

PROFITING

FROM CROSS-BORDER FLOW

OF CAPITAL INTO REAL ESTATE

MARCH 6th, 2018 | **NEW YORK**

ABOUT THE WORKSHOP:

iGlobal Forum is pleased to present the upcoming **Profiting from Cross-Border Flow of Capital into Real Estate** workshop series, taking place in NYC on March 6th 2018. As investment in US real estate continues to burgeon this interactive day of learning and networking will provide critical insight into three key areas: **trends and opportunities in cross-border real estate investment, optimal deal structuring strategies to maximize the profitability of international real estate investment and innovative strategies to raise foreign capital.**

These workshops provide an intimate format that is conducive to learning, sharing experiences, and sourcing 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.

KEY TOPICS TO BE COVERED INCLUDE:

- Emerging trends and the key areas of focus for overseas investors - target markets, leverage and asset class selection
- An overview of the policy landscape and the most effective ways to navigate changing tax reform
- Practical deal structuring strategies and fees and fund structuring to maximize long term yield for foreign investors
- Navigating updates in corporate law, liability protection, privacy and tax planning.
- Real estate funding models: how to select the most effective fundraising model and sources of foreign capital
- The borrower's perspective on sourcing finance - opportunities, challenges and lessons learned

MEDIA PARTNERS:



REGISTER TODAY AT
www.iglobalforum.com/crossborder

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NETWORK WITH LEADING:

- Real estate developers & private equity firms
- Real estate investors & REITs
- Senior & mezzanine lenders
- Real Estate Developers & Project Sponsors
- Real Estate Owners & Operators
- Institutional Investors & Family Offices
- Asset Managers
- Attorneys & Accountants

SPEAKERS:



Peter J. Auerbach
Chief Investment Officer & Co-Founder, **NCP ENTERPRISE FUNDS**



Diego Hodara
Founder & CEO, **TITANIUM REALTY GROUP LLC**



Kurt Carlton
CTO, **SHERMAN BRIDGE LENDING**



Michael Repka
CEO, **DELEON REALTY**



Jason Danley
COO, **PEAK CAPITAL PARTNERS**



Paul Fuhrman
Head of US Acquisition, **MIRAMAR CAPITAL**



Richard Swart
Strategy Advisor, **INVENIAM CAPITAL PARTNERS**

VENUE AND ACCOMODATION

PRINCETON CLUB OF NEW YORK

15 West 43rd Street, New York , NY
212.596.1210

www.princetonclub.com/

Located in the heart of midtown, the Princeton Club is only steps away from some of the most iconic New York City landmarks, including Grand Central Station, Bryant Park, and Times Square.

Guests are welcome to secure accommodations at the **Park Lane Hotel**, located in the vicinity of the event. To book a reservation via telephone at The Park Lane, please call **866-831-7211** & request that your reservations agent apply the iGlobal Forum Corporate Rate, or visit our personalized weblink on the website for a 15% discount.

WORKSHOP A TUESDAY MARCH 6, 2018 | 9:30 AM TO 11:30 AM

TRENDS & OPPORTUNITIES IN CROSS-BORDER REAL ESTATE INVESTMENT

WHAT WILL BE COVERED:

This interactive workshop will assess emerging trends and the key areas of focus for overseas investors - target markets, leverage and asset class selection. It will also review the policy landscape and address the most effective ways to navigate changing tax reform.

Topics to be addressed include:

- An overview of the most high profile deals; Forecasting the acquisition and deal making landscape in 2018
- How will a shift towards real-estate in emerging markets impact the US landscape?
- To what extent is globalization impacting Asian capital flow into the US? Can we expect a shift from China to other parts of Asia?

- Assessing the policy horizon - that does the future hold for international investors looking to invest from a policy reform perspective?
- The impact of tax reform on US real estate investment - can we expect increasing tax system complexity?
- The status of FIRPTA regulation and an overview of incentives to repatriate profits held overseas
- An overview of quantitative easing and the impact of the federal reserve
- The status of US fiscal policy and the areas of greatest impact the real estate market
- Risk analysis and mitigation strategies with a focus on cycle maturity, interest rates, peak values and slowing growth
- Analyzing restrictions on interest deductions - the impact on the after-tax returns of real estate investors



Kurt Carlton
CTO
SHERMAN BRIDGE LENDING

Kurt Carlton is the CEO of Sherman Bridge Lending, a finance company designed to fulfill the needs of borrowers who invest in "value-add" SFR. Kurt has been heavily involved in distressed SRF markets himself, having purchased and resold more than 5,000 properties since 2008. His ground floor understanding of this expanding niche real estate market has aided in the development of a successful loan product that blends the sophistication of a 30 year loan term with distinctive add-on financing for property repairs. He maintains one of the lowest default ratios in the industry and in 2012 he was named the "Giant of Investor Lending" by HousingWire Magazine.



Paul Fuhrman
Head of US Acquisition
MIRAMAR CAPITAL



Jason Danley
COO
PEAK CAPITAL PARTNERS

WORKSHOP B TUESDAY MARCH 6, 2018 | 12:45 PM TO 2:45 PM

TAXATION AND THE IMPACT ON REAL ESTATE

WHAT WILL BE COVERED:

This workshop will delve into the intricacies associated overseas investors and tax planning. It will drill down into the most practical strategies to navigate the complex tax landscape while maximizing long term yield for foreign investors.

