



Chicago 2018 Midyear Meetings
April 29-May 1
LondonHouse Chicago
9.25 hours

SESSION DESCRIPTIONS
Disruptive Forces
... Impacting Commercial Real Estate

Disruptors are opportunities. When real estate is in flux, commercial real estate experts see creative possibilities. A hot button issue for almost every executive today, it's no surprise commercial real estate decision makers are paying close attention to how disruptors will transform their businesses.

The Chicago 2018 Midyear Meetings will address current and upcoming disruptors that will affect you, your business, and your clients and their businesses.

Change your routine! Get out of the office! Join us in Chicago.

"It is not the strongest of the species that survive,
nor the most intelligent,
but the most responsive to change."
- Charles Darwin

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Sunday, April 29

6:00P-8:00P Welcome Reception † LondonHouse

Monday, April 30

8:00A-9:00A Opening Breakfast

9:00-9:30A **Opening Keynote: Welcome to Chicago!** 0.5 hours

Welcome Address

Joseph Nahas, Jr., CRE, 2018 Chair of the Board

Welcome to Chicago!

Introduction: **Michael MaRous, CRE**, President, MaRous & Company

Speaker: **David Reifman**, Commissioner, Department of Planning and Development, the City of Chicago

A native Chicagoan, Commissioner **David Reifman** is responsible for leading the department's Housing, Economic Development, and Planning & Zoning bureaus while fostering community improvement projects and initiatives throughout the city. He will welcome attendees to the 2018 Midyear Meetings and share insights about Chicago's ambitious goals for neighborhood growth.

9:30A-10:45A General Session #1 1.25 hours
TOPIC: **The Exponential Future of Everything**

Speaker:

Geoffrey Kasselmann, SIOR, LEED AP, Executive Managing Director, Newmark Knight Frank, and Founder/CEO, Op2mize Energy

Moderator:

KC Conway, CRE, Director of Research & Corporate Engagement, Culverhouse College of Commerce - Alabama Center for Real Estate

We all know the world – its technology, developments, new inventions – are changing faster than ever before. This is transforming how we live, work, and play. But specifically, how is this affecting the demand for commercial real estate? Where will the future opportunities come from? What are the insights and business prospects that will come with these changes? And... most importantly... are you and your business, and your clients, ready?

Join futurist **Geoff Kasselmann**, and CRE's very own **KC Conway**, in a highly charged interactive discussion of what we might expect to realize in 3 years, 10 years, 20 years, and what happens when these disruptive changes converge over time.

Monday, April 30, cont'd.

10:45A-11:00A Networking Break

11:00A-12:15P General Session #2

1.25 hours

TOPIC: **A Regional Market Review - The Live-Work-Play Neighborhoods**

Speakers:

James Postweiler, Managing Director, JLL

Lawrence Yun, Chief Economist and Senior Vice President, Research, NAR

Moderator:

Joseph Neverauskas, CRE, Senior Vice President, Equus Capital Partners, LTD.

Suburban Living versus Urban Living. Are the millennials moving out of the city, as the baby boomers move in? What's important to investors these days and are all office users choosing urban space? Why are contrarians looking at suburbia? While demographics are shifting, being connected is still important – you must develop live-work-play communities, no matter where they are located. There are a lot of statistics out there and Jim Postweiler and Lawrence Yun will share with you their interpretation of this data.

12:30P-1:45P Welcome Luncheon

Introduction of New Members and the James Felt Creative Counseling Award

Julie Melander, CRE, 2019 Chair of the Board

2:00P-3:15P General Session #3

1.25 hours

TOPIC: **2018/2019 Top Ten Real Estate Issues**

Speakers:

Deborah Cloutier, CRE, President, RE Tech

William Kinn, CRE, Partner, Kinn Real Estate Counselors, LLC

Andrew Warren, CRE, Director, Real Estate Research, PricewaterhouseCoopers

Moderator:

Hugh Kelly, Ph.D., CRE, Special Advisor, Fordham University Real Estate Institute At Lincoln Center

Disruptions in the world...lead to disruptions in real estate...lead to a new CRE Top Ten Issues List for 2018/2019. The External Affairs Committee is seeking to identify the issues which will have the greatest impact on real property over the next year – and beyond. This interactive session, with live voting, promises to elicit spirited debate, discussion, and disagreement.

But what should be ranked #1? What do YOU predict to be the driving forces which are affecting real estate, society and the world at large – and why? Weigh in with YOUR opinion, and see how the issues rank after the vote.

3:15P-3:30P Networking Break

Monday, April 30, cont'd.

CHOOSE FROM ONE OF THESE TWO SESSIONS:

3: 45P-4:45P General Session #4A

1.25 hours

TOPIC: **Intermodal Issues Affecting Real Estate**

Speaker:

James Martell, CEO, Logistics Property Company

Moderator:

Michael MaRous, CRE, President, MaRous & Company

Fast, Reliable, Easy to Use, Affordable, and Secure. This is what you need your transportation processes to exemplify. How do you get there? How do you incentivize major companies to your logistics facility? What is driving the transportation industry? Your system must be nimble and quick, while taking into consideration the impacts of costs, traffic, and timing.

To succeed, you must improve supply chain infrastructure, locally and globally, to appeal to the most dynamic retailers, manufacturers, and third-party logistics companies. Efficiency is key!

OR

3: 45P-4:45P General Session #4B

1.25 hours

TOPIC: **Data Disruption: It's All Data, It's just Data**

BIG & Little Data: A look at where we are and where we might be...

