

REAL ESTATE, DIRECT LENDING & PRIVATE DEBT FORUM PART IV

100% DIGITAL EVENT



**TUESDAY - WEDNESDAY, JUNE 23-24, 2020
FROM 10AM TO 4PM**

100% Digital & Virtual Event
FLAIA IS THE WORLD'S LEADING MARKETPLACE FOR
ALTERNATIVE INVESTMENTS AND ALTERNATIVE
INVESTMENT DUE DILIGENCE / EDUCATION!

FLAIA
— INVESTING TOGETHER FOR THE LONG TERM —

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M MILLENNIUM
TRUST COMPANY*

From the Founder & Chairman



DEAR ATTENDEES:

Thank you to our Sponsors, Nationwide, Preqin, Boomerang Capital, S&P Global Market Intelligence, Safe Harbor Equity, The Mortgage Office, Harvest Volatility Management, Millennium Trust, ApexOne Investment Partners, EnTrust Global, Off the Chain Capital & Clarion Asset Management for helping us make this event possible. Without your support and guidance, we would not have been able to produce such a high quality and great event again. Thank you to all our FLAIA Members and the FLAIA Board for their support during these challenging times. It is amazing how our community has come together to provide Leadership during great uncertainty. I am proud to be a part of this great group!

Real Estate, Direct Lending and Private Debt are 3 legs of the alternative investment industry and over the past 10 years each of these legs have grown to have a much more profound impact on Main Street. Perhaps these 3 legs have been the hardest hit part of the overall alternative investment industry. Because of the lack of real time liquidity and real time price discovery this Forum is the most important conversation for global investors to join. Most investors have exposure to real estate through equity / credit and amid a crisis, no one has all the answers today. We are determined to bring clarity, truth, facts and experience from the front line by the most talented investment managers.

The content that you helped to shape by answering the survey questions are being used to designed to help shape and generate answer to the questions that are causing lots of sleepless nights. Part III of the Real Estate, Direct Lending and Private Debt Forum will look at the short and long term impact of COVID-19 as well as a look at future opportunities coming out of the global pandemic. The coronavirus crisis has rapidly become a major part of Americans' everyday lives and many of us are thinking about how the virus has and will continue to impact all sectors of the commercial real estate industry, direct lenders and private debt holders. Coronavirus is creating extreme uncertainty in the short-term with regards to cashflows. There will be a new normal defined by how people shop, work and play in the future. The question is, how will the new norm impact these 3 main pillars of our financial economy?

In our last survey, you responded contrary to popular thought because most did not think it was appropriate to discuss investment opportunities right now in the middle of this crisis. Part I of this conversation stayed away from investment opportunities as we collectively decided to focus more on the right here and right now. Due to overwhelming demand, the conversation will start to look at opportunities available today and in the medium term. We will include a look forward at conditions and opportunities in distressed investments and structuring issues involved in co-investments vs. direct investments.

Investment opportunities that help businesses that need working capital solutions to turn around the economy in time of Covid-19 will be a key theme of this event. The pandemic is a crisis like no other affecting two fronts: the medical and the economic. The importance to keep the economy running during the crisis is critical for those essential services, food distribution, delivery, and public utilities. Then will come the recovery. Liquidity is the key of to the game and where the alternative investment sector should focus on. The success of the pace of recovery will depend crucially on policies undertaken during the crisis. If policies ensure that workers do not lose their jobs, renters and homeowners are not evicted, companies avoid bankruptcy, and business and trade networks are preserved, the recovery will occur sooner and more smoothly. All working capital solutions that free liquidity into the market will be part of a quick recovery.

While the results from the survey produce sort of a photo finish, the winner of the most interest goes to Private Debt. The discussion will cover opportunities as our managers identify and discuss today's pressure points in private debt and credit due to the Covid-19 pandemic that will lead to the opportunities of 2020 and beyond. Our expert panel will reflect on past crises and discuss how they are adjusting to today's new realities and preparing for tomorrow's opportunities. How are managers handling the increased uncertainty and risk? And where are the related opportunities?

In April, I listened to Jaime Dimon, CEO of JP Morgan discuss how banks are the lenders of last resort and I could not help but think about how businesses are constantly looking for access to capital that traditional banks have not been able to provide since the Great Recession. I thought about the role that banks have been playing since the by lending to direct lenders rather than directly to businesses. This does not align with Jamie Dimon's internal dialogue and I have witnessed the growth of many platforms as they have stepped in to fulfill the demand. One of the main reasons that businesses and real estate investors have chosen direct lenders over banks is their ability to respond quickly, underwrite deals and get loans funded.

We will learn more from market participants as they shed light on the current conditions!

Sincerely,
Michael Corcelli
FLAIA, FOUNDER & CHAIRMAN

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AGENDA

DAY-1: 23 JUNE, 2020

- 10:00 AM** **Private Debt and Real Estate Update: Capital Raising and Deployment during COVID-19**
Jesse Fahy, VP – Private Capital Funds, Preqin
- 10:30 AM** **Opportunities in Real Estate & Direct Lending**
Eduardo Alves, Director, Risk Services, S&P Global Market Intelligence
Nick Eskandari, Founder & Chairman, Keybridge Fund
Rob Jafek, Principal, Boomerang Capital
Eric Newman, Treasury Manager & Trustee, City of Stamford
- 11:30 AM** **Alternative Income - NATIONWIDE RISK-MANAGED INCOME ETF (NUSI)**
Jonathan Molchan, Managing Director & Portfolio Manager, Harvest Volatility Management
- 12:00 PM** **Structuring Trends: Creating a Win / Win for General Partners & Investors**
Matt Kramer, Partner, Weinberg Wheeler Hudgins Gunn & Dial
Lane Lowery, Fund Manager Acqua QOF Portland, QOZ Portland
Bruno Peixoto, Partner, BP Tax Advisory
Mike Mangione, Director, Family Office and Advisor Relations, Group RMC
Demian Waldman, Managing Partner, Confidas Capital LLC
- 1:00 PM** **Ticking Debt Bomb: Opportunities in Non-Performing Residential Loans (NPLs)**
Bill Bymel, Managing Director, Spurs Capital LLC & First Lien Capital LP
- 1:30 PM** **Impact of COVID-19 on Collateral Values**
Jeffrey Marron, CEO, Sheridan Asset Management, LLC
Brett Hickey, Founder & CEO, Start Mountain Capital
Peter Lowden, Managing Director and Co-Portfolio Manager, Prime Meridian Capital Management LLC
Lance Etcheverry, Founder, Flat Creek Capital Management
Karl Douglas, Chief Investment Officer, Insight Family Office

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DAY-1: 23 JUNE, 2020

- 2:30 PM** **Insurance-Linked Investment Opportunities Amid Volatile Markets**
Richard Beleutz, Managing Director, AIR Asset Management
Scott Romanek, Managing Director, Sales & Marketing, AIR Asset Management
- 3:00 PM** **Real Estate Development & Land Acquisition**
Elizaebth Furber, Managing Partner, High Street Advisors, LP
Eric Berman, Chief Investment Officer, Lifeafar
Artem Milinchuk, CEO, FarmTogether
Federico Cerdas, Co-Founder, Cobra Development Fund
Dr. Bharat Sangani, Co-Founder & Chairman, Encore Enterprises
- 4:00 PM** **Closing Remarks**
Rainford Knight, Founder and Managing Partner Florida Institute of Finance

