

iGlobal Forum

WORKSHOP SERIES

REAL ESTATE JOINT VENTURES DEALMAKERS MEETING

JANUARY 10th, 2019 | NEW YORK

ABOUT THE WORKSHOP:

Back by popular demand! iGlobal Forum is pleased to present the upcoming **Real Estate Joint Ventures Dealmakers Meeting returning on January 10, 2019 in New York City** as a follow up in the successful workshop series. Real estate joint ventures differ vastly in structure, goals and purpose. However, despite varying market conditions, real estate joint venture partnering between developers and project sponsors continues to grow in popularity. Private equity firms rely on sponsors, with their deep knowledge of markets and sectors, to help populate their funds with deals. Likewise, sponsors count on private equity firms and other financial partners to fund their projects and help bring them to life. iGlobal Forum's **Real Estate Joint Ventures Dealmakers Meeting** will give you greater insight into the fundamentals of successful real estate joint venture partnering in 2019. The workshop sessions are deliberately interactive to provide a platform that is conducive to learning, sharing experiences, and finding potential business partners. You will meet and network directly with senior-level representatives from real estate private equity firms, developers and project sponsors, **real estate owners & operators, senior & mezzanine lenders, institutional investors and family offices, asset managers and allocators, attorneys and accountants.**

We are pleased to also present a new feature in the program featuring **1x1 meetings for Real Estate Independent Sponsors and Capital Providers.** This exclusive new format will consist of high-level, sector-specific 1x1 networking meetings between senior-level capital providers and independent sponsor executives specializing in the real estate sector. These meetings will be dedicated to developing partnerships unique to your business model and will provide you with the opportunity to meet exclusively with those independent sponsors or capital providers specializing in investments in the same sector and market as you are.

KEY TOPICS TO BE COVERED INCLUDE:

- The nuts and bolts of structuring and negotiating real estate joint ventures
- Contributions and distributions: exploring the economic dynamics of a real estate joint venture
- Best practice approaches to joint venture exit mechanisms and dispute resolution

SPONSOR:



MEDIA PARTNERS:



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NETWORK WITH LEADING:

- Real Estate Private Equity Firms
- Real Estate Developers & Project Sponsors
- Real Estate Owners & Operators
- Senior & Mezzanine Lenders
- Institutional Investors & Family Offices
- Asset Managers
- Attorneys & Accountants

SPEAKERS:



Randy Norton
Founding Partner, **GREEN MESA CAPITAL**



Jason Barnett
Vice Chairman and General Counsel, **RXR REALTY**



Kristi Nootens
Vice President - Real Estate Investments, **HQ Capital Real Estate**



David Lynn
Founder & President, **EVEREST HEALTHCARE PROPERTIES**



Michele Balfour
Principal, **JOSS REALTY PARTNERS**



David Eyzenberg
President, **EYZENBERG & COMPANY**



Kurt Carlton
CTO, **SHERMAN BRIDGE LENDING**



Michael Bernstein
Principal- Acquisitions & Asset Management, **ARTEMIS REAL ESTATE PARTNERS**



Larissa Belova
Senior Vice President, **THOR EQUITIES**



Stephen Iorio
Managing Director, **ALLIANCEBERNSTEIN LP**

VENUE AND ACCOMODATION

Hôtel Plaza Athénée

37 East 64 St, New York, NY

1.213.910.3837

www.plaza-athenee.com

Located on tree lined East 64th Street between Park and Madison Avenue, the Hôtel Plaza Athénée is surrounded by the city's most distinguished designer boutiques and world-renowned museums. Hôtel Plaza Athénée is just steps from Central Park and within walking distance of the Metropolitan Museum of Art, the Guggenheim, Frick and the Museum of Modern Art (MOMA).

For discounted sleeping room rates and to be placed under iGlobal Forum's room block, please contact us at info@iglobalforum.com.

1x1 NETWORKING THURSDAY, JANUARY 10, 2019 9:30 am to 10:30 am INDEPENDENT SPONSOR & CAPITAL PROVIDER REAL ESTATE DEALMAKERS MEETINGS

Sector-specific 1x1 networking meetings between senior-level capital providers and independent sponsor executives. These meetings will be dedicated to developing partnerships unique to your business model and will provide you with the opportunity to meet exclusively with those independent sponsors or capital providers specializing in investments in the same sector and market as you are. We will provide you with a full list of participating capital providers and independent sponsors prior to the event - you will have the chance then to evaluate the potential for future business opportunities and make the most of your time.

WORKSHOP A THURSDAY, JANUARY 10, 2019 11.00 am - 12:30 pm THE NUTS AND BOLTS OF STRUCTURING AND NEGOTIATING REAL ESTATE JOINT VENTURES

Real estate joint ventures continue to surge in popularity. Whilst the theory of a real estate joint venture seems a win-win for all parties, structuring and negotiating a new joint venture can present challenging hurdles.

This interactive session will provide all the insight investors need to know in order to master the nuts and bolts of successful partnerships. The workshop will explore key topics from the perspective of both the sponsor and the equity investor equipping you with all the tools to develop and execute an effective joint venture strategy.

