

# KAYO WOMEN'S REAL ESTATE SUMMIT 2020 PROGRAM

Two days dedicated to growing your career, connecting with leaders, and networking with women who are trailblazing the industry alongside you.



*wednesday, june 24*

## WALKING TOUR

11:00 AM

Enjoy an exclusive tour of the new Exeter Property Group development.

## WORKSHOP

1:00 PM

Announcing soon!

## DEMOGRAPHIC TRENDS

4:00 PM

**Laura Dietzel, RSM U.S. LLP**

## THE CITY OF "SISTERLY" LOVE AND HER NORTHEAST COUSINS

4:45 PM

Although our event draws a national audience, we like to kick things off with a panel of commercial real estate leaders in the Northeast, including our Philadelphia hosts. The rising prominence of education, health, and life science as major growth industries is just one example that has spurred increased appetite for Philadelphia and in the Northeast overall. We'll compare and contrast emerging trends in Philly and other Northeast cities, including Boston, New York and Washington D.C. What can these cities, and those across the country learn from each other?

**Martha Kelley, Goldman Sachs**

**Margaret McKnight, Juniper Square**

**Anjum Sharma, Brookfield Asset Management**

## WELCOME COCKTAILS

5:30 PM

We all know it's the best way to meet new friends and catch up with old ones. Celebrate the fact that you're surrounded by women who want to advance their career, support their peers and champion others.

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*thursday, june 25*

## NETWORKING BREAKFAST

7:30 AM

Join your peers in starting the day off right with breakfast.

## WELCOME

8:00 AM

## OPENING KEYNOTE

8:15 AM

**Deborah Harmon, Artemis Real Estate Partners**

## NETWORKING ACTIVITY

9:00 AM

## FIRESIDE CHAT

9:15 AM

**Anne Segrest McCulloch, Housing Partnership Equity Trust and Connie Simmons Taylor, Baker Botts LLP**

## THOUGHT LEADERSHIP: INSTITUTIONAL PERSPECTIVES

9:45 AM

This panel of senior leaders will share what factors institutional investors are watching most closely in 2020 and which investment strategies are showing the most interest. We'll explore the appetite for U.S. vs. global opportunities, and revisit stress-testing measures being employed in the event of a market downturn.

**Elizabeth Burton, Hawaii Employees' Retirement System**

**Natalie Hong, United Nations Joint Staff Pension Fund**

**Kristin Leung, GIC Special Investment**

**Jan Mende, Callan**

**Sarah Schwarzschild, Metropolitan Real Estate, The Carlyle Group**

## NETWORKING COFFEE BREAK

10:30 AM

Take a break, grab a coffee or snack, and introduce yourself to someone you don't know.

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## *choose your track*

**11:00AM - 11:50AM**

### MULTI-FAMILY HOUSING: DOG YOGA, GUITAR LESSONS, AND COMMUNITY TREEHOUSES - SAY WHAT?!

Are these amenities a bit over the top? Definitely. But they reflect significant shifts in how apartment dwellers, developers, and investors think multifamily living should evolve. Several trends are emerging -- and disrupting -- as multifamily housing becomes a longer-term choice for all demographics. These trends include technology advances, on-demand delivery of goods & services, shifting demographics, employment, transportation, health, and green demand. With these trends come challenges as well. Hear how CRE professionals are approaching amenities and beyond in meeting the needs for people of all ages and incomes.

**Leslie Mathis, Woodfield Investments**  
**Yalda Ghamarian, CBRE**  
**Allison Bradshaw, LEM Capital**  
**Donna Cote, Coterra Group**  
**Melissa Houston, Juniper Square, moderator**

### CAPITAL MARKET TRENDS IN 2020

What are common investor themes related to equity and debt capital flows? What are the main risks investors are trying to mitigate related to allocation trends? What are the pros and cons to allocating to larger managers vs. smaller managers? Where do niche opportunities fit into an overall portfolio allocation? What is the role of debt funds in a balanced portfolio? What are the opportunities for global investment and allocations? What is the status (and keys to success) of fundraising in this competitive environment? This panel of real estate leaders will discuss these trends as they look at what's happening in 2020 and beyond.