DAY-2 AGENDA IS CONTINUED ON NEXT PAGE

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AGENDA

DAY-2: 24 JUNE, 2020

10:00 AM Real Estate Impact Investing: Developing Communities for Florida's Workforce
Nick Rojo, President & Co-Founder, Affiliated Development

10:30 AM Special Situations Post COVID-19 -NPL, Real Estate & Other Distressed Opportunities
Amanda Jogia, Co-Founder & CEO, PrimeAlpha
Brian Prenoveau, Director Investor Relations & SEC Compliance, Safe Harbor Equity
Karen Gados, Managing Partner, Pikes Peak Capital
Adrian Leon, CFA, Relationship Manager, Alvarium
Rick Sharga, President & CEO, CJ Patrick Company, LLC

11:30 AM Opportunities In Emerging Market Debt
Guillermo Bauder, Managing Director, Clarion Asset Management

12:00 PM Multi Family, Retail & Hospitality (Post COVID-19)
Chrystalle Anstett, Sound Mark Partners, Head of Capital Formation
Joseph DeMatteo, President, JDM Capital
Ernest Johnson, Partner & Executive Managing Director, ApexOne Investment Partners
Tony Barkan, Founder & CEO, Allagash Partners
Peter Foran, Executive VP - Portfolio Management, Pine Tree LLC

1:00 PM Global Economic Outlook
Torsten Slok, Chief International Economist, Deutsche Bank

1:30 PM FLAIA Marketplace
Michael Corcelli, Founder & Chairman, FLAIA
Rainford Knight, PhD, Board Member, FLAIA
Jeffrey Mejia, Executive Director, FLAIA
Jeremy Johnson, Head of FinTech, FLAIA

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DAY-2: 24 JUNE, 2020

- 2:30 PM** **Operational Excellence In Lending**
Elizabeth Morales, Chief Marketing Officer, The Mortgage Office
- 3:00 PM** **Private Debt & Direct Lending: Capturing Opportunities in New Issues or
Playing the Secondary Market**
Michael D'Onofrio, Managing Director, Engineered Tax Services
Brock Freeman, Managing Partner, Kirkland Capital Group
Camilo Niño, Partner & CEO, Linkvest Capital
Tim Sacks, Chief Investment Officer, Angulus Capital Management, LLC
Stephan de Sabrit, Managing Partner, Leste
- 4:00 PM** **Closing Remarks**
Rainford Knight, Founder and Managing Partner Florida Institute of
Finance

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SPEAKERS



MICHAEL CORCELLI

Founder and Chairman, FLAIA

Mr. Corcelli began his career in the private wealth management side of the business at UBS. In addition to helping UBS grow their assets under management, he was responsible for portfolio management and tactical asset allocation for private clients. After leaving UBS, Mr. Corcelli formed Alexander Alternative Capital, a global macro hedge fund that started with shorting sub-prime mortgage companies. Additionally, Mr. Corcelli is the Founder and Chairman of the Florida Alternative Investment Association (FLAIA), a 501(c)(6) non-profit organization which includes some of the most successful hedge funds and largest family offices both nationally and internationally. In 2012, he led an initiative to double the Florida State Board of Administration's use of alternative investments from 10% to 20% freeing up roughly 15 billion dollars of new capital for hedge funds, private equity and venture capital. Michael earned his Michael Corcelli Bachelor of Science in Finance from the University of Miami.



JESSE FAHY

VP - Private Capital Funds (Americas), Preqin

Jesse Fahy is the VP - Private Capital Funds (Americas) at Preqin, the alternative assets industry's leading source of data, insights and solutions. Jesse leads a team of over 10 analysts responsible for direct engagements with fund managers across the private capital industry. Jesse has full ownership of this dataset, with he and his team responsible for the quality, growth and dissemination for the Americas. Prior to this, Jesse led the venture capital efforts at Preqin, helping to set strategy for the asset class globally, and was one of the first analysts working on the hedge fund product when he first joined the company.

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SPEAKERS



ROB JAFEK

Principal, Boomerang Capital

Robert Jafeck is currently a Principal at Boomerang Capital Partners and has been involved in all phases of Boomerang's development since its inception. He started his career as an investment banking Analyst at Morgan Stanley and went on to hold various principal investing roles including Head of International Trading for Nicholas Applegate Capital Management and Analyst and Portfolio Manager at Tiger Management. Eventually he has founded and managed two highly successful alternative investment firms: Plumeria Advisors and Torrey Pines Capital Management and now Boomerang Capital Partners. He received a BA in Finance from The University of Utah and a Masters in Innovation and Entrepreneurship from HEC Paris. He also teaches business and finance at the university level, with his current position being an adjunct professor at UC Berkeley Law.



EDUARDO ALVES

Director, Credit Risk Solutions, S&P Global Market Intelligence

Eduardo Alves is a Director and an analytical leader in the Credit Risk Solutions group of S&P Global Market Intelligence. He collaborates with financial institutions of varying sizes and specialties in the design and implementation of risk management solutions. Eduardo has an outstanding record of realizing client objectives through high-quality engagements in the areas of credit risk methodologies, internal risk rating systems, model validation, stress testing, and CECL.

Prior to S&P Global Market Intelligence, Eduardo worked at Promontory Financial Group, Mizuho Bank, and the World Bank. He holds an MS in Economics from the University of Essex and a BA in International Affairs and Economics from The George Washington University.

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SPEAKERS



ERIC NEWMAN

Treasury Manager, City of Stamford

Eric Newman, CPA, CGMA – Treasury Manager with the City of Stamford, Connecticut.

Eric is responsible for treasury, investment management, pension fund administration and accounting. He participates in the management of the City's Public Private Partnership portfolio. The portfolio includes a highly leveraged Real Estate Qualified Active Low-Income Community Business Partnership (QALICB) that monetarized IRC §47 Federal Historical Tax Credits and §45D New Markets Tax Credits and several Tax Increment Financing (TIF) redevelopment, infrastructure, and improvement projects. Eric serves as a Trustee on the Classified Employees Retirement Fund Board, Other Post-Employment Benefit (OPEB) Board, Defined Contribution Retirement Plan Board and is a member of the City's Investment Advisory Committee. Eric is a Trustee on the Town of Fairfield, Connecticut Employee Retirement Board and Joint Retirement Investment Board.

Prior to entering government finance, Eric held finance positions at Royal Bank of Scotland, IBM Global Financing, Arnhold and S. Bleichroeder, Price Waterhouse and Soros Fund Management. He served as the Treasurer for thirty-seven special purpose funding entities, a member of the NYSSCPA Private Equity and Venture Capital Committee and NYSSCPA Investment Management Committee.

Eric received his B.B.A. in Accounting from Adelphi University; Certificate in Investment Banking from New York University; and is currently pursuing his M.B.A. in Finance from Sacred Heart University.

He is a Certified Public Accountant (CPA) and a Chartered Global Management Accountant (CGMA).

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SPEAKERS



JONATHAN MOLCHAN

Managing Director & Portfolio Manager, Harvest Volatility Management

Jonathan Molchan is a Managing Director and Portfolio Manager at Harvest Volatility Management, where he focuses on the management and creation of new investment solutions. Jonathan currently serves as the lead portfolio manager for the Nationwide Risk-Managed Income ETF (NUSI).

Prior to joining Harvest, Jonathan was a Portfolio Manager and Head of Product Development at Horizons ETFs US, where he managed the firm's options-based ETFs and helped lead all aspects of strategy development. He has also held roles in portfolio management, risk, trading and research at Recon Capital Partners and Millennium Management. He started his career as an analyst at SAC Capital Advisors where he focused on various quantitative volatility strategies in addition to global long/short equity.

