



DESCRIPTION OF ISSUE FORUMS

BACKGROUND

NAREIM provides a series of interactive educational issue forums directed at all levels and all disciplines of a member firm's management team. The Forums provide not only an educational opportunity, but also an excellent chance for networking and benchmarking. They are conducted in a group discussion format that fosters a candid dialogue among participants regarding the current challenges and opportunities facing the real estate investment management industry.

NAREIM's Forums are attended by senior and mid-level managers with general management or specific operating responsibilities within their companies. Forum programs are developed and, in many cases, presented by members. This leads to interactive discussions of highly relevant issues that senior managers confront in their day-to-day professional activities.

Attendance at the Forums is limited primarily to NAREIM members. However, outside speakers are invited when appropriate. Prospective members may attend a Forum as well in order to gain a better sense of NAREIM and the benefits it provides to its members.

NAREIM's Forums include the following:

- **A&E FORUM:** This Forum focuses upon the technical specifications and operation of owned properties, including all building and energy management systems, as well as the other engineering, design or operating issues which impact the achievement of the financial objectives of ownership of the property.

- **ACQUISITIONS/DISPOSITIONS FORUM:** This Forum focuses upon the broader economy, the current state of the real estate and capital markets, transaction activity levels, underwriting practices, investment trends and market cycles.
- **ACCOUNTING FORUM:** This Forum focuses upon financial reporting, tax matters, budgeting activities and operating procedures required for effective asset management.
- **ASSET/PORTFOLIO MANAGEMENT FORUM:** This Forum focuses upon the challenges inherent in the asset management of real property investments, including benchmarking and performance measurement.
- **COMPLIANCE ISSUES FORUM:** This Forum focuses upon the increasingly complex regulatory environment in which real estate investment managers operate. In particular, the Forum highlights existing and proposed local, state and federal regulations, and discusses such items as financial reporting, registration, record retention, codes of ethics, fee reporting, political contributions, gifts and entertainment rules.
- **ENVIRONMENTAL FORUM:** This forum focuses on environmental related issues including permitting, impact statements, wetlands, indoor air quality and compliance. It works closely with the Architecture and Engineering Forum.
- **HUMAN RESOURCES FORUM:** This Forum focuses upon the development, implementation and coordination of policies and programs relating to hiring practices, wage and salary levels, incentive compensation, benefits and perquisites, orientation and training, employee selection and placement, safety and health issues, and other employee services.
- **INFORMATION TECHNOLOGY FORUM:** This Forum focuses upon the new software/hardware products and services available to real estate investment managers, including cost-

effective and proven portal technologies, data warehousing options and business intelligence reporting.

- **LEGAL OFFICER FORUM:** This Forum focuses upon business practices, policies and procedures designed to address mandated regulatory requirements, as well as other legal issues facing real estate investment managers.
- **MARKETING/CLIENT SERVICING FORUM:** This Forum focuses upon the many aspects of marketing strategy and client relationships. On occasion, clients and consultants are invited to attend this Forum so that members can hear first-hand about clients' current needs and expectations regarding real estate investing.
- **RESEARCH RESOURCE FORUM:** This Forum focuses on the generation and management of macro- and micro-economic and demographic data for use in support of real estate investment activities.
- **RISK MANAGEMENT FORUM:** This Forum focuses upon property insurance issues, emerging trends in the insurance industry, future possible exposures, TRIA, and “best practices” for executing a risk management program.

ADDITIONAL INFORMATION

Please contact NAREIM President Steve Renna srenna@nareim.org with questions and/or requests for additional information.