- Basic components of a real estate joint venture agreement: from acquisition to ownership, financing, development across all real estate asset classes

- Programmatic versus platform joint venture partnering
- Current and future developments in real estate joint venture terms
- The fundamental differences and commonalities between programmatic and one off joint venture partnerships
- Developing a blueprint for a joint venture with multiple stakeholders versus a single investor or specialty business
- Examining the core infrastructure: decision making and profit distributions, leadership, management and governance
- Deconstructing the nuts and bolts of a real estate joint venture: from partner selection, to aligning strategies and objectives
- Best practices in due diligence, tax structuring and corporate governance
- Management rights, guaranty obligations, dispute resolutions and transfer restrictions



Randy Norton
Founding Partner, **GREEN MESA CAPITAL**



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Senior Vice President, **THOR EQUITIES**



Kristi Nootens
Vice President - Real Estate Investments, **HQ CAPITAL REAL ESTATE**



David Eyzenberg
President, **EYZENBERG & COMPANY**

WORKSHOP B THURSDAY, JANUARY 10, 2019 1:30 pm to 3:00 pm CONTRIBUTIONS AND DISTRIBUTIONS: EXPLORING THE ECONOMIC DYNAMICS OF A REAL ESTATE JOINT VENTURE

This workshop will explore the range of equity providers and the most appropriate options for joint ventures. It will drill down into the opportunities and challenges for each group. It will also look at:

- Analysis of the range and terms of capital contributions for all partners
- Addressing the timeframes for additional capital contribution, the terms of contribution and nondiscretionary items
- What if additional capital investment is required but the investor's liability for mandatory capital contributions is capped?

- How to address a party's failure to fund additional capital in accordance with its terms
- Economic structuring of the waterfall: determining percentage interest versus contribution
- Analysis of the mechanics of distribution provision: "pari passu" versus "pro rata"
- How to deal with distribution upon a sale or refinancing of the project
- Determining preferred return and an overview of IRR hurdles
- Outlining other economic terms



Stephen Iorio
Managing Director, **ALLIANCE BERNSTEIN LP**



Jason Barnett
Vice Chairman and General Counsel, **RXR Realty**



David Lynn
Founder & President, **EVEREST HEALTHCARE PROPERTIES**

WORKSHOP C THURSDAY, JANUARY 10, 2019 3:15-4:45pm BEST PRACTICE APPROACHES TO JOINT VENTURE EXIT MECHANISMS AND DISPUTE RESOLUTION

Whilst Joint ventures offer flexibility in terms of allowing multiple partners to work together on a given project or in a particular business, implementation doesn't always go according to plan: circumstances can change for either party, the market can present challenging obstacles or quite simply, partners might decide to go their separate ways. This session will guide you through the lowest risk approaches to designing and executing your exit strategy or handling dispute resolution.

- An overview of the most common joint venture exit mechanisms

- Insight into structures and their considerations, advantages and disadvantages
- The pitfalls and limitations of buy/sell agreements - examining more effective strategies
- An overview and analysis of lender issues
- Impasse and deadlock - assessing your options
- Exiting a real estate fund: what are the options and best approaches
- Analysis of the most common transfer restrictions



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Michael Bernstein
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REAL ESTATE JOINT VENTURES

DEALMAKERS MEETING

JANUARY 10th, 2019 | **NEW YORK**

YES! Please Register Me:

NAME _____

JOB TITLE _____

ORGANIZATION _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PHONE _____ E-MAIL _____

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Workshop A Workshop B Workshop C Full Workshop Pass

I cannot attend, but please keep me informed of all future events.

I am interested in speaking opportunities, sponsorships and exhibiting at the event.

REGISTER BY	INDIVIDUAL WORKSHOP	FULL WORKSHOP PASS	INDEPENDENT SPONSOR & CAPITAL PROVIDER REAL ESTATE 1X1 DEALMAKERS MEETINGS
November 30, 2018	\$249	\$599	\$199
December 10, 2018	\$299	\$699	\$199
January 1, 2019	\$349	\$799	\$199
January 10, 2019	\$399	\$899	\$199

Terms and Conditions

Payment Policy

- Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials.
- Your registration will not be confirmed until payment is received and may be subject to cancellation.

iGlobal Forum Cancellation, Postponement and Substitution Policy

- You may substitute delegates at any time. iGlobal Forum does not provide refunds for cancellations.
- For cancellations received in writing more than seven (7) days prior to the conference you will receive a 100% credit to be used at another iGlobal Forum conference for up to one year from the date of issuance.
- For cancellations received seven (7) days or less prior to an event (including day 7), no credit will be issued. In the event that iGlobal Forum cancels an event, delegate payments at the date of cancellation will be credited to a future iGlobal Forum event. This credit will be available for up to one year from the date of issuance.
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- iGlobal Forum is not responsible for any loss or damage as a result of a substitution, alteration or cancellation/postponement of an event. iGlobal Forum shall assume no liability whatsoever in the event this conference is cancelled, rescheduled or postponed due to a fortuitous event, Act of God, unforeseen occurrence or any other event that renders performance of this conference impracticable or impossible. For purposes of this clause, a fortuitous event shall include, but not be limited to: war, fire, labor strike, extreme weather or other emergency.
- Please note that speakers and topics were confirmed at the time of publishing, however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. As such, iGlobal Forum reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our web page as soon as possible.

Discounts

- All discounts must require payment at time of registration and before the cut-off date in order to receive any discount.
- Any discounts offered whether by iGlobal Forum (including team discounts) must also require payment at the time of registration.
- All discount offers cannot be combined with any other offer.
- To accommodate attorneys applying for CLE credits on this event, we offer discounted rates for specific salary ranges and areas of practice. Please see additional downloadable affirmation and registration form for rates and deadlines.

EASY TO REGISTER:

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