Jonathan holds a B.S. in Finance from Sacred Heart University, where he was a Division I student athlete and a member of the men's golf team.



MATT KARMER

Partner, Weinberg Wheeler Hudgins Gunn & Dial

Corporate transactional attorney with a focus representing owners, developers, buyers and distressed investors in a wide array of real estate transactions. Experience structuring mezz, private equity and EB5 transactions. Represent landlords and tenants on lease transactions. Experience with construction financing, code compliance, title, and corporate restructuring matters. Handle commercial foreclosures on behalf of servicers and lenders. Counsel start-up ventures and assist companies in the purchase and sale of assets.

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SPEAKERS



BRUNO PEIXOTO

Partner, BP Tax Advisory

Academic education

Graduated in Law from the Pontifical Catholic University of Rio Grande do Sul, Master in Law, area of trade and international taxation at the University of Montevideo.

Areas of expertise

Tax Consulting and Planning, Structuring International Investments, Mergers and Acquisitions.

Professional experience

He started his career in 2002, as a trainee and soon as a lawyer in a large law firm in Brazil, where he dedicated his activities to providing services to large national and foreign companies, with a main focus in the areas of business structuring, foreign investment consultancy in the Brazil and Brazilians abroad, tax planning and tax litigation.

From 2012 he performed international tax consultancy in a large consulting firm, where he was the coordinator of his legal and partner department.

Institutions it integrates

Brazilian Bar Association, International Fiscal Association, Brazilian Association of Financial Law and Founding Member of the Uruguay-Australia Chamber of Commerce.

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SPEAKERS



JOSEPH DEMATTEO, SR

President, JDM Capital Hospitality Management Group

Joseph Dematteo, Sr, President and CEO, JDM Capital Hospitality Management Group Joseph W. DeMatteo has been an industry expert in the field of hospitality and real estate investment. Joseph's passion for the hospitality industry, as well as his unique experience adds a touch to the properties he works with. These abilities continue to enable him to identify hotel opportunities and to find value where others have looked passed it. To bring those visions to life he founded JDM Capital and has led the firm's growth into a multidimensional, fully integrated real estate organization. His educational accomplishments include a B.S. in Finance from the State University of New York, a Degree in Building and Construction Management, Certificates in International Business and Finance & Hotel Operations all from New York University. He has also completed an Executive Management Program from Harvard Law School. As a member of the NYU faculty, he developed the core concentration and was the first Professor to teach Asset Management in the Master's Program at the Real Estate Institute. Most recently, he developed internship programs and lectured at Northeastern University's D'Amore- McKim School of Business.



MICHAEL MANGIONE

Director, Family Offices and Advisor Relations, GroupRMC

Michael is the Director of Family Offices and Advisor Relations at Group RMC. He is responsible for establishing, developing and maintaining business relationships with Family Offices and Investment Advisors. He is also responsible for marketing the business in Canada and in the US. Michael graduated with a Bachelor of Commerce with a concentration in accounting from Concordia University. He holds the CPA, CMA designation.

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SPEAKERS



ARTEM MILINCHUK

Founder & CEO, FarmTogether

Artem has over 10 years of finance experience in food, agriculture, and farmland. Prior to founding FarmTogether, Artem was employee #1 and CFO/VP of Operations at Full Harvest Technologies, a now post-Series A B2B platform for buying and selling produce. He previously worked at Ontario Teachers' Pension Plan, Sprott Resource Holdings, E&Y and PwC. Artem holds an MBA from The Wharton School, and a BA and MA in Economics from the Higher School of Economics.



ERNEST JOHNSON

*Partner and Executive Managing Director,
ApexOne Investment Partners*

Principal and an Executive Managing Director of ApexOne. He focuses on capital markets, fund strategy and financial administration, and investor communications. Ernest has 38 years of real estate experience including 17 years as the Executive Vice President of PM Realty Group's Capital Markets division and 10 years with JMB Property Company where he served as Executive Vice President of the Western Division. Immediately following graduation from college, he managed a national multifamily student housing portfolio and was responsible for all facets of operations, including acquisitions, dispositions, construction and finance. Ernest is actively involved with National Multifamily Housing Council. He serves on the Advisory Council for Auburn University's Master of Real Estate Development program and is also on the University of Florida's Bergstrom Real Estate Center Advisory Board. Ernest previously served as the Chairman of the Board of Trustees for the Lone Star Chapter of the National Multiple Sclerosis Society and has been inducted into the MS Society's National Fundraising Hall of Fame. Ernest remains active with his university fraternity, having served as National President of Pi Kappa Phi, President of Pi Kappa Phi Properties and as a member of the Board of Directors for the Ability Experience, a national philanthropy raising awareness and funding for people with disabilities. He currently serves as Chairman of the Pi Kappa Phi Foundation. Ernest graduated with a Bachelor of Science in Business Administration from Auburn University (1980).

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SPEAKERS



RAINFORD KNIGHT

Founder and Managing Partner, FiF

Dr. Knight's experience spans both academia and industry. His academic career started as an Assistant Professor of Finance at Fairleigh Dickinson University (FDU) in Madison, New Jersey and then was a mergers and acquisitions analyst in the financial services industry. In academia, Dr. Knight is a member of the finance faculty at Florida Atlantic University and was a member of the finance faculty at the University of Miami. His PhD is from FAU in the area of IPO pricing, distribution and market behavior. Dr. Knight sits on the board of the Florida Alternative Investment Association (FLAIA), the Business Development Board of Palm Beach County's Financial Advisory Task Force, the Nat King Cole Generation Hope charity and the CFA Society of South Florida.



RICHARD BELEUTZ

CEO, AIR Asset Management

Rich is responsible for overseeing and directing AIR Asset Management's overall strategic growth and initiatives. He has more than 20 years of financial services experience and has closed over USD \$1 billion in transactions for companies and investment products. He draws from his diverse deal experience in the realms of private equity and investment banking, and has operations experience as principal of three hedge funds. Since 2006, Rich has launched a life settlement brokerage business, a life settlement trading hedge fund, and a life expectancy company. Rich's thought leadership in the alternative investments space has been sought after for interviews and industry conference speaking engagements. Rich graduated from the University of Michigan with a BA in Economics in 1992. He holds Series 7, 9, 10, 24, 63, and 79 securities registrations.

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SPEAKERS



DEMIAN WALDMAN

Managing Partner, The Confidas Group

Mr. Waldman joined The Confidas Group in 2014 and with 25+ years of experience in financial services and international business development, was previously Head of Business Development at Bravia Capital an independent manager of public and private equity investments in Brazil. Previously, was a founding partner of Liyen Co., a Dubai-based Investment Advisory Company for Brazilian and Gulf (GCC) business development. Prior was responsible for business development and a partner at Rosenberg Partners, a leading Brazilian M&A and Project Finance independent advisory company, spin-off from Rosenberg & Associados (1985) one of the most distinguished macroeconomic consulting firms in Brazil. And for 9 years, Business Development Manager of Faldini-Belesta Banque d’Affaires, an Investment Company of Belesta AG (Swiss Multi-family Office)) and Faldini Family Office. Mr. Waldman graduated in Business Administration from Fundação Getúlio Vargas (FGV) and attended a University Extension Program in International Business at Sophia University, Tokyo. He is fluent in English, Portuguese, Italian and Spanish and has a good working knowledge of French.