**Angela Johnson, Torchlight Investors**  
**Jessica Wichser, Partners Group**  
**Tricia Peterson, Accord Group**  
**Radhika Cobb, Metropolitan Real Estate (The Carlyle Group)**  
**Lisa Beeson, CenterCap Group**  
**Caroline Bailey, Vinson & Elkins, moderator**

### INVESTING RESPONSIBLY AND SUSTAINABLY: ESG PRACTICES AND IMPACT INVESTING

Since 2010, the amount of capital flowing into ESG and impact strategies has increased tremendously. Recent academic studies have demonstrated that companies with top ESG metrics outperform their peers financially while better managing risk. How are investors and owners incorporating ESG into the evaluation of managers and day-to-day asset management? What will the ESG landscape look like in the face of building energy regulations and rent regulations popping up across the country?

**Pamela West, Nuveen**  
**Isabel Dische, Ropes & Gray LLP**  
**Summer Haltli, FCP**  
**Laura Craft, Heitman**  
**Sara Webber Laczko, RSM U.S. LLP, moderator**

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**12:00PM - 12:50PM**

### IT'S GETTING "HOT & COLD" IN INDUSTRIALS

The industrial real estate sector continues to evolve in 2020 amid integration of logistics and retail. Is the surging growth the new normal or too hot too fast? Hear about opportunities and challenges in the "darling" of the real estate industry and its path forward.

**Nicole Stagnaro, Stockbridge Capital Group**  
**Beth Demba, Canada Pension Plan Investment Board**  
**Madeline Wick, Almanac Realty Investors**

### DEBT AND FINANCING: FINDING OPPORTUNITY IN A DYNAMIC MARKET

The commercial real estate market continues to have ever-changing dynamics in play. Hear the perspective from real estate lenders across the lender landscape as they discuss opportunities and challenges in today's market. We'll also hear views regarding which property types they are financing and where they prefer to play in the capital stack.

**Catherine Chen, Apollo Global Management**  
**Rivka Altman, Invesco**  
**Geri Borger, Freddie Mac**  
**Maxi Leachman, CBRE**  
**Ali George, Ropes & Gray LLP**  
**Lauren Sterk, J.P. Morgan, moderator**

### WOMEN IN REITS - A POWERFUL PRESENCE IN THE REAL ESTATE WORLD

This panel of REIT female executives will kick off with a discussion regarding the outlook on REITs, including opportunities in retail, office, industrials, healthcare, net lease, and multi-family. You'll hear perspectives on the impact the economic factors are having on real estate investments. Just as importantly, these female leaders will share their invaluable insights on how to succeed in a highly competitive industry, while also working to foster a supportive environment for women today and in developing the skills for those of the next generation.

**Cynthia Daly, Four Springs Capital Trust**  
**Robin Zeigler, Cedar Realty Trust**  
**Danica Holley, Global Medical REIT**  
**Taryn Fielder, Washington REIT**  
**Gina Szymanski, AEW Capital Management**  
**Paige Anderson, Vinson & Elkins, moderator**

# KAYO WOMEN'S REAL ESTATE SUMMIT 2020 PROGRAM



*thursday, june 25*

## NETWORKING LUNCH

1:00PM - 1:55PM

Each lunch table will have 1-2 hosts leading the group in a fun industry topic. All attendees are free to sit wherever they'd like, and join in the discussion.

## CONSUMER PREFERENCES DRIVING CHANGE & INNOVATION

2:00PM - 2:55PM

When it comes to what we eat, where we sleep, how we shop, go to work - consumer preferences drive change and shape the real estate industry. No real estate sector has gone untouched in meeting the daily rituals of everyday life for consumers. This panel will hone in on key trends and discuss how the industry is responding through the development of creative offerings.

**Jamie Sabat, Streetsense**

**Martha Hastings, CBRE**

**Angele Robinson-Gaylord, IKEA U.S.**

**Andrea Himmel, Himmel + Meringoff**

## FIRESIDE CHAT

3:00PM - 3:30PM

**Andrea Kramer, Hamilton Lane and Chrystalle Anstette, Sound Mark Partners**

## CHAMPAGNE SEND-OFF

3:30PM - 5:00PM

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