

2020 Asset & Portfolio Management Meeting

December 8 & 9 | Virtual

DAY 1		TUESDAY, DECEMBER 8
3:00pm	Welcome comments	
	Stina Dakers , Head of programming, NAREIM	
3:05pm	What to do with retail space?	
	Scott Kempton , Head of Retail Fund, Nuveen	
	NAREIM leaders: Alexander Hlavacek , The Inland Real Estate Group, and Shilp Shah , Nuveen	
	<ul style="list-style-type: none"> • <i>What type of retail properties will survive post-pandemic?</i> • <i>With the anticipation of vacant store fronts and retail centers, how will that space be converted into profitable real state?</i> • <i>We will dive into the key factors that will give retail a fighting chance over the next 6 months, 12 months and beyond.</i> 	
4:00pm	What's in the office pipeline?	
	Matt Mowell , CBRE EA	
	Joe Chiappone , CBRE EA	
	NAREIM leaders: James Pinkerton , SVP, Bailard, Inc., and Allison McFaul , Managing Director, LaSalle Investment Management	
	<ul style="list-style-type: none"> • <i>What are the 6 month and 12 month forward assessments of the office market?</i> • <i>What is the leasing activity for leases with expirations since the start of COVID-19 — term renewals, extensions, contractions and tenant improvements?</i> • <i>What is the leasing activity for new, non-renewal related, leases — volume, rate and tenant improvement?</i> 	
4:30pm	Breakout groups — discussions of no more than 6	
	<ul style="list-style-type: none"> • <i>How have tenant expectations changed over the course of the past 10 months?</i> • <i>How are you using ESG to impact existing assets and deals in the pipeline/coming before the Investment Committee?</i> • <i>What strategies have you employed to increase revenue at your asset?</i> 	
4:50pm	Feedback session	
	<ul style="list-style-type: none"> • <i>Breakout group leaders take notes and share them through the chat function with the wider group before reporting back to the whole room on their key takeaways.</i> 	

DAY 2		WEDNESDAY, DECEMBER 9
3:00pm	Welcome comments Stina Dakers , Head of programming, NAREIM	
3:05pm	Valuations: methodologies and striking a mark in a post-Covid world Alexander Jaffe , Director, Advisory, Altus	
	<ul style="list-style-type: none"> • Direct Q&A with appraisers on the methodologies being used to arrive at valuations in a world with few transactions. • How are they looking to cap rates and discounted cash flows? • What is their perspective on credit and vacancy losses? • What is the range of rent growth assumptions, returns and marks? 	
	Breakout groups — discussions of no more than 6	
	<ul style="list-style-type: none"> • NAREIM members then discuss in breakout rooms groups how they are looking at valuations within their own portfolios, and the impact of additional cap-ex and op-ex on budgets. 	
	Feedback session	
	<ul style="list-style-type: none"> • Breakout group leaders take notes and share them through the chat function with the wider group before reporting back to the whole room on their key takeaways. 	
4:00pm	Professional development. What's on your mind?	
	<ul style="list-style-type: none"> • How do you recruit into EDI? • How are you training, motivating and developing your junior members? • What are some best practices for working over distance? 	
4:30pm	Peer networking	
	Welcome comments Format: Small group breakouts, randomly rotated after 20 minutes.	