

A photograph of the Chicago skyline featuring several tall skyscrapers. In the foreground, a river flows with two boats: a yellow one in the lower left and a white one in the lower right. The sky is overcast.

2018 MIDYEAR MEETINGS ★ CHICAGO ★ APRIL 29 - MAY 1

DISRUPTIVE FORCES

...Impacting Commercial Real Estate

ONSITE GUIDE



THE COUNSELORS
OF REAL ESTATE®

#CREChicago2018

SCHEDULE AT A GLANCE

SUNDAY APRIL 29, 2018

BEGINS-ENDS	EVENT	LOCATION
8:00A-NOON	CRE Foundation Strategic Planning Meeting*	AMBIA—21ST FLOOR
NOON-6:00P	Registration Open	TRACY—3RD FLOOR
6:00P-8:00P	Welcome Reception: <i>LondonHouse Chicago</i> †	ÉTOILE—21ST FLOOR

MONDAY APRIL 30, 2018

BEGINS-ENDS	EVENT	LOCATION
7:00A-5:00P	Registration Open	TRACY—3RD FLOOR
7:00A-8:00A	Ethics Committee meeting*	HENRY—3RD FLOOR
7:00A-8:00A	Membership Development and Chapter Activities Committees – Joint meeting	RONAN—3RD FLOOR
8:00A-9:00A	Opening Breakfast Buffet	JULIETTE—3RD FLOOR
9:00A-9:30A	Welcome Address Joseph Nahas, Jr., CRE , 2018 Chair of the CRE Board Opening Keynote: Welcome to Chicago!	JULIETTE—3RD FLOOR
9:30A-10:45A	The Exponential Future of Everything	JULIETTE—3RD FLOOR
10:45A-11:00A	Networking Break	JULIETTE FOYER
11:00A-12:15P	A Regional Market Review - The Live-Work-Play Neighborhoods	JULIETTE—3RD FLOOR
12:15P-12:30P	Networking Break	JULIETTE FOYER
12:30P-1:45P	Welcome Luncheon <i>Introduction of New Members</i> <i>Presentation of the James Felt Creative Counseling Award</i>	JULIETTE—3RD FLOOR
12:30P-1:45P	Past Chairs' Luncheon*	HENRY—3RD FLOOR
2:00P-3:30P	2018/2019 Top Ten Issues Affecting Real Estate	JULIETTE—3RD FLOOR
3:30P-3:45P	Networking Break	JULIETTE FOYER
3:45P-5:00P	CONCURRENT SESSIONS <i>Please choose one:</i> I. Data Disruption: It's All Data, It's Just Data II. Intermodal Issues Affecting Real Estate	WHISTLER—CONCOURSE JULIETTE—3RD FLOOR
6:00P-8:00P	Evening Reception: <i>Chicago River Architecture Cruise</i> †	OFFSITE
9:30P-11:30P	Chair's Hospitality Suite <i>with CRE's Sound Counsel Band</i>	ÉTOILE—21ST FLOOR

TUESDAY MAY 1, 2018

BEGINS-ENDS	EVENT	LOCATION
7:00A-1:00P	Registration Open	TRACY—3RD FLOOR
7:00A-8:00A	Budget & Finance Committee meeting*	RONAN—3RD FLOOR
8:00A-9:30A <i>BREAKFAST AVAILABLE AT 7:30A</i>	Business Issues Forums <i>Choose one of these Forums:</i> <ul style="list-style-type: none"> ◆ CECL: Current Expected Credit Loss ◆ Impact of the New Tax Act: Commercial Real Estate Issues ◆ Using Technology in the Court Room or Board Room 	JULIETTE B—3RD FLOOR WHISTLER—CONCOURSE JULIETTE A—3RD FLOOR
9:30A-10:00A	Networking Break	JULIETTE FOYER
10:00A-12:15P	Development Tour <i>Choose one of these Tours:</i> <ul style="list-style-type: none"> ◆ Sterling Bay-Fulton Market-Google Offices ◆ Behind the Scenes at The LondonHouse and Apple 	OFFSITE GUILLORY—5TH FLOOR
12:30P-1:30P	Member Luncheon	WHISTLER—CONCOURSE
12:30P-2:00P	Executive Committee meeting *	HENRY—3RD FLOOR
2:15P-4:00P	2018 Board of Directors meeting	JULIETTE—3RD FLOOR
4:00P-6:00P	Chair's Farewell Reception	ÉTOILE—21ST FLOOR



