

## 2006 REFA Programs

### Members-Only Luncheons

February 14th, 2006

#### **Annual Forecasting Luncheon**

Peter Bailey, Chief Financial Officer, Spaulding & Slye (Moderator)

Lynn Reaser, Chief economist and Managing director for the Investment Strategies Group, Bank of America

Eric Schlager, Chief Executive Officer, The Bulfinch Companies, Inc.

March 1st, 2006

#### **MBA Conference Wrap Up Luncheon**

Janet Krolman, Director, Holliday Fenoglio Fowler, L.P.

Michael Lindgren, National Head of Origination, Deutsche Bank Berkshire Mortgage

April 5th, 2006

#### **Breaking New Ground in South Weymouth**

David Hall, Senior Vice President of northeastern operations, LNR Property Corporation

July 11th, 2006

#### **Emerging Managers**

##### **Who Are They and Why Invest with Them?**

Bret Wilkerson, CEO, Property & Portfolio Research (Moderator)

Jonathon Yormak, COO, Broadway Partners

Martin B. Zieff, Co-Managing Partner, Halcyon Ventures

October 4th, 2006

#### **Fannie Mae Update**

Susanne Hiegel, Vice President, Structured Customer Management, Fannie Mae

November 28th, 2006

#### **The Condo Market: Sleep, Crash or Recovery Mode?**

Peter Goedecke, Managing Member, Goedecke & Co., LLC (Moderator)

Gregg Clickstein, Managing Director, Acquisitions and Asset Management, Sawyer Realty Holdings, LLC

Jon Gollinger, Principal, The Collaborative Group

Mike McGoldrick, Vice President, Fremont Investment & Loan

## **Education Programs**

March 7th, 2006

### **The Seaport District: A Vision Becoming a Reality**

*Sponsored by: Bingham McCutchen*

Mark Maloney, Boston Redevelopment Authority (Moderator)

John Drew, The Drew Company

Timothy Kenny, Babson Capital Management LLC

John Matteson, Archon Group

Young Park, Berkeley Investments

June 22nd, 2006

### **Is it "Inn" to Have More Hotel Rooms? An Update on the Hotel Market**

*Sponsored by Eastdil Secured and Wells Fargo Bank*

Rachel Roginsky, Pinnacle Advisory Group and Pinnacle Realty Investments  
(Moderator)

Warren Fields, Pyramid Advisors

Mark Schoenholtz, Eastdil Secured

Roger Swadish, Hilton Corporation

Robert Winchester, Waterford Hotel Group

October 12th, 2006

### **Current Leasing Dynamics: Evolving Trends in the Commercial Real Estate Markets**

*Sponsored by: Everest Partners, LLC*

John Barry, Richards Barry Joyce & Partners, LLC

Keith Gurtler, Jones Lang LaSalle

Bob Macnamara, Everest Partners, LLC

Sam Potter, Glenborough Realty Trust, Inc.

Mike Wilcox, The Bulfinch Companies, Inc.

December 7th, 2006

### **Real Estate Joint Ventures: More Than a Marriage of Money and Management?**

*Sponsored by: Tremont Realty Capital, LLC*

Dennis Walsh, Tremont Realty Capital (Moderator)

Andrew Bauman, Morgan Stanley

Shelton Getter, BlackRock Realty

Robert Maloney, The Gale Company

## **Fundamentals of Real Estate**

January 26, 2006

### **Commercial Surveying**

Scott Cameron, PLS, *President*, R.E. Cameron & Associates, Inc.

Robert Gemma, *President and Principal Engineer*, MetroWest Engineering, Inc

February 28, 2006

### **Mezzanine Debt**

Douglas Lanois, *CFO and Portfolio Manager*, Tremont Realty Capital

Samuel Richardson, *Partner*, Goodwin Procter

April 19, 2006

### **1031 Exchanges**

Jonathan Black, Esq., *Partner*, Brown Rudnick Berlack Israels LLP

May 19, 2006

### **B-Pieces, B-Notes: Buying and Selling in The Emerging Secondary Market**

Tom Goodwin., *Co-Founder and EVP*, DebtX

June 27, 2006

### **Demystifying the BRA**

Heather Campisano, *Deputy Director for Development Review*, Boston  
Redevelopment Authority

August 22, 2006

### **Working with Today's Technologies**

Joel Kahn, *Managing Director*, Calkain Institutional Advisors; *Senior VP*,  
Technology, STDB, Inc.

October 24, 2006

### **How to Underwrite a New Tenant**

Bradford Sweeney, *Vice President*, STAG Capital Partners

Charlie Hipwood, *Vice President*, STAG Capital Partners

November 17, 2006

### **Loan Defeasance 101**

John O'Neill, *Senior Counsel*, Holland + Knight LLP

Seth Rosen, *Assistant Vice President*, Meredith & Grew

**Emerging Leaders Lunch Programs**

**John Fowler, Executive Managing Director, Holliday Fenoglio Fowler**  
April 25, 2006

**Larry Curtis, Managing Partner, WinnDevelopment**  
May 10, 2006

**Rick Loughlin, President, Coldwell Banker Residential Brokerage**  
June 7, 2006

**Bill McLaughlin, Senior Vice President, AvalonBay Communities**  
July 25, 2006

**Thomas Alperin, Partner and President, National Development**  
August 9, 2006

**Lisa Davis, Project Manager, New Boston Fund**  
October 5, 2006

**Industry Leader Series Programs**

March 21, 2006

**John Levy: Where Have All the Underwriters Gone – Long Time Passing?**

John Levy, President & CEO of John B. Levy & Co., Cofounder of the Giliberto Levy Mortgage Monitor

September 27, 2006

**Mark Baillie: The Aussie Invasion**

Mark Baillie, Macquarie Real Estate Inc.

November 8, 2006

**Rob Speyer: The View from the Towers**

Rob Speyer, Senior Managing Director of Tishman Speyer

## Networking/Social Events

March 22, 2006

### **REFA After-Hours**

Hosted by Beth Mitchell and the Nutter McClennen & Fish Real Estate Group

August 15, 2006

### **REFA After-Hours**

Hosted by Jerry Rappaport Jr. and New Boston Fund

September 25, 2006

### **3<sup>rd</sup> Annual REFA Golf Outing**

Benefiting the GBREB Foundation, HomeStart and Horizons for Homeless Children

September 15, 2006

### **2006 REFA Fall Conference**

#### **Boston Suburban Real Estate Market Update**

Lenny Owens, Executive Vice President, McCall & Almy (Moderator)

Tom Alperin, Partner & President, National Development

Dennis Clarke, President and CEO, Cummings Properteis

Dan Doherty, Principal, Eastern Development

Frank Petz, Director, CBRE/Melody

November 1, 2006

### **18<sup>th</sup> Annual REFA Gala**

Honoring Jerry Rappaport Jr. with the Robert S. Swain, Jr. Distinguished Service Award

November 9, 2006

### **2<sup>nd</sup> Annual Emerging Leaders Meet & Greet**