Detailed information on accessing WiFi and the Internet is in your Registration Packet.

## Cyber Café – Messages, Email, and Internet Access

The “Cyber Café” is located in the CRE Registration Office. All registered attendees will have access to a computer and printer during Registration hours for email, Internet access, and their printing needs.

## TO ACCESS THE EVENTS LEVEL

**Via Stairs:** Directly adjacent to a large floral display in front of Bourbon Steak, please take the staircase down two levels to the events level floor.

**Via Elevator:** The single bank of events level elevator on the lobby level is located between the east wing guest room elevators and the lobby itself.

## TO ACCESS GEORGE WASHINGTON

A flyer in your registration packet includes information on how to access the George Washington Room.

## † TICKETED EVENTS

If you are attending a ticketed event, your ticket will be provided with your badge at Registration. See the ticket back for important information. To purchase a ticket: Go to the CRE Registration Office. Some tickets are limited because of space constraints. We recommend purchasing tickets early.

## OFFSITE TOURS AND EVENTS

All events are within walking distance. A flyer in your registration packet includes addresses and walking directions to all events.

On the back of your ticket, you will find the address of the venues for your smart phone map app. Depending on the weather, a jacket or umbrella may be necessary.

## ATTIRE

### Development Tour:

Casual business attire, comfortable walking shoes. The boat is “open” so dress for the weather.

### Welcome & Farewell Cocktail Receptions:

Attire appropriate for your dinner or evening entertainment plans. The reception will be indoors and outdoors, weather permitting; please dress accordingly.

### Chair's Dinner:

Cocktail, “after-five,” or black tie/evening attire (optional). *Ties not necessary for men.*

### General Session Attire:

Business casual.

### Spouse/Guest Event:

Smart, casual attire (slacks or casual skirts or dresses) and comfortable walking shoes. Participants will walk to each location. Dress for the weather.

**SAVE THE DATE!**  
**THE COUNSELORS' UPCOMING MEETING**



**2017 Midyear Meetings: Los Angeles**  
**May 21-24**  
**JW Marriott**

**STAY TUNED FOR DATES AND HOTELS**

**2017 Annual Convention**  
**Fall 2017**  
**Montréal, QC, Canada**

**2018 Midyear Meetings**  
**Spring 2018**  
**Chicago, IL**

**2018 Annual Convention**  
**Fall 2018**  
**Charleston, SC**

**PLAN TO ATTEND!**



# THANK YOU TO OUR SPONSORS

## PLATINUM LEVEL



## GOLD LEVEL



## SILVER LEVEL



## CONTRIBUTING LEVEL

## HOSPITALITY



## BREAKFASTS



## WELCOME LUNCHEON



## DEVELOPMENT TOUR



## PRESENTATION



## WELCOME RECEPTION

STEVEN & BARBARA  
LEADER