

REFA

# Fall Conference

MORE THAN A SUBURBAN FOCUS

REAL ESTATE  
FINANCE ASSOCIATION

GBREB  
GREATER BOSTON  
REAL ESTATE BOARD  
Est. 1889

**FRIDAY, SEPTEMBER 15**

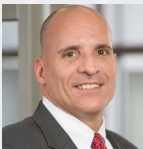
**7:30 – 11:00 AM**

**Boston Harbor Hotel  
Wharf Room  
70 Rowes Wharf, Boston**

**Conference timeline:**

7:30 – 8:00 AM  
Registration, Networking, & Breakfast

8:00 AM  
Opening Remarks



**Paul Nasser**  
CFO/COO  
Intercontinental  
Real Estate Corporation  
2017 REFA President

8:10 – 9:00 AM  
Keynote Session: A Conversation  
with Rob Griffin and Bryan Koop

9:00 – 10:00 AM  
Reshuffling Urban and Suburban Boston –  
Where Are All the Jobs heading and is the  
Demand for Real Estate Growing?

10:00 – 11:00 AM  
Debt Capital Markets: Is it a Lender's or  
Borrower's Market?

Join REFA for the Annual Fall Conference – now in Boston! The Fall Conference will include 3 consecutive sessions and feature over 12 Industry Leaders who will share their insights on the overall market and trends in Commercial Real Estate practices. Network with REFA Members and guests over breakfast at this “Back to School – Back to Business” event.

**KEYNOTE SESSION: A CONVERSATION WITH ROB GRIFFIN AND BRYAN KOOP**

*Moderator*

**Bill Poorvu**

*Adjunct Professor of Entrepreneurship, Emeritus, Harvard Business School  
and Co-Chair, Baupost Board of Advisors*

**Rob Griffin**

*U.S. Head of Capital Markets, President, New England  
Newmark Knight Frank*

**Bryan Koop**

*Executive Vice President, Boston Region  
Boston Properties*



Bill Poorvu



Rob Griffin



Bryan Koop

continued on back



Andrew Hoar



Roy Hirshland



Andrew Maher



Alexander Randall

## RESHUFFLING URBAN AND SUBURBAN BOSTON – WHERE ARE ALL THE JOBS HEADING AND IS THE DEMAND FOR REAL ESTATE GROWING?

Corporate growth in the Boston metro area continues to expand. Over the past few years there has been an influx of large companies relocating from the Suburbs to Boston and Cambridge including Converse, Biogen, and Reebok, which is planning to move to the Seaport this Fall. At the same time, other large firms have sought to find home or remain in several of the bustling suburban markets. Where will corporate motivations lead the real estate market throughout the Boston metro?

Join us for an in-depth discussion with industry leaders who will address the reasons why firms are making these migrations. What tools are they using to aid in their decision-making? What are they developing, and what amenities are they offering, to build value in their workplaces and to make them more attractive in order to recruit and retain employees? The panelists will dive in to a discussion on the benefits of each market and the latest market trends.

### Moderator

**Andrew H. Hoar**  
President-Co Managing  
Partner  
CBRE / New England |  
Advisory and Transaction  
Services

### Panelists

**Roy Hirshland**  
CEO and Managing  
Director  
T3 Advisors

**Andrew Maher**  
Founder and Managing  
Director  
Anchor Line Partners

**Alexander A. Randall**  
Partner  
Goodwin Procter



Sarah Lagosh



Tony Fineman



Ray Mattia



Michael Petrizzi



Victor Woolridge

## DEBT CAPITAL MARKETS: IS IT A LENDER'S OR BORROWER'S MARKET?

In a slow growing economy, with few federal policy changes and a continued strong appetite from foreign capital to invest in U.S. Treasuries, how fast will the Federal Reserve move interest rates? Where should interest rates be to best position the Fed with a reasonable "toolbox" in advance of the next recession? With the re-emergence of CMBS and the surge of new debt funds, how are lenders differentiating themselves and how have regulatory requirements changed the landscape? What is on the horizon for 2018? Headlines suggest limited availability of construction debt, so who is fueling the significant development pipeline across the Boston metropolitan area?

Join us for an inside look at the evolving lending environment and mid-year interest rate forecast. An experienced panel of established lenders will delve into the practical impact of the Dodd-Frank Act, what is the CMBS segment like today versus pre-financial crises, which segment are debt funds most competitive, and whether rates will stay low due to an expansion of new sources of debt. At the same time, the panel will highlight key advantages of the urban and suburban Boston markets that foster strong debt capital markets.

### Moderator

**Sarah Lagosh**  
Managing Director  
Eastdil Secured

### Panelists

**Tony Fineman**  
Managing Director  
ACORE Capital

**Ray Mattia**  
Associate  
TH Real Estate

**Michael Petrizzi**  
Director  
Wells Fargo

**Victor Woolridge**  
Vice President,  
Debt Placement  
and Syndications  
Barings Real Estate  
Advisers LLC

## REGISTRATION

LEARN

NETWORK

INVEST

- REFA Member \$100 / \$125 after Sept. 8
- REFA Non-Member \$125 / \$150 after Sept. 8

Space is limited. Walk-ins please add \$25  
72 Hour cancellation policy

Please complete the form and return to Jackie DiPersio by **Friday, September 8.**  
Registrations after September 8th will incur an additional \$25 fee.

Email: [jdipersio@gbreb.com](mailto:jdipersio@gbreb.com)

Fax: 617-588-0286

Mail: One Center Plaza, Mezzanine Suite,  
Boston, Massachusetts 02108

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