LANE LOWRY

Fund Manager, QOZ Portland

Lane has 31 years of experience in in all aspects of development from site analysis, acquisition, design, construction and lease up. Lane has completed hundreds of remodel, new home, apartment and new homebuilding communities including large land parcels for merchant home building.

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SPEAKERS



LANCE ETCHEVERRY

Managing Principal, Regional Director, Flat Creek Capital Management, LP

Lance Etcheverry founded Flat Creek Capital Management, LP to build a purposely diverse portfolio of opportunistic investments in growing private middle-market businesses. Fund I (Flat Creek Capital, LP) closed in 2016, has committed capital of \$14m with 79 investors and has made investments in 20 different businesses across economic sectors and geographies. Fund II (Flat Creek Capital II, LP) had its initial close in 2019 and currently has over 55 investors with 2 investments. Fund II remains open until July 2020.

Etcheverry has had a diverse professional career across government, energy/utilities and investment banking. He began his career in 1990 in Washington, DC as a legislative aide to US Senator Lloyd Bentsen and US Congressman Michael A. Andrews. In 1995, Lance joined JPMorgan's Public Finance Utilities team, where he spent a total of seventeen years, including several years as Group Head. He and his team provided investment banking services to governmentally owned electric, gas and water utilities in the US and Puerto Rico. He also spent three years at an affiliate of Hunt Oil Company evaluating lower middle market private investments.

Early in his career, with his own capital, Etcheverry began employing a disciplined, structured investment strategy focused on private transactions, diversifying from traditional public equities and fixed income. The strategy was centered on supporting highly motivated, proven management teams and lead investors with supplemental growth equity capital. Strongly aligned incentives, diversification, flexibility and an opportunistic mindset have been key principles informing the strategy.

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SPEAKERS



PETER LOWDEN

Managing Director & Co-Portfolio Manager, Prime Meridian Capital Management

Peter Lowden, CFA, is the Managing Director and Co-Portfolio Manager for Prime Meridian Capital Management. In these roles, he is instrumental in the management of all the lending funds for the firm, and its overall operations and direction. Mr. Lowden has been formulating and managing investment strategies since 1993. His experience includes traditional equity and fixed income securities analysis, traditional and alternative investment manager research, asset allocation, and portfolio management of equity, fixed income, mutual fund, fund of funds and hedge fund strategies. Mr. Lowden holds a Bachelor of Science degree in Finance from the University of Colorado, Boulder, as well as the Chartered Financial Analyst (CFA) designation from the CFA Institute. He is a past President of the CFA Miami Society, and is active in the community where he has helped guide multiple non-profit organizations.

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SPEAKERS



ELIZABETH FURBER

Managing Partner, High Street Advisors, LLC

HSA is a marketing and consulting firm for alternative investments including real estate, private equity, private debt and hedge funds.

Ms. Furber is the founder of HSA with 30+ years industry experience and is a registered representative of First Dominion Capital Corp. with Series 7 and Series 63 licenses. Prior to HSA, she was a Vice President in the Investment Services Group at Donaldson, Lufkin & Jenrette. Before joining DLJ, she was a Vice President at Kidder, Peabody & Co. in Private Wealth/Middle Market Institutional Sales, Derivatives Trading, IT, and Internal Audit. Prior to Kidder, Peabody, she was an associate in Mortgage-Backed Securities Research at Goldman, Sachs. Ms. Furber is co-founder of the Boston Alternative Investments Networking Group and a past Director of the NY Financial Analysts and Money Managers Society.

She graduated with a B.S. in Computer Science from Manhattan College and received an MBA in Finance from New York University's Stern School of Business.

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SPEAKERS



JEFFERY MARON

CEO, Sheridan Asset Management, LLC

Jeffrey B. Marron, Chief Executive Officer. Mr. Marron is responsible for all investment related activities, day to day operations and fund marketing. He also leads the transaction origination functions of Sheridan Asset Management, LLC. During his 18 years, Mr Marron has built a robust contact base that has developed Sheridan Asset Management into a brand name recognized as a lender to the small to medium sized specialty finance company community. Prior to founding Sheridan, Mr. Marron was a Director at Wasserstein Perella's Alternative Asset Management Group, where he was involved in their Emerging Markets ABS transaction efforts and fund marketing. Before Wasserstein Perella, he was a Vice-President at Nomura Securities International where he was responsible for originating, financing, and distributing \$1 billion of specialty finance and real estate related assets. Previously, Mr. Marron was an assistant football coach at the United States Military Academy at West Point. Mr. Marron obtained a B.A. in Communications from Michigan State University in 1986 and also pursued graduate studies at the University.



BRIAN PRENOVEAU

Director, Investor Relations, Safe Harbor Equity

Brian is the Director of Investor Relations and SEC Compliance at Safe Harbor Equity. Brian has over 12 years of investor relations experience specializing in IPOs, shareholder turnover, cultivating Wall Street relationships, financial analysis, model construction. In addition, Brian spent 5 years on the sell side equity research covering REITs & consumer products. He has his B.S. Finance from Miami University (OH), and holds the Chartered Financial Analyst (CFA) designation.

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SPEAKERS



KARL DOUGLAS

Chief Investment Strategist, Insight Family Office

Karl Douglas is an investment banker, investor, and entrepreneur with over 30 years of experience at Wall Street firms including Integrated Resources, Salomon Brothers, Bear Stearns, JP Morgan, and Merrill Lynch. He is the Founder and Chief Investment Strategist of Insight Family Office, a successful private investment firm, advisor, and origination platform to family offices, endowments and institutions. Mr. Douglas founded the firm in 2014. Since then, Insight has grown into a firm advising family offices, endowments, and institutions with over \$1B of assets.

In addition to his responsibilities at Insight Family Office, Mr. Douglas dedicates a significant amount of effort to help young entrepreneurs to develop profitable businesses. Mr. Douglas is a Director on the Board of Unify Biotechnologies, a New York biotechnology incubator. He is also a sponsor and advisor to the BAJ Accelerator, a collaboration, and partnership among three organizations: Baltic American Chamber of Commerce, Orion Worldwide Innovations, and Jacobs Technion-Cornell Institute at Cornell Tech. The BAJ Accelerator is dedicated to promoting technology innovation and helping entrepreneurs to develop sound businesses.



ADRIAN LEON

Relationship Manager, Alvarium

Adrian Leon, CFA is a financial advisor focused on relationship management for ultra-high net worth clients. He joined Alvarium (formerly Guggenheim Partners Latin America) in 2013, where he played a senior role in the portfolio management division, and has over 12 years of experience in consulting, trading and asset management. Prior to joining Guggenheim he was a portfolio managers for the Bryant University Endowment. Adrian has a Bachelors of Science degree in Finance & Economics from Bryant University, and is a current member of the CFA Society.

