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REAL ESTATE SUMMIT**

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TUESDAY, SEPTEMBER 27TH, 2011 **HYATT REGENCY BOSTON**

EVENT OVERVIEW

Equity, debt, and customer demand: Everyone wants to know about the state of the capital markets, leasing, sales, and development. Please join some of the leading figures from Boston and around the county for a real time look at real estate market today:

- How is the Boston market different than other business centers?
- Is leasing activity poised to pick up in 2011?
- What lies ahead for the CMBS market?
- What are the current positions on office building

FEATURED SPEAKERS



Nelson Mills
President and Director
Wells REIT II

Nelson is the President and Director of Wells REIT II, a \$6B national office REIT, and is responsible for the investment strategy and management of the REIT. Previously, Nelson served as President and COO of Williams Realty Advisors, LLC, manager of a series of private equity funds.

acquisitions, and will decisions be focused mainly on job creation?

- What impact will the resolution of distressed assets have on the capital markets in the next few years, if any?
- When will equity waiting on the sidelines be deployed and into what asset classes?
- How does Boston compare to other markets nationally?

Tuesday, September 27, 2011

Hyatt Regency Boston

1 Avenue De Lafayette, Boston, MA 02111

Agenda

- | | |
|---------------------------|----------------------|
| 7:00 AM – 8:00 AM | Breakfast & Schmooze |
| 8:00 AM – 9:30 AM | All-Star Panel |
| 9:30 AM – 10:00 AM | Post-Game Schmooze |

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Jeffrey Groning
Managing Principal
Normandy

Jeffrey also co-founded Normandy Real Estate Funds. Prior to joining Normandy, he was Executive Director and CFO of Morgan Stanley's real estate investing division. At Morgan Stanley, he gained global transaction experience involving multiple property types and had financial responsibility for a \$13B asset portfolio that served more than 100 clients. Jeffrey was also instrumental in raising over \$2.6B in capital for MSREF and integrating the Lend Lease real estate investment business into the company.



Peter Palandjian
Chairman and CEO
Intercontinental

Peter oversees the affiliated operating companies, with primary responsibility for Investment Strategy and Institutional Relationships. Prior to joining Intercontinental in 1993, he worked as the assistant to the CEO of Staples, Inc. Before joining Staples, Peter was an associate with Bain & Company, an international management consulting firm. Intercontinental has built, developed, managed and owned in excess of \$5B of real estate, currently managing \$2B of institutional assets.



Michael Roberts
VP, Development
AvalonBay

Michael has overseen the investment, redevelopment and development of 5,300 apartment homes with a budgeted cost of \$900M since joining AvalonBay in 1997. He has 20 years of experience in the real estate industry where he has been involved in the



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development, redevelopment, acquisitions, and dispositions of over 20k apartment homes and 1.8M SF of commercial space. Prior to joining AvalonBay, he worked for Edison Capital where he was responsible for the origination and investment in tax credit apartment developments.



Marc Davidson
Managing Director
AEW

Marc oversees portfolios with an aggregate value of approximately \$1.5B. He is responsible for evaluating and negotiating new investment opportunities and for managing the execution of the business plan for each investment asset. He is also a member of AEW's Management Committee, Investment Committee and Risk Management Committee. He joined AEW in 1995 and has 27 years of experience in real estate consulting, property management and development.



Jim Kelleher
Chief Investment
Officer
New Boston Fund

Jim develops and implements the investment strategy for the New Boston Fund's family of real estate funds with \$1B of assets under management. He identifies opportunities in the New England, the Mid-Atlantic and the Southeast US markets. Jim has 25 years of CRE experience including the disciplines of property and asset management, development, leasing, acquisitions, and dispositions. He previously was VP with Fleet Real Estate Capital.



Andrew Maher
Managing Director
Equity Office
Properties

Equity Office Properties has 55M SF nationwide. Andrew has overseen leasing in the greater Boston area since 2007. Previously, he was a partner at CB Richard Ellis. During his 14 year career, Andrew was responsible for \$3B in leasing and sales transactions. Some of his notable assignments include One Boston Place, 33 Arch Street, 101 Arch Street and others; for clients such as the Blackstone Group, TIAA-Cref, SITQ, CBRE Investors, The Congress Group, Archon Group and the Boston Red Sox.



Shelton Getter
Managing Director
BlackRock

Shelton has 20 years of experience and has closed 75 venture transactions aggregating \$3.5B. He is responsible for sourcing, structuring, and negotiating primarily value-added and development JVs with apartment, industrial, retail, and office operators along with wholly owned investments in BlackRock's Eastern US markets.



Marcus Springer
Founder/Owner
Springer Architects

Marcus has 20 years of experience and specializes in environmentally responsible and energy efficient design and construction. He founded the USGBC Massachusetts Chapter's Advocacy Committee, where he was integral in founding the State Joint Green Schools Caucus. He also founded Linnean Solutions, a consulting firm focusing on performance data driven financial and environmental efficiency strategies for building

portfolio owners.



Duncan McCuaig
VP – Leasing
Brookfield Office
Properties

Duncan is responsible for the leasing of Brookfield's Midtown and Downtown New York City properties, and Boston portfolio. Prior to joining Brookfield, he spent 10 years with Cushman & Wakefield as a Director in the Commercial Brokerage division, where he concentrated on the representation of tenants and Class A property owners. Duncan has a business degree from Brown University in Providence.

MODERATORS



Robert Calzini
Principal, Real Estate
Group
DiCicco, Gulman &
Company

Bob has 15 years of tax, auditing, accounting, and consulting experience with DGC. He works primarily with a diverse group of real estate clients and property types. DGC provides owners, developers, and managers with advice on development, management, financing, tax structuring and compliance, and financial attestation.



Douglas Husid
Co-Managing Director
Goulston & Storrs

Doug has developed far-ranging expertise in real estate development, public and private finance, statutory, regulatory and financing issues in the transportation field, and legislation. Doug has developed a recognized expertise in development and permitting of large scale projects. His representative experience includes Harvard University, Partners HealthCare

System, Boston Redevelopment Authority, and the Dana Farber Cancer Institute. Previously, he served for four years as Chief of Staff for the Massachusetts Executive Office of Transportation and Construction.



James Naber
Managing Principal –
Boston
Reznick Group

James has more than 30 years of executive management experience and a proven track record in strategic business operations, staff development and client service. He is currently focused on serving the audit and business advisory needs of financial services clients with industry experience that includes banking, investment management, hedge funds, insurance and capital markets. His areas of service include internal audit, IT audit, risk management, financial institution regulatory compliance and audit, tax and business process consulting.

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