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PROGRAM DETAILS

SUNDAY APRIL 29, 2018

BEGINS-ENDS	EVENT	LOCATION
NOON-6:00P	Registration Open	TRACY— 3RD FLOOR
6:00P-8:00P	Welcome Reception: <i>LondonHouse Chicago</i> † Welcome to Chicago, home of Counselor headquarters. On the 21st floor of the LondonHouse Hotel is a room with floor to ceiling windows and surrounding terrace, offering stunning views of the Chicago River and the world class architecture which lines both banks. There will be plenty of delicious food, but feel free after the reception to explore Chicago's eclectic dining scene with your CRE colleagues.	ÉTOILE— 21ST FLOOR

MONDAY APRIL 30, 2018

BEGINS-ENDS	EVENT	LOCATION
7:00A-5:00P	Registration Open	TRACY— 3RD FLOOR
7:00A-8:00A	Ethics Committee meeting*	HENRY— 3RD FLOOR
7:00A-8:00A	Membership Development and Chapter Activities Committees – Joint meeting	RONAN— 3RD FLOOR
8:00A-9:00A	Opening Breakfast Buffet	JULIETTE— 3RD FLOOR
9:00A-9:30A	Opening Keynote: Welcome to Chicago! Welcome Address Joseph Nahas, Jr., CRE , 2018 Chair of the CRE Board of Directors Welcome to Chicago! <i>Introduction:</i> Michael MaRous, CRE , President, MaRous & Company <i>Speaker:</i> David Reifman , Commissioner, Department of Planning and Development, the City of Chicago A native Chicagoan, Commissioner David Reifman leads the City of Chicago's Department of Planning and Development, while fostering community improvement projects and initiatives throughout Chicago. He welcomes attendees to the 2018 Midyear Meetings, sharing insights about the city's ambitious goals for neighborhood growth.	JULIETTE— 3RD FLOOR

MONDAY APRIL 30, 2018 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
9:30A-10:45A	<p>The Exponential Future of Everything <i>Speaker:</i> Geoffrey Kasselmann, SIOR, LEED AP, Executive Managing Director, Newmark Knight Frank and Founder/CEO, Op2mize Energy <i>Moderator:</i> KC Conway, CRE, Director of Research & Corporate Engagement, Culverhouse College of Commerce - Alabama Center for Real Estate</p> <p>We all know the world – its technology, business models, and lifestyles – is changing faster than ever before, transforming how we live, work, and play. How are these changes affecting demand for commercial real estate? Where are the future opportunities? What are the insights and business prospects that will come with these changes? And...most importantly...are you, your business, and clients, ready to embrace these new norms?</p> <p>Join futurist Geoff Kasselmann, and CRE's very own KC Conway, in a highly charged interactive discussion of what we can expect in 3 years, 10 years, 20 years...and beyond. What happens when these disruptive changes converge over time?</p>	JULIETTE— 3RD FLOOR
11:00A-12:15P	<p>A Regional Market Review - The Live-Work-Play Neighborhoods</p> <p><i>Speakers:</i> James Postweiler, Managing Director, JLL and Lawrence Yun, Chief Economist and Senior Vice President, Research, National Association of Realtors® <i>Moderator:</i> Joseph Neverauskas, CRE, Senior Vice President, Equus Capital Partners, Ltd.</p> <p>Suburban Living versus Urban Living. Are the millennials moving out of the city, as the baby boomers move in? What's important to today's investors and do businesses still favor urban space? Why are contrarians looking at suburbia? While demographics are shifting, connectivity remains important to the well designed live-work-play community, no matter where it is located. We are virtually swimming in statistics these days. Jim Postweiler and Lawrence Yun share their highly informed, personal interpretation of the data.</p>	JULIETTE— 3RD FLOOR
12:30P-1:45P	<p>Welcome Luncheon</p> <p><i>Introduction of New Members</i> Julie Melander, CRE, Chair Elect of the CRE Board of Directors</p> <p><i>Presentation of the James Felt Creative Counseling Award</i> Alyce DeJong, CRE, Chair, James Felt Creative Counseling Award Committee</p>	JULIETTE— 3RD FLOOR