- Overcoming structural complexities
- Tax relief - will it be favourable for overseas investors?
- An overview of international tax initiatives and the implications for international investors
- How will interest deductions impact both the tax burden on foreign investors and optimal deal structures?
- Fees and fund structuring for international investors



Michael Repka
CEO
DELEON REALTY

WORKSHOP C WEDNESDAY, MARCH 6, 2018 | 3:00 pm to 5:00 pm

INNOVATIVE STRATEGIES TO RAISE FOREIGN CAPITAL

WHAT WILL BE COVERED:

Attend this workshop and learn how to source funding from international investors. You will gain insight in how to select the most effective fundraising model and sources of foreign capital. The session will also take a deep dive into real estate fund models - Selecting who to work with and how much debt to take on. You will also gain invaluable insight into the borrower's perspective on sourcing finance - opportunities, challenges and lessons learned. Issues to be addressed include:

- Beyond gateway properties and core properties - key market opportunities
- Analysis of the main sources of foreign capital
- Investor-based fundraising - evaluating the options
- How to position yourself to attract overseas investment capital
- Strategies to raise capital from multiple sources
- Overcoming uncertainties for investors - taxation and regulation
- Assessing whether rate reductions will make REITs less appealing
- Current status of BAT
- Effective approaches to bringing capital in and out efficiently
- Foreign investors and real estate crowdfunding - mitigating risk and ensuring credibility



Diego Hodara
Founder & CEO
TITANIUM REALTY GROUP LLC

DIEGO HODARA is the founder and CEO of Titanium Realty Group, a real estate investment and development company focused on mix-use and residential real estate assets in the metropolitan area of New York. He is also a partner at W Designe Inc. a construction and mill-work company.

Diego has more than eighteen years of experience in all aspects of the real estate development process, from market research, acquisition, strategic development, financing, design, construction and property management. In addition to holding several multi-unit rental buildings, he is currently developing in stages more than 350 units in Jersey City representing a total development cost of 100 million dollars. During the process, Diego has paid off several acquisitions and construction loans.

Diego is also partner at W Designe, a licensed and insured construction company in NY and NJ with a carpentry shop based in Westchester, NY. W Designe has more than 40 employees in its payroll and it is involved in project types such as institutional, commercial and residential. Its client base includes Sirius XM, Hilton Hotel, Plaza Hotel, FAO Schwarz, YMCA and more. W Designe is a Minority Business Entity (MBE) and it has annual revenue of close to \$10,000,000.

Prior to founding Titanium Realty Group, Diego was involved as a senior manager in several large scale developments including ground-up projects not only in the NYC but also in Latin America such as Sheraton Hotel in Montevideo Uruguay, a 25 story building with post-tension concrete slab system. He also worked for Miriam Development, a family company in NYC, managing more than 200 workers and the construction of more than 150 ground up 3 to 4 story townhouses, which includes close to 500,000 SF, throughout Brooklyn, Bronx and part of Manhattan.

Diego holds a Master's degree in Real Estate Finance and Investment from NYU. He was awarded with two scholarships and received 2nd place in the National Sustainable Real Estate Development Contest by presenting "Hudson Green", a 100 million dollar development project. Diego holds a degree in Architecture and an MBA from the University of Uruguay. He has given lectures at New York University and he is an Academy Board Member and Professor at ORT University in Uruguay for the Real Estate Certificate program. Recently, Diego has raised several millions of dollars from Latin America investing in real estate development currently all focused in Jersey City

Diego has been active in Charity Organizations such as Reaching U, a foundation for Uruguay, and co-founded the student-run NYU Real Estate Synergy Club.

Diego is an avid traveler. During his one year architectural trip throughout the world, he crossed part of Paris-Dakar route in Morocco and travel inside Bosnia-Herzegovina near the end of the hostilities. When he returned to Uruguay he spoke about his experiences on TV, radio and magazines. One of his stories was included in the published book "9 Trips, Stories of Architect Students Traveling Around the World". He is fluent in English, Spanish and Italian. He has a son and daughter with his wife.



Peter J. Auerbach
Chief Investment Officer & Co-Founder
NCP ENTERPRISE FUNDS

Peter Auerbach brings 14 years of investment experience to Northstar and throughout his career has personally overseen the acquisition of over \$800 Million of real estate assets comprising over 6,000,000 SF. Most recently, Peter was Chief Investment Officer of ALTO Real Estate funds. During his tenure, ALTO Fund II purchased 36 assets with a value of over \$540 Million. Prior, Peter was a Director in Real Estate Acquisitions for Wexford Capital, a \$4 Billion private equity and hedge fund, whose portfolio consisted of over \$1 billion in property value. Peter was the head of acquisitions for Property Resources Corporation, a New York Multi-family owner operator, and was Head of Financial Analysis for Grubb & Ellis in New York.

Peter started his career in the asset management and investment banking divisions of Merrill Lynch and Credit Suisse. He is currently an adjunct professor at New York University and sits on the board of United Cerebral Palsy of New York. Peter holds a BS in Finance from Lehigh University where he graduated as Senior Class President and delivered the key note address at his graduation.



Richard Swart
Strategy Advisor
INVENIAM CAPITAL PARTNERS

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MARCH 6th, 2018 | **NEW YORK**

YES! Please Register Me:

NAME _____

JOB TITLE _____

ORGANIZATION _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PHONE _____ E-MAIL _____

Charge my Amex Visa Mastercard Discover

Card # _____ Exp. Date _____ / _____ CVM Code _____

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
January 25, 2018	\$249	\$599
February 10, 2018	\$299	\$699
February 20, 2018	\$349	\$799
March 6, 2018	\$399	\$899

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.
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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.