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SPEAKERS



BRETT HICKEY

Founder & CEO, Star Mountain Capital

Brett Hickey is the Founder & CEO of Star Mountain Capital, LLC, a \$1+ billion AUM specialized U.S. lower middle-market investment firm. Star Mountain employs a data-driven approach to provide value-added debt and equity capital to established small & medium-sized companies leveraging its large market expertise, scale-driven resources, and longstanding relationships. With approximately 30 full-time people and over 25 operating partners and advisors, Star Mountain brings proven large market expertise to help business owners maximize value. Star Mountain's team and partners include former senior executives from GSO / Blackstone, Goldman Sachs, Merrill Lynch, Credit Suisse, and Citigroup. Star Mountain provides flexible capital solutions including debt and equity for business owners and has a strategic primary and secondary fund business through which it invests in over 250 U.S. private businesses. This secondary business provides early liquidity to investors in U.S. lower middle-market credit and equity funds. Star Mountain's in-house technology team has built proprietary systems to support its data-driven approach to maximize value for investors and business owners alike. Star Mountain is a trademarked brand, including "Investing in the Growth Engine of America ®" and Star Mountain's distinctive "Collaborative Ecosystem ®" includes hosting and participating in 100+ events per year. Star Mountain's Charitable Foundation supports career development for women, veterans, and athletes as well as health & wellness initiatives including cancer research. Prior to becoming a principal investor starting in the early 2000s, Mr. Hickey was an Investment Banker at Salomon Smith Barney / Citigroup Global Markets in New York City where he covered global Asset Managers and Financial Institutions. In that role, he analyzed asset managers and asset classes, ultimately working on over \$20 billion in completed strategic acquisitions and capital raises.

REAL ESTATE, DIRECT LENDING & PRIVATE DEBT FORUM PART IV

100% DIGITAL & VIRTUAL EVENT

SPEAKERS



SCOTT ROMANEK

Managing Director, Sales & Marketing, Air Asset Management

Scott joined AIRAM in January of 2018 and serves as Managing Director of Sale & Marketing. With over 20 years of experience in investments and financial services, Scott's responsibilities include fundraising, implementation of strategic marketing initiatives, development of client relationships and providing investor relations support to AIR Asset Management's investors. Prior to joining AIR Asset Management, Scott served as Vice President of Distribution & Fundraising for MJM 2 Capital, a firm specializing in the fundraising, distribution and investor relations of a macro hedge fund strategy. Previous to MJM 2 Capital, Scott was a wealth advisor with Morgan Stanley, focusing on bespoke construction of portfolios for HNW clients. Scott started his career as a derivatives trader, becoming a Member of the Chicago Board of Trade, with concentration on the US Treasury bond complex as well as SP 500 futures & options. Scott earned a Bachelor of Science in Business from Arizona State University W.P. Carey School of Business. He has previously held the Series 7 & 66 licenses.



ELIZABETH MORALES

Chief Marketing Officer, Applied Business Software

Elizabeth is the Chief Marketing Officer for Applied Business Software. She has a proven record in senior operational roles and is known as an inspirational leader and a data-driven marketer. She has created full scale marketing platforms, handles media, public relations and brand management for ABS; a strategic planner and forward thinker. Elizabeth has a Bachelor of Arts in Spanish Literature and a Masters in Business Administration.

REAL ESTATE, DIRECT LENDING & PRIVATE DEBT FORUM PART IV

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SPEAKERS



NICK ROJO

President, Affiliated Development

Nick Rojo is the Co-Founder and President of Affiliated Development. Mr. Rojo has more than 14 years of experience in the acquisition, finance, management, rehabilitation and development of residential and commercial real estate.

Nick is a South Florida native and got his start in the real estate industry in 2006 as an investment banker at Wachovia Securities, where he focused on providing capital raising and advisory services to public and private homebuilders and developers. Nick gained experience working on a variety of transactions from traditional investment banking to real estate asset-specific transactions, and was afforded the unique benefit of structuring financings at the peak of the market cycle and then working with clients to restructure during the great recession. He left Wachovia to return to South Florida in 2009 to opportunistically acquire property at the height of the recession.

After acquiring and rehabilitating property with friends and family capital, Mr. Rojo teamed up with a family office in 2011 to acquire residential and commercial assets throughout Florida. During this time, Mr. Rojo met Jeff Burns and began evaluating and later investing in projects together. In 2014, the two formally teamed up to expand Affiliated's presence in Florida.

Mr. Rojo has been involved in the development of over 900 units and every project has been a public-private partnership with a substantial public finance component.

Mr. Rojo graduated cum laude with a B.S.B.A. in Finance and New and Small Business Management from Georgetown University in Washington, DC, where he was also a four-year letterman and Academic All-American on the Georgetown Hoya football team. He is a resident of West Palm Beach, FL, and sits on the Broward County Sheriff's advisory council. He is also a board member of Student Aces, an organization that provides leadership training, coaching, mentoring and scholarships to local high school student athletes.

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SPEAKERS



KAREN GADOS

Managing Partner, Pikes Peak Capital

Karen Gados is co-founder and Managing Partner at Pikes Peak Capital (PPC), a boutique real estate private equity company that purchases deeply-discounted residential houses from banks and resells them near market value to local investors or families who may not qualify for traditional mortgages by replacing traditional bank mortgages with seller financing. Under her leadership, PPC funds buy and sell over 500 properties/year and have achieved an average of 12% unlevered, trailing 12-month IRR. Prior to Pikes Peak Capital, Karen filled various strategic, communications and business development leadership positions at SunShare, one of the first community solar companies in the nation. She also served as a US Peace Corps volunteer from 2008-2010. Karen is an MBA candidate with the University of Colorado.



STEPHAN DE SABRIT

Managing Partner - Credit and Real Estate, Leste Group

Stephan de Sabrit is a managing partner and Global Head of Credit and Real Estate at Leste Group. Mr. de Sabrit oversees the management of the teams in the USA and Brazil and sits on the investment committees for Leste's private credit funds and all equity real estate funds. Before joining Leste Group in 2015, Mr. de Sabrit was a partner and portfolio manager at Polo Capital, a Brazilian based Hedge Fund. Prior to joining Polo Capital, Mr. de Sabrit served as a managing director of Planner Investment Banking in São Paulo, Brazil after having founded and being responsible for the Brazil operations for Bulltick Capital Markets. Mr. de Sabrit holds a BBA from FAAP.

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SPEAKERS



RICK SHARGA

President & CEO, CJ Patrick Company, LLC

Rick is the founder of CJ Patrick Company, a consulting firm that helps real estate, financial services, and technology companies develop a position of competitive advantage and use it to drive business strategy, marketing, and sales.

One of the country's most frequently-quoted sources on real estate, mortgage and foreclosure trends, Rick has appeared regularly over the past 15 years on CNBC, the CBS Evening News, NBC Nightly News, CNN, ABC World News, FOX, Bloomberg and NPR. Rick is a founding member of the Five Star National Mortgage Servicing Association, a member of the Board of Directors of REOMAC, and was included in the Inman News Inman 100, an annual list of the most influential leaders in real estate in both 2013 and 2014.

An accomplished executive with over 25 years of experience in consumer and B2B marketing, Rick was formerly an Executive Vice President for Carrington Mortgage Holdings, and Chief Marketing Officer of the company's Vylla business unit. Rick was previously the Chief Marketing Officer of Ten-X, the leading online real estate marketplace, where he started in July of 2013 as EVP of the company's Auction.com business unit.

Prior to that, Rick spent eight years at RealtyTrac, where as SVP he was responsible for marketing, business development and data operations, and won the Stevie® Award for National Marketing Executive of the Year.