MONDAY APRIL 30, 2018 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
2:00P-3:30P	<p>2018/2019 Top Ten Issues Affecting Real Estate</p> <p><i>Speakers:</i> Deborah Cloutier, CRE, President, RE Tech Advisors, Inc.; William Kinn, CRE, Partner, Kinn Real Estate Counselors, LLC; and Andrew Warren, CRE, Director, Real Estate Research, PricewaterhouseCoopers</p> <p><i>Moderator:</i> Hugh Kelly, Ph.D., CRE, Special Advisor, Fordham University Real Estate Institute at Lincoln Center</p> <p>Disruptions in the world...lead to disruptions in real estate...lead to a new CRE Top Ten Issues List for 2018/2019. CRE's External Affairs Committee, with your help, will identify the issues predicted to 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.</p> <p>What do YOU foresee to be the driving forces which are affecting real estate, society, and the world at large – and why? This lively debate will elicit cheers, jeers, laughter, and maybe even a squabble or two. Suffice to say it won't be dull! Weigh in with YOUR opinion, and see if you agree with your colleagues.</p>	JULIETTE— 3RD FLOOR

FUTURE CRE MEETINGS: SAVE THE DATES!



**CRE European Chapter's
International Conference
June 7-8, 2018
Rome, Italy**



**2018 Annual Convention
October 21-24, 2018
Charleston, SC**

† TICKETED EVENT

* CLOSED SESSION

MONDAY APRIL 30, 2018 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
3:45P-5:00P	<p>CONCURRENT SESSIONS <i>Please choose one of the following sessions:</i></p> <p>I. Data Disruption: It's All Data, It's Just Data <i>BIG & Little Data: A look at where we are and where we might be...</i> <i>Speakers:</i> Susanne Ethridge Cannon, Ph.D., CRE, Managing Principal, Cannon-Affiliates and Karl Heitman, CEO, Founder & President, Heitman Architects</p> <p>The DATA Age is disrupting daily life, and is having profound effects on reshaping our cities. Join in the conversation 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.</p> <p>Topics to be explored include:</p> <ul style="list-style-type: none"> ◆ 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 <p>II. Intermodal Issues Affecting Real Estate <i>Speaker:</i> James Martell, CEO, Logistics Property Company <i>Moderator:</i> Michael MaRous, CRE, President, MaRous & Company</p> <p>Fast, Reliable, Easy to Use, Affordable, and Secure. Fundamental “must achieves” for today’s highly competitive transportation service firms. This is what you need your transportation services to provide. How does the service provider incentivize the customer to utilize its company? What is “Driving” the transportation industry? Systems must be nimble and quick while taking into consideration costs, traffic, and timing.</p> <p>Distribution and logistics have gone through tremendous transformation over the past 30 years. To succeed, a service provider must improve supply chain infrastructure, locally and globally, to appeal to retailers, manufacturers, third-party logistics companies, and a host of other customers. How are these companies achieving it and what does it mean to you?</p>	<p>WHISTLER— CONCOURSE</p> <p>JULIETTE— 3RD FLOOR</p>

MONDAY APRIL 30, 2018 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
6:00P-8:00P	<p>Evening Reception: <i>Chicago River Architecture Cruise</i> †</p> <p><i>Docent: Mary Ludgin, Ph.D., Managing Director and Director of Global Investment Research, Heitman and the Docent of Choice of Chicago's city and business leaders</i></p> <p>Enjoy what has been rated the #1 U.S. tour in America, Chicago's famous Architectural Boat Tour; ranking above New York's Statue of Liberty, the Hoover Dam helicopter trip, and the popular wine tastings of Napa Valley and Sonoma.</p> <p>You will be guided by Mary Ludgin – a prolific speaker known for her natural, self-deprecating wit, Mary is the docent that mayors, governors, and corporate leaders insist on when hosting visiting dignitaries.</p> <p>The two hour tour will not only include an array of heavy hors d'oeuvres and the incomparable company of fellow attendees, but unique insights into Chicago's history and architectural marvels.</p> <p>Afterward, there will still be time to enjoy a night “on the town.” The boat docks directly across the street from the LondonHouse – perfectly situated for whatever direction the evening takes you.</p>	<p>OFFSITE</p> <p>SEE TICKET BACK FOR DETAILS.</p>
9:30P-11:30P	<p>Chair's Hospitality Suite</p> <p>You are welcome to stop by the Chair's Hospitality Suite for conversation, fun, and an after dinner drink. CRE's own <i>Sound Counsel</i> band will play!</p> <p><i>Registered CREs, spouses, and guests are invited.</i></p>	<p>ÉTOILE— 21ST FLOOR</p>



