

REFA

Fall Conference

MORE THAN A SUBURBAN FOCUS

REAL ESTATE
FINANCE ASSOCIATION

GBREB
GREATER BOSTON
REAL ESTATE BOARD
Est. 1889

FRIDAY, SEPTEMBER 15

7:30 – 11:00 AM

**Boston Harbor Hotel
Wharf Room
70 Rowes Wharf, Boston**

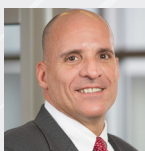
Conference timeline:

7:30 – 8:00 AM

Registration, Networking, & Breakfast

8:00 AM

Opening Remarks



Paul Nasser
CFO/COO
Intercontinental
Real Estate Corporation
2017 REFA President

8:10 – 9:00 AM

Keynote Session: A Conversation
with Rob Griffin and Bryan Koop

9:00 – 10:00 AM

Urban or Suburban: What are the Drivers
Behind the Decisions?

10:00 – 11:00 AM

Debt Capital Markets: Is it a Lender's or
Borrower's Market?

Join REFA for the Fall Conference, where members and guests will enjoy a conversation with two Industry Leaders who will share their perspective on the Boston Market. The conversation will be followed by two panel discussions - Urban or Suburban: What Are the Drivers behind The Decisions? Debt Capital Markets: Is It a Lender's or Borrower's Market?

KEYNOTE SESSION: A CONVERSATION WITH ROB GRIFFIN AND BRYAN KOOP

Moderator

Bill Poorvu

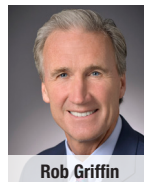
*Adjunct Professor of Entrepreneurship, Emeritus, Harvard Business School
Co-Founder, Baupost Group LLC and Co-Chair, Baupost Board of Advisors*

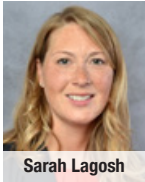
Rob Griffin

*U.S. Head of Capital Markets, President, New England
Newmark Grubb Knight Frank*

Bryan Koop

Executive Vice President, Boston Region, Boston Properties





Sarah Lagosh



Tony Fineman



Ray Mattia



Michael Petrizzi



Victor Woolridge

DEBT CAPITAL MARKETS: IS IT A LENDER'S OR BORROWER'S MARKET?

In a slow growing economy, with few federal policy changes and a continued strong appetite from foreign capital to invest in U.S. Treasuries, how fast will the Federal Reserve move interest rates? Where should interest rates be to best position the Fed with a reasonable "toolbox" in advance of the next recession? With the re-emergence of CMBS and the surge of new debt funds, how are lenders differentiating themselves and how have regulatory requirements changed the landscape? What is on the horizon for 2018? Headlines suggest limited availability of construction debt, so who is fueling the significant development pipeline across the Boston metropolitan area?

Join us for an inside look at the evolving lending environment and mid-year interest rate forecast. An experienced panel of established lenders will delve into the practical impact of the Dodd-Frank Act, what is the CMBS segment like today versus pre-financial crises, which segment are debt funds most competitive, and whether rates will stay low due to an expansion of new sources of debt. At the same time, the panel will highlight key advantages of the urban and suburban Boston markets that foster strong debt capital markets.

Moderator

Sarah Lagosh
Managing Director
Eastdil Secured

Panelists

Tony Fineman
Managing Director
ACORE Capital

Michael Petrizzi
Director, Wells Fargo

Victor Woolridge
Vice President,
Debt Placement and
Syndications, Barings Real
Estate Advisers LLC

URBAN OR SUBURBAN: WHAT ARE THE DRIVERS BEHIND THE DECISIONS?

Moderator

Andrew H. Hoar
President-Co Managing Partner,
CBRE / New
England | Advisory and
Transaction Services

Panelists

Andrew Maher
Founder and Managing
Director, Anchor Line Partners

Alexander A. Randall
Partner, Goodwin Procter

*Additional panelists
to be confirmed.*

REGISTRATION

- REFA Member \$100
- REFA Non-Member \$125

*Space is limited. Walk-ins please add \$5
72 Hour cancellation policy*

Please complete the form and return to
Jackie DiPersio by **Friday, September 8.**
*Registrations after September 8th
will incur an additional \$25 fee*

Email: jdipersio@gbrecb.com
Fax: 617-588-0286
Mail: One Center Plaza, Mezzanine Suite,
Boston, Massachusetts 02108
*Corporate Sponsor passes are not eligible
for this program*

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