REAL ESTATE, DIRECT LENDING & PRIVATE DEBT FORUM PART IV

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SPEAKERS



ERIC BERMAN

Chief Investment Officer, Lifeafar

Eric Berman is the Chief Investment Officer of Lifeafar. He oversees investment strategy including acquisitions and development, and plays a key role in leading Lifeafar's hospitality initiatives. Eric has spent his career working with a diverse base of investors, owners, lenders and developers of hotel and mixed-use real estate assets. Along the way, he has advised on more than \$2 billion of hotel and real estate transactions throughout the U.S. and Latin America. The experiences Eric brings to Lifeafar will be instrumental in the continued success and global expansion of the company. Eric joined Lifeafar in 2018 following four-plus years with Berkeley Research Group, where he helped pioneer the firm's hospitality advisory group and expand its corporate finance efforts in Latin America. He began his career at Deloitte & Touche, LLP, where he provided accounting and advisory services for clients in the financial services, banking, real estate and retail industries, focusing on companies with an aggregate of more than \$180 billion in assets and over \$10 billion in annual revenues. During his professional career, he has held positions in destinations including New York and Miami, as well as Colombia, Panama, and Mexico. Born and raised in Philadelphia, PA, Eric was educated at Penn State University - Smeal College of Business, where he earned a bachelor's degree and a master's degree in accounting. He has been a licensed Certified Public Accountant since 2013 and holds a certificate in hotel real estate investment and asset management from Cornell University.

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SPEAKERS



NICK ESKANDARI

President/CEO, Key Bridge Fund

Nick Eskandari is the CEO and Founder of Key Bridge Fund, a direct commercial real estate lender located in Beverly Hills, with over 25 years of experience serving in various leadership positions including commercial and residential lending, real estate investments and developments, investment banking and corporate finance. Nick has recently been recognized as one of the Most Influential Lenders by the Los Angeles Business Journal. Key Bridge Fund's sole business is to originate short-term senior loans with maturities typically ranging from six to twenty-four months with target LTV up to 60% of the property, located in select strong markets of the United States, with a primary focus in California, securing Key Bridge Fund's mortgage loans. Key Bridge Fund attempts to reduce the interest rate risk and the market cycle risk of potential declines in property values by making short-term loans. Nick's motto is, "the way to understand value in a real estate project is through the lens of an experienced lender with integrity." He and his dedicated team apply this principle on every project. Nick is a graduate of Investment Banking Institute from New York and holds an MBA degree.

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SPEAKERS



GUILLERMO BAUDER

Managing Director, Clarion Asset Management

Began his career in 1993 as a floor broker in the Caracas Stock Exchange for the broker dealer of Grupo Confinanzas while studying Business Administration in the Universidad Metropolitana de Caracas. He later transferred to the Local Fixed Income area and thereafter to the International Fixed Income area. In 1998 was Foreign Associate in Peru for North American Institutional Brokers covering US Equity institutional clientes. In 2000 he joined FTC Securities as Foreign Associate for Latin America, in charge of developing US Equity and Fixed Income for institutional clientes. In 2003 he joined forces with Convencao, a brazilian broker dealer, to develop their international division offering Futures, Commodities, US Equities and International Fixed Income to institutional clientes. In 2007 he founded an Emerging Markets international fixed income boutique, Galloway Capital Management, where he served as managing director and portfolio manager until late 2014. He has lived in Venezuela, Brazil, Argentina, Chile, Peru, United States and Canada and is fluent in Spanish, English and Portuguese.

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SPEAKERS



BILL BYEMEL

Managing Director, Spurs Capital LLC & First Lien Capital LP

With two decades of experience in both commercial and residential real estate, Bill Byemel has become known as a pioneer in the distressed residential mortgage space by creating a new paradigm for dealing with delinquent borrowers. Both his strategies and experience personally overseeing the resolution of \$300+ million of NPL since 2009 are illustrated in Bill's book WIN WIN REVOLUTION, available on Amazon. Bill is Managing Director at Spurs Capital LLC, a leading mortgage investment firm that acts as the backbone for each of his mortgage investment funds. As a Partner in Retail Sites International, the 40-year-old commercial real estate advisory firm specializing in retail-restaurant site selection and development, Bill's clients have included McDonalds, BJ's Brewhouse, Darden Restaurants, and Family Dollar Stores. Bill has spent the last 15 years raising family in Jupiter, Florida where he is an active member of the community and volunteers for a number of youth-oriented programs including being a court appointed Guardian ad Litem for children victims of abuse and neglect. Bill has also been active as a Film Producer and Public Speaker and recently moved to Beverly Hills, California with his 14-year-old daughter.

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SPEAKERS



MICHAEL D'ONOFRIO

Managing Director, Engineered Tax Services

Michael D'Onofrio is the Managing Director of ETS and sits on the Executive Board. He has had a successful career in finance, energy consulting, and real estate development. Michael has founded numerous successful companies and is a valued member of the team. His strong business drive has added professionalism, consistency and significant growth to the company as a whole as he guides his clients along the path of increased success and missed opportunities for reduced tax liability. He has also mentored many ETS team members to the same success. Michael is originally from Southern Florida and recently relocated to Charlotte, North Carolina with his wife and two small children. They enjoy playing in the great outdoors, mountain biking, hiking, and sports. Michael also enjoys yoga, particularly Bikram Yoga (known as "hot" yoga), and rather than client golf outings, he will happily oblige any ETS clients with an hour of hot yoga instruction!



TORSTEN SLOK

Chief International Economist, Deutsche Bank

Torsten Slok joined Deutsche Bank Securities in the fall of 2005. Mr. Slok's Economics team has been top-ranked by Institutional Investor in fixed income and equities since 2010, including #1 in 2019. Slok currently serves as a member of the Economic Club of New York. Prior to joining the firm, Mr. Slok worked at the OECD in Paris in the Money and Finance Division and the Structural Policy Analysis Division. Before joining the OECD he worked for four years at the IMF in the Division responsible for writing the World Economic Outlook and the Division responsible for China, Hong Kong, and Mongolia. Mr. Slok studied at University of Copenhagen and Princeton University. He has published numerous journal articles and reviews on economics and policy analysis, including in Journal of International Economics, Journal of International Money and Finance, and The Econometric Journal.

REAL ESTATE, DIRECT LENDING & PRIVATE DEBT FORUM PART IV

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SPEAKERS



FEDERICO CERDAS

Co-Founder, Cobra Development Fund

Mr. Cerdas is a Mexican businessman who founded Global Businesses Inc. in 2002, and CRDS Holdings in 2016. He was also the co-founder of Cobra Development Fund in 2018. All are leading Real Estate companies in Mexico that generate more than 1,000 direct jobs. He holds a Bachelor's Degree in Mechanical and Electrical Engineering by Instituto Tecnológico de Monterrey as well as a Master's Degree in Business Management by the IPADE. He is a graduate of the University of Stanford's Construction, Engineering, and Management program. He stands out in the business environment, as his strategic approach is that companies should be at the service of people, families, and the communities where they are established. Mr. Cerdas considers that organizational talent is the core added value of any company regardless of its size, segment or industry; thus, providing them with a unique competitive advantage. He continuously takes part in the most important forums of his sector in cities such as, New York, San Francisco, Miami, London and Mexico City, among others. He also makes editorial contributions to different media in Mexico and abroad.

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SPEAKERS



CHRYSTALLE ANSTETT

Head of Capital Formation, Sound Mark Partners

Ms. Anstett is the Head of Capital Formation for Sound Mark Partners. In this role, she is responsible for supporting the firm's limited partners through proactive, insightful and transparent communications, and for continuing to develop new investor relationships, distribution channels and capital sources. Ms. Anstett has over 20 years of institutional investment experience, spanning roles in research, capital strategy and investor relations.