† TICKETED EVENT

* CLOSED SESSION

TUESDAY MAY 1, 2018

BEGINS-ENDS	EVENT	LOCATION
7:00A-1:00P	Registration Open	TRACY— 3RD FLOOR
7:00A-8:00A	Budget & Finance Committee meeting *	RONAN— 3RD FLOOR
8:00A-9:30A <i>BREAKFAST AVAILABLE AT 7:30A</i> Choose from one of these three Business Issues Forums:	<p>Business Issues Forums with Buffet Breakfast Each Business Issues Forum is an informal, yet meaningful, opportunity for CREs to share experiences and pose questions.</p> <p>I. CECL: Current Expected Credit Loss <i>Discussion Leader:</i> Thomas Fink, CRE, Senior Vice President, Managing Director, Trepp, LLC</p> <p>The Financial Accounting Standards Board's newly finalized Current Expected Credit Loss Accounting Standard, CECL, represents the biggest change to bank accounting ever. Scheduled for implementation in December 2019, dealmakers will face financial and valuation impacts that should be considered anytime a new investment is under consideration. Banks and bank holding companies are beginning to assess their ability to comply with the impending CECL accounting standards. 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. Join this discussion.</p> <p>II. Impact of the New Tax Act: Commercial Real Estate Issues <i>Discussion Leader:</i> Terri Johnson, CRE, Managing Partner, Capstan Tax Strategies</p> <p>Is the new Tax Cut and Jobs Act (TCJA) a boom to commercial real estate professionals? Some experts believe that real estate fared well under these new provisions. Others disagree. While others believe the most significant benefit of the new legislation is in retention of certain special advantages, traditionally awarded property owners and investors. Discuss the ups and downs, and highs and lows, of what is in store for real estate now and going forward.</p> <p>III. Using Technology in the Court Room or Board Room: Part II <i>Discussion Leaders:</i> Anthony DellaPelle, Esq., CRE, Shareholder/Partner, McKirdy, Riskin, Olson & DellaPelle, P.C.; Michael MaRous, CRE, President, MaRous & Company; and Michael Ryan, Esq., CRE, Ryan and Ryan</p> <p>Old School versus High Tech – which is most effective? Whether used in litigation or in meetings or board rooms, 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 from our Discussion Leaders.</p>	<p>JULIETTE B— 3RD FLOOR</p> <p>WHISTLER— CONCOURSE</p> <p>JULIETTE A— 3RD FLOOR</p>

TUESDAY MAY 1, 2018 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
10:00A-12:15P	<p>DEVELOPMENT TOURS <i>Tour participants previously chose from two tours:</i></p> <p>I. Sterling Bay-Fulton Market-Google Offices SOLD OUT <i>Tour Guides:</i> John Gavin, Principle, Sterling Bay and Joseph Neverauskas, CRE, Senior Vice President, Equus Capital Partners, Ltd.</p> <p>Based in Chicago, Sterling Bay is the next generation of real estate developers. It reinvents buildings and helps 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 realizing its vision of 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.</p> <p>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.</p> <p>II. Behind the Scenes at The LondonHouse and Apple <i>Tour Guides:</i> John Rutledge, Founder, President & CEO, Oxford Capital Group, LLC; Chris Baker, Director of Asset Management, Zeller Realty Group; Jan Goldsmith, Director of Development, Zeller Realty Group; Howard Myer, Chicago Market Leader, Zeller Realty Group; and Robert Six, Principal/Chief Operating Officer, Zeller Realty Group</p> <p>Tour participants will enjoy a behind the scenes look at the development of both the LondonHouse Hotel, as well 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 to become an architecturally stunning, 452 room high-design, luxury lifestyle hotel.</p> <p>Next...representatives of the Zeller Realty Group, the developer and owner of the new Apple Store, will provide a historic overview of the site and share the story of its development – thrillingly transparent, elegantly understated, and a boon to the city's riverfront. After the presentation, or at your leisure, we encourage you to take a moment to stroll through this dramatic shopping mecca.</p>	<p>OFFSITE</p> <p>SEE TICKET BACK FOR DETAILS.</p> <p>GUILLORY— 5TH FLOOR</p>

