

InterFace Healthcare Real Estate

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MARCH 15, 2011

The McGraw-Hill Conference Center | New York

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THE MEDICAL REAL ESTATE EXPERTS



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Sessions

March 15



7:45 – 8:45 a.m.

Welcome Breakfast & Registration

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8:00 – 8:35 a.m.

Special Breakfast Workshop: Consequences of Stark Violations After Healthcare Reform: Another Reason Why Hospitals Should Not Own MOBs

John Claybrook, Partner, *Waller Lansden Dortch & Davis, LLP*
Neil Kunkel, Associate General Counsel, *Lifepoint Hospitals, Inc.*

8:45 – 8:50 a.m.

Opening Remarks

Brian Klebash, Sr. Conference Producer, *InterFace Conference Group*

8:50 – 9:15 a.m.

Opening Data Presentation: Market Fundamentals & Investment Sales Volume in Healthcare Real Estate, Including Medical Office Buildings & Senior Living

Sam Chandan, PhD, FRICS, Global Chief Economist & Executive Vice President, *Real Capital Analytics*



The Impact of Healthcare Reform on Real Estate: Are Hospital Systems Driving Future Real Estate Strategy, Now More Than in the Past?

9:15 - 10:15 a.m.

Moderator: Murray Wolf, Publisher, *Healthcare Real Estate Insights*
P.J. Camp, Managing Director, *Shattuck Hammond Partners*
Matthew Enstice, President & Executive Director, *Buffalo Niagara Medical Campus*
Charles Feitel, President, *Charles L. Feitel Company*
Thomas Koulouris, Capital Projects & Infrastructure, *PricewaterhouseCoopers LLP*
John T. Thomas, Executive Vice President – Medical Facilities, *Health Care REIT, Inc.*
Thomas W. Tift, III, Partner, President & CEO, *HealthAmerica Realty Group, L.L.C.*

10:15-10:45 a.m. Networking Break

Concurrent Panels

10:45 – 11:35 a.m.

Track A: The New State of Financing: Availability of Debt and Equity for Investment and Development Deals

Moderator: David Soares, President & CEO, *Lexden Capital*
Darryl Freling, Managing Principal, *MedProperties Holdings, LLC*
James Groves, VP Healthcare Real Estate, *Siemens Financial Services*
Philip Mahler, Managing Director, *Savills*
Daniel Owen Mee, Executive Director, *Tremont Realty Capital, LLC*
Erik Tellefson, Vice President, *GE Capital*

Track B: New York City Healthcare Executive & Physician Roundtable: Making Sense of Real Estate & Demands of Healthcare Reform

10:45 - 11:35 a.m.

Moderator: Jeff Piehl, Director, Senior Housing/Healthcare Practice Group, *Cushman & Wakefield*
David J. Biehl, Partner/Director, *Garfunkel Wild, PC*
Robert Glazer, Chief Executive Officer, *ENT and Allergy Assoc., LLP*
Paul Wexler, President, *Corcoran Wexler Health Care Properties*

11:35 - 11:50 a.m. Networking Break

Concurrent Panels

11:50 – 12:40 p.m.

Track A: Healthcare Real Estate Development Outlook in 2011: What are Developers' Plans Now Following Events of the Past Two-to-Three Years?

Moderator: Michael P. Goldenberg, President, *Health Realty Advisors, Inc.*
Michael Abrams, President, *Foulger-Pratt Rockledge Medical Properties*
George J. Kimmerle, Partner, *The Kimmerle Group*
Todd Varney, Executive Vice President - Business Development, *Rendina Companies*
Daniel Sullivan, Director, *Goulston & Storrs*



Sessions

Track B: Marketing, Leasing & Technology Innovations: How Will the Rise and Industry Acceptance of Social Media and Other New Technologies Affect Leasing & Marketing Strategies?

10:45 - 11:35 a.m.