Prior to joining Sound Mark, Ms. Anstett was the Co-Head of Private Credit for Eaton Partners, a global capital advisory firm, where she led the origination and underwriting of the firm's credit-related offerings. Prior to joining Eaton Partners, Ms. Anstett helped build the business development and investor relations group at QFS Asset Management, a \$1.4 billion systematic global macro hedge fund. Previously, she held several roles at Goldman Sachs Asset Management, beginning in the Business Development Services group and later joining the Fixed Income Product Management team. She began her career at Lazard Asset Management in accounting and later joined the institutional marketing group.

Ms. Anstett is the author of several articles and white papers on institutional investment strategies, which have been featured in Absolute Return, Bloomberg Markets and HFM Investor Relations. She is a frequent speaker on trends in institutional investing.

Ms. Anstett graduated cum laude from New York University Stern School of Business, where she received a BS in Economics and International Business and was a Stern Scholar. She is a Chartered Financial Analyst.

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SPEAKERS



TONY BARKAN

Founder/CEO, Allagash Partners

Tony Barkan is the Founder, Managing Principal, and CEO of Allagash Partners which offers institutional and HNW investors focused strategies that can consistently capitalize on the wealth of opportunities within the US residential real estate market while also continuously seeking to preserve invested capital. Prior to founding Allagash, from 2008-2015, Mr. Barkan was one of five Founding Principals and the Head of Commercial Real Estate at Seer Capital Management, an SEC-registered investment management company with \$4 billion AUM. Mr. Barkan planned and executed Seer's LMI workforce housing value-add strategy; developed and ran the second largest global CMBS B-Piece investment businesses, driving transactions on over \$20 billion of US CRE properties; and structured and invested into significant Mezzanine Loan exposure. Prior to Seer Capital, from 2001-2008, Mr. Barkan built and ran alternative investment platforms at Clinton, Harbert, and Sailfish managing portfolios with peak investor equity over \$1 billion, a peak long asset portfolio over \$10 billion, and peak total market exposure of almost \$20 billion while leading teams as large as 20 people. Notably, Mr. Barkan was an early identifier of the real estate-led economic crisis and by the beginning of 2007 had migrated his hedge fund portfolio to be entirely short using real estate-backed credit derivatives .

From 1997-2001, Mr. Barkan was a Senior Portfolio Manager and investment committee member at Pareto Partners (originally Forstmann-Leff). Mr. Barkan began his career trading a range of real estate, commodity, and currency products at Salomon Brothers, Goldman Sachs, and ED&F Man Group from 1988-1997 . Mr. Barkan supports Here Arts Center, Scholars at Risk, and CaringKind: The Heart of Alzheimer's Caregiving. Mr. Barkan graduated from Princeton University where he was selected to the Honor Committee, and he is a member of the Triple Nine Society.

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SPEAKERS



TIM SACKS

Chief Investment Officer, Angulus Capital Management, LLC

Tim Sacks launched Angulus Lending Opportunities Fund, LP (“ALOF”) on July 1, 2015 with an innovative strategy to hedge liquidity and interest rate risk associated with direct lending by leveraging the emerging crowd funding capital markets. Under his guidance, ALOF has gracefully avoided principal losses and delivered historical annual net investor returns ranging from 8% to 12.7% with very low market correlation. Since inception, he has been responsible for \$60MM in privately funded loans as well as \$40MM in whole note sales.

Prior to launching Angulus Capital Management, Tim Sacks held senior positions for sixteen years with Deutsche Bank in Global Transaction Banking.

Tim Sacks has extensive experience in private fund management, primarily with private equity funds, master-feeder hedge fund structures, fixed income products and structured finance securities.

Outside of business, Tim is a family man with a lovely wife and two children. He enjoys coaching soccer, baseball and flag football, is an avid skier, golfer and enjoys spending time with his family.

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SPEAKERS



BROCK FREEMAN

Managing Partner, Kirkland Capital Group

Brock Freeman is a Managing Partner at Kirkland Capital Group. His career spans technology, finance, and real estate in both Asia and America. He started his career as a Taiwan stock market analyst in Taipei, later moving back to Seattle and joining a mortgage bank as an underwriter where he built the industry's first web-based end-to-end loan underwriting, processing, secondary marketing platform. After several years again in Asia, in consulting and with a technology startup, he returned to the Pacific Northwest where he built a network of loan originators for wholesale mortgage banks. Brock Freeman advises several Real Estate startups and funds. He hosts the PropTech Seattle Open House events, and is the Seattle Regional Chair for FIBREE.org, the Foundation for International Blockchain and Real Estate Expertise.



AMANDA JOGIA

CEO, Prime Alpha

Amanda Jogia is the CEO and Co-Founder of PrimeAlpha, a financial services technology business focused on the asset management industry. Prior to founding PrimeAlpha, Amanda worked in a wide range of roles for Tory Burch and Estee Lauder and non-profit companies focusing on finance, strategic planning, business development and new business ventures. Amanda also co-founded two businesses both within the online retail space. Her experience encompasses capital formation and the CFO function as well as sales, marketing and operations efforts. Prior to founding these businesses, Amanda was with Advent International, a private equity fund, in the buyout and venture capital groups focusing primarily in the technology sector. Prior to Advent, Amanda was in Ladenburg Thalmann's investment banking group. She executed capital raising and financial advisory services for emerging growth and middle-market companies. Amanda started her career at Price Waterhouse Coopers (formerly Coopers & Lybrand) in the audit group. Amanda Jogia graduated with a BS in Economics from the University of Pennsylvania,

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SPEAKERS



CAMILO NIÑO

CEO and Founder, Linkvest Capital - LV Lending

Camilo is CEO and Founder of Linkvest Capital, a vertically integrated real estate firm with financing, acquisition and development operations. He brings over 22 years of experience as investment advisor, real estate investor and private lender.

Linkvest's private lending arm, LV Lending, currently services a portfolio of over \$200 million. Since founding the firm in 2015, Camilo has overseen close to 500 transactions for over \$400 million in Florida and Georgia. He has represented some of the region's most high-profile development projects, including the Triptych Hotel in Midtown Miami, Bijou Bay Harbour Condominium in Bay Harbour Islands, Miami Springs Town Center, and Soleste Alameda in West Miami, among others.

At Linkvest Properties, Linkvest's real estate investment and management firm, Camilo has led the firm in the acquisition of commercial real estate assets throughout the southeast region and currently manages a large portfolio of single-tenant properties, shopping centers and industrial assets in Florida and Georgia. Some of the firm's recent acquisitions include United Rentals in Pompano Beach, Chase on the Miami River; McDonald's and Tire Kingdom in Hialeah; and FedEx and a Wells Fargo branch in Atlanta.

At LV Development, Linkvest's co-development firm, Camilo establishes partnerships with prominent and experienced multifamily and mixed-use properties. High profile developers such as Estate Investments Group; Futura Company and CIP Realty. In the last two years, LV Development has invested in the development of 5 multifamily projects with over 1,000 units.

Prior to launching Linkvest Capital, Camilo was an investment advisor with Akro Advisors Inc. and served as a real estate investor with Gamma Opportunities LLC, where he specialized in acquiring distressed residential real estate throughout Florida.

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SPEAKERS



PETER FORAN

Executive Vice President, Pine Tree

Mr. Foran is Executive Vice President of Portfolio Management for Pine Tree Commercial (“Pine Tree”) and a member of the company’s Executive Management Team. Pine Tree is a vertically integrated retail real estate operating partner and GP with properties nationwide including management of IRC Retail Centers, a private REIT which at its peak operated 140 assets and more than 18 million square feet of gross leasable area. His primary responsibilities include managing the strategic and tactical oversight of the investment side of the business and communication with investors.