TUESDAY MAY 1, 2018 (CONTINUED)

BEGINS-ENDS	EVENT	LOCATION
12:30P-1:30P	Member Luncheon	WHISTLER— CONCOURSE
12:30P-2:00P	Executive Committee meeting *	HENRY— 3RD FLOOR
2:15P-4:00P	2018 Board of Directors meeting	JULIETTE— 3RD FLOOR
4:00P-6:00P	Chair's Farewell Reception Enjoy one last chance to mingle with CRE friends before the Annual Convention in Charleston, SC, October 21 – 24, 2018 in the Chair's Suite. Have a drink and a bite to eat before heading home.	ÉTOILE— 21ST FLOOR

THE COUNSELORS **2018 LEADERSHIP**

Joseph Nahas, Jr., CRE
Chair of the Board

Julie Melander, CRE
First Vice Chair

Michel Couillard, CRE
Second Vice Chair

Marie-Noelle Brisson, CRE
Liaison Vice Chair

Frederick Campbell, CRE
Liaison Vice Chair

KC Conway, CRE
Liaison Vice Chair

Mary Walker Fleischmann
President & CEO

THANK YOU TO THE **CHICAGO PLANNING TEAM**

Monica Hagewood, CRE
Program Steering Committee Chair

Michael Silverman, CRE
Program Steering Committee Vice Chair

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

KC Conway, CRE
Liaison Vice Chair

Michael MaRous, CRE
Local Program Chair

Joseph Neverauskas, CRE
Local Program Vice Chair

Victor Calanog, Ph.D., CRE
External Affairs Committee Chair

Hugh Kelly, Ph.D., CRE
External Affairs Committee Vice Chair

Charles Brigden, CRE
Anthony DellaPelle, Esq., CRE
Gail Lissner, CRE

GENERAL INFORMATION

LONDONHOUSE CHICAGO

Phone: (312) 357-1200

REGISTRATION HOURS

ROOM: TRACY – 3RD FLOOR

Sunday, April 29	Noon – 6:00P
Monday, April 30	7:00A – 5:00P
Tuesday, May 1	7:00A – 1:00P

HOTEL INFORMATION

The LondonHouse features Destination Elevators. Simply type your guestroom floor number into the Key Pad and await an elevator assignment. Each elevator is labeled with a letter above it (A, B, C, D, E, & F) and your designated elevator is pre-programmed to escort you to your guest floor.

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 any printing needs.

MIDYEAR MEETINGS MOBILE GUIDE

Detailed information on accessing the mobile meeting app for the 2018 Midyear Meetings is in your Registration Packet.

SOCIAL MEDIA

If you will be active on Social Media, be sure to use **#CREChicago2018** if you wish to share your thoughts and comments on the Meetings.

After the Meetings, stay connected with your CRE Colleagues and The Counselors of Real Estate organization by joining the new CRE Member Forum, the Member's Only group on LinkedIn and/or by following the CRE Company pages on Facebook, Twitter, or LinkedIn.

† 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 encourage you to purchase tickets early.

OFFSITE TOURS AND EVENTS

Transportation will be provided for the Fulton Market Development Tour. Buses will pick up outside the lobby doors.

The River Boat Cruise's departure location is across the street from the LondonHouse, within walking distance.

For departure times and walking directions, please see the back of your ticket.

ATTIRE

Sunday's Welcome Reception and Tuesday's Farewell Reception:

Attire appropriate for your dinner or evening entertainment plans.

Monday's River Cruise:

The boat will have indoor and outdoor space. Please dress accordingly.

Tuesday's Development Tour:

Casual business attire and comfortable walking shoes. A jacket may be needed.

BUSINESS CENTER

The business center is located across from the Bridges Lobby Bar on the 2nd floor and directly next to the Concierge Desk. There are 2 computers available for guest use with black and white printing capabilities and Internet access. Copies are available upon request.

IN CASE OF EMERGENCY

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