Speakers:

Susanne Cannon, Ph.D., CRE, Managing Principal, Cannon-Affiliates

Karl Heitman, CEO, Founder & President, Heitman Architects

The DATA Age is disrupting daily life, and will have profound effect on reshaping our cities. Join in the conversation about how digital connectivity, data collection from the IoT (Internet of Things), AI (Artificial Intelligence), and Predictive Analytics will impact commercial real estate and the urban environment. Topics that will be explored are:

- The definition of Work: data driven workforce design and management
- Transaction Management, from site selection through lease up
- The Supply Chain
- Design / Construction / Operations / Facility Management
- Integrated and Standardized data and Outcomes

6:30P-8:30P Evening Reception †

Chicago Architecture River Cruise Reception

Docent:

Mary Ludgin, Managing Director and Director of Global Investment Research, Heitman

Tuesday, May 1

8:00A-9:30A Business Issues Breakfast Forums
Choose from one of these four

EACH: **1.5 hours**

- **Impact of the New Tax Act: Commercial Real Estate Issues**

Discussion Leader: Terri Johnson, CRE, Managing Partner, Capstan Tax Strategies

Is the new Tax Cut and Jobs Act (TCJA) a boom to commercial real estate professionals? According to most experts, real estate was one of the industries that did well under the tax reform bill, but the new law doesn't make tax planning any easier. The new law is offering some benefits to those who own commercial real estate, in the many areas: mortgage interest, cost recovery, pass through taxation, and others.

There are a host of intriguing impacts expected to play out in the commercial real estate sector. Does the Act represent a unique opportunity for investors to reconsider their portfolios in order to ensure they fully capitalize on new tax laws and maximize return on equity? Join this lively discussion how you and your clients can take advantage of this new Act.

- **Technology Disruptions – Bitcion, Blockchain, and What This Means for Real Estate...**

Discussion Leader: Todd Jones, CRE, Principal, RealAdvice

It seems like blockchain is all the rage these days. The emerging technology, which started out as the backbone of Bitcoin, is now being used across dozens of different industries, from tech to healthcare to real estate. As with any new technology, it's difficult to truly envision exactly how blockchain will disrupt the real estate industry; but it will. The early signs are here and we can see the initial trends, but predicting the future is difficult.

Join the discussion - how will disruptive technologies shake up your business and clients?

Tuesday, May 1, cont'd

8:00A-9:30A Business Issues Breakfast Forums, cont'd.

EACH: **1.5 hours**

- **CECL: Current Expected Credit Loss**

Discussion Leader: **Thomas Fink, CRE**, Senior Vice President, Managing Director, Trepp, LLC

The Financial Accounting Standards Board's newly finalized Current Expected Credit Loss Accounting standard, also known as CECL, represents the biggest change to bank accounting ever. CECL will be implemented in December 2019 and dealmakers will face financial impacts and valuation impacts that should be considered anytime a new investment is being evaluated.

Banks and bank holding companies are beginning to assess their ability to comply with the impending CECL accounting standards. CECL will change the way banks calculate reserves on some of their assets, such as financial instruments kept at amortized cost like loans, leases, and held-to-maturity debt securities. To benchmark and fine-tune loss methodologies for CECL, the key for banks will be a four-letter word: data.

Be ahead of the curve. Be prepared. Partake in this discussion.

- **Using Technology in the Court Room or Boardroom: Part II**

Discussion Leaders:

Anthony DellaPelle, Esq., CRE, Shareholder/Partner, McKirdy, Riskin, Olson & DellaPelle, P.C.

Michael MaRous, CRE, President, MaRous & Company

Michael Ryan, Esq., CRE, Ryan and Ryan

Old School versus High Tech – which is most effective? Back by popular demand, this interactive session continues and follows the roundtable discussion held at our annual meeting last fall in Montréal, and will include presentations which use technology and demonstrative evidence to help understand and solve real property issues and solutions. Whether used in litigation or in meetings or boardrooms, making effective presentations can persuade your audience to agree with the points you are trying to enforce. Examples will include visual presentations concerning current and recent real estate projects in the Chicago area from our Discussion Leaders.

9:45A-10:00A Networking Break

Tuesday, May 1, cont'd

10:00A-12:15P Development Tours
Choose from 2 Development Tours

EACH: **2.25 hours**

Sterling Bay-Fulton Market-Google Offices

Tour Guide: **Joseph Neverauskas, CRE**, Senior Vice President, Equus Capital Partners

Based in Chicago, Sterling Bay is the next generation of real estate — developers, investors, builders, innovators. It reinvents buildings and help companies enhance their brands. Recently, it has added another piece to the land puzzle it's putting together along the North Branch of the Chicago River, in another step toward its vision of creating a 70-acre mixed-use campus along the river. Sterling spearheads renovation of Fulton Market, Chicago's hottest neighborhood and the newest live-work-play area. It is also home to Google's newest offices.

On this Tour, participants will be transported to the Fulton Market area and get a behind-the-scenes look at the development of this area, including the Google Offices.

Behind the Scenes at The LondonHouse and Apple

Tour Guides: **John Rutledge**, Founder, President & CEO, Oxford Capital Group, LLC
Zeller Realty Group

Tour participants will enjoy a behind the scenes look at the development of both the LondonHouse Hotel, as we'll as the new Apple Store. A hotel-real estate entrepreneur and private equity investor, John Rutledge, will discuss Oxford's Magnificent Mile developments. You will get a behind-the-scenes look at how this historic building underwent a comprehensive redevelopment; the transformation of this architecturally stunning property created a 452 room high-design, luxury lifestyle hotel.

Then, the developer and owner of the new Apple Store will give you a history of the site and story of its development – thrillingly transparent, elegantly understated and a boon to the city's riverfront. After the presentation or at your leisure you can take a stroll through the store.

12:30P-1:30P Member Luncheon

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