Moderator: Darren M. Lizzack, Vice President, *NAI James E. Hanson*
W. Christian Drewes, Partner, *Kelley Drye & Warren LLP*
Christopher D. Montello, Chief Operating Officer, *ProMed Properties, Inc.*
Jeffrey Oram, Director, National Office and Industrial Properties Group, *Marcus & Millichap*
Travis Tucker, Senior Leasing Associate, *Duke Realty Corporation*



Keynote: The State of Medicine, Medical Care & New Development: A Practitioner's Perspective

1:10 - 1:30 p.m.

Leon G. Smith, M.D., Master, American College of Physicians and Past
Chairman of Medicine, Saint Michael's Medical Center

1:30 - 1:40 p.m. Networking Break

Track A: Analysis of Investment Activity: REIT/ Private Equity/ Institutional Buying and Selling Patterns in 2010 and Expectations for 2011

Concurrent Panels

1:40 - 2:30 p.m.

Moderator: Ned Midgley, Senior Vice President-Brokerage Services, *CBRE*
Chad M. Gorsuch, Director - Real Estate Investment Banking, *Stifel Nicolaus Weisel*
Shane Seitz, Vice President of Investments, *Nationwide Health Properties, Inc.*
Vincent M. Cozzi, Senior Vice President, Medical Office Properties, *Ventas*; Executive Vice President and
Chief Investment Officer, *Lillibridge Healthcare Services*
James A. Schmid III, Vice President, Investments, *Servant Healthcare Investments*
Jonathan Winer, Executive Vice President, *Seavest Inc.*

Track B: Improving Tenant Relationships: Bridging the Gap Between Investors, Developers, Brokers (Investment Sales and Tenant Rep), and Hospital Executives

1:40 - 2:30 p.m.

Moderator: Christine Gorham, CCIM, Partner, *Eastwood Real Estate Services, LLC*
Michael O. Lincoln, EVP Business Development, *Lillibridge Healthcare Services*
Frank J. Nelson, Executive Director, *Cushman & Wakefield*
Todd Perman, Senior Vice President, National Director Healthcare & Medical Properties Group, *Grubb & Ellis*
Michael Dubin, President & Partner, *Savitt Partners*
Richard D. Taylor, Managing Director, Healthcare Solutions, *Jones Lang LaSalle*

2:30 - 2:40 p.m. Networking Break

Track A: Hospital Investment & Third-Party Management: Commercial Real Estate Makes Inroads in On-Campus Strategy

Concurrent Panels

2:40 - 3:25 p.m.

Moderator: Lorraine Salmon, Principal, *Salmon Holdings, LLC*
Kevin Bette, President, *First Columbia*
Dan Dolsen, Managing Director, Asset Services, *CBRE*
Norman Livingston, Managing Partner/Founder, *Norvin Properties*
David Rutson, President / Founding Principal, *Globe Medical Realty Advisors*

Track B: The Outlook for MOB Investment & Management

2:40 - 3:25 p.m.

Moderator: Eric Oliner, Vice President / Partner, *Hammes Company*
Joshua D. Friedman, President & CEO, *ProMed Properties, Inc.*
Ian M. Harrison, Acquisitions, *AEI Capital Corporation*
Keith Konkoli, SVP- Healthcare, *Duke Realty*
Peter Pitsiokos, COO and Chief Compliance Officer, *Gyrodyne Company of America*
William M. Whelan, Founder, *Whelan Associates, LLC*

3:25 - 3:35 p.m. Networking Break

Seniors' Living & the Onset of 'Golden Boom' Generation: Healthcare Real Estate Executives Prepare to Meet Demands of Retiring Baby Boomers

Concurrent Panels

3:35 - 4:20 p.m.

Moderator: Frank Ferruggia, Partner, *McCarter & English, LLP*
Steve Blazejewski, Acquisitions—Senior Living, *Health Care REIT, Inc.*
David Hegarty, President and COO, *Senior Housing Property Trust*
Philip Kayden, Director - Investments, *Ventas, Inc.*
Andrew Lawler, Development Partner, Healthcare, *The Keith Corporation*

4:20 p.m. InterFace Healthcare Real Estate Concludes



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or value-added acquisitions
of existing, healthcare related
real estate projects.**

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214-661-1000

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