Prior to IRC, Mr. Foran was Senior VP of Portfolio Management and Transactions at IRC Retail Centers which merged operating platforms with Pine Tree. Prior to that, Mr. Foran was at L&B Realty Advisors, an investment management firm overseeing and asset managing retail shopping centers nationwide on behalf of large institutional clients and pension funds. Mr. Foran has also worked as an investment sales broker and co-founded a small technology company.

Mr. Foran holds an MBA from the University of Chicago Booth School of Business and is an active member in ICSC and other local real estate groups. In his spare time he enjoys spending time with his family, golf, and trying to gather new experiences.

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SPEAKERS



DR. BHARAT SANGANI, SR.

Co-Founder & Chairman, Encore Enterprises

Dr. Bharat Sangani co-founded, Encore Enterprises Inc., in 1999 as a vehicle for investors to share in the success of his real estate deals. In 1991, "Doc", as he is known by both clients and co-workers, made his first investment in real estate, transforming a failing hotel in Hollywood, Florida. Doc quickly learned he has a natural instinct for investing and began growing his portfolio. Over the nearly 30 years that followed, Doc has established a successful real estate investment and development firm with a proven track record across multiple sectors throughout the United States. He is responsible for more than \$2B in real estate transactions for Encore and oversees every aspect of the business.

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BAY MOUNTAIN CAPITAL

Since 2008, Bay Mountain Capital has been providing financing to real estate investors, offering loans and securing investments for more than 2,000 residential and commercial properties. As a direct lender with experts in all facets of real estate, BMC employs a common sense and streamlined approach to investment opportunities in the major markets of Texas, neighboring states and the Southeast.



S&P GLOBAL MARKET INTELLIGENCE

At S&P Global Market Intelligence, we know that not all information is important—some of it is vital. Accurate, deep and insightful. We integrate financial and industry data, research and news into tools that help track performance, generate alpha, identify investment ideas, understand competitive and industry dynamics, perform valuation and assess credit risk. Investment professionals, government agencies, corporations and universities globally can gain the intelligence essential to making business and financial decisions with conviction.

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Preqin is the home of alternative assets, providing indispensable data, solutions and insights to support alternative asset professionals at every stage of the investment cycle. Since 2003, we have been the most trusted source of information on alternative assets, spanning private equity, venture capital, hedge funds, real estate, infrastructure, private debt, natural resources and secondaries. Our products and services are relied upon by more than 60,000 industry participants in over 90 countries, for a range of activities including fundraising, investor relations, asset allocation, fund manager selection and business development. Preqin is an independent business with over 500 staff based in New York, London, Chicago, Singapore, San Francisco, Hong Kong, Guangzhou and Manila.



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APEXONE INVESTMENT PARTNERS

ApexOne Investment Partners, LLC is a dedicated real estate investment firm with a specialty in workforce, conventional multifamily and student housing properties. Directly and along with a series of institutional and private equity joint venture partners, ApexOne has acquired 39 assets and invested in over \$1,000,000,000 of multifamily real estate nationwide since 2011. ApexOne is a Select Sponsor of Freddie Mac and was one of the original participants and continues to utilize the Freddie Mac "Green-Up" program that encourages and rewards environmentally responsible ownership.



GROUP RMC

Group RMC is a real estate Co-Investment group based in New York City that invests in, sponsors, and is the General Partner in undervalued income-producing office properties in secondary U.S. markets. Group RMC currently oversees over 17,400,000 square feet in the US, principally in the Midwest, representing over 2 billion dollars in asset value. The principals of Group RMC typically invest 5-20% of the equity in each partnership. This offers limited partners the opportunity to co-invest alongside principals who have "skin in the game". Group RMC and its principals have been actively acquiring commercial office properties in Canada and the US for decades. The strategy is to carefully screen, select and acquire properties with potential to improve and increase value over time while enjoying the benefits of long-term ownership.

CITY OF STAMFORD

Stamford is Connecticut has a population of over 129,000. Stamford has an impressive number of corporate headquarters, three of which are Fortune 500 companies, and eight are Fortune 1000. Stamford is a city rich in cultural diversity that features a rapidly growing tech startup community, a strong healthcare system, top-tier schools, an unemployment rate well below the federal and state level, and residential options for all ages and income levels. Stamford has one of the lowest median ages in Connecticut at 36.



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HARVEST VOLATILITY MANAGEMENT

Founded in 2008, Harvest Volatility Management is an experienced options and volatility risk-management investment firm that offers a robust suite of actively-managed options-based strategies that span yield enhancement overlays, risk reduction, alternative beta, and absolute return investment solutions. Led by investment professionals with decades of expertise in advising, structuring, and managing option-related strategies, Harvest is an accomplished provider of derivative trading strategies, as well as risk-management solutions designed to enhance yield and reduce asset class risk exposure.



NATIONWIDE INVESTMENT MANAGEMENT GROUP

Nationwide is a diversified insurance and financial services Fortune 100 company with a long history of investing, having effectively navigated market turbulence for over 90 years, while delivering financial solutions since 1954. A values driven asset management platform with a mutual heritage and an unwavering commitment to protecting people, businesses, and futures with extraordinary care, the Nationwide Investment Management Group (IMG) is an investment advisor offering a diverse range of products and services distributed through financial intermediary channels, retirement products, variable annuity, and life menus.



WEINBERG WHEELER HUDGINS GUNN & DIAL

Fueled by the steadfast commitment of our loyal clients, Weinberg Wheeler Hudgins Gunn & Dial met and surpassed the vision of creating a powerhouse, national trial firm when we formed in 1999. Since then, our attorneys have taken to trial or arbitrated more than 450 cases, in addition to countless matters resolved as a matter of law or settled where compromise was advantageous to our client. Since 2010, WWHGD attorneys tried 132 cases to verdict, the overwhelming majority resulting in defense verdicts or damage awards effectively reflecting a win for our client.

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BPtax

BP TAX ADVISORY

Our company is formed by professionals specialized in the provision of global services, especially in the areas of international tax planning and fiduciary services, with an emphasis on clients in the Latin American market.

PRIME ALPHA

PrimeAlpha strives to make connections between fund managers and investors easier, smarter, and more efficient. Understanding the importance of both digitization and personal connections, PrimeAlpha's trusted platform has built a private ecosystem of quality alternative investment opportunities and active investors.

PRIME MERIDIAN CAPITAL MANAGEMENT

Since inception, our primary objective at Prime Meridian Capital Management has been to provide income diversification and long term relative value over traditional fixed income investments. The Prime Meridian funds have met this objective every year since inception and continue to do so. Our funds are increasingly popular with investors and asset management firms, and are approved for custody and distribution on major broker dealer (Fidelity, TDA, Pershing etc) and IRA/401k platforms. Offshore feeders are available for non-US investors, and approved at several popular international banks.

FLAT CREEK CAPITAL MANAGEMENT, LP

Flat Creek Capital Management, LP is the fund manager for two investment funds focused on achieving superior returns from building a purposely diverse portfolio of opportunistic investments in growing private middle-market businesses.



PRIME ALPHA



PRIME
MERIDIAN



FLAT CREEK
— CAPITAL MANAGEMENT, LP —

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THE CONFIDAS GROUP

The Confidas Group (TCG) is a multi-family office established in New York City in 1996, whose primary objective is to foster the sustainable growth of trans-generational wealth. TCG provides an all-encompassing client-aligned service by offering investment management and corporate finance advice to family groups in Latin America and Europe.

TCG acts as its clients' proprietary professional financial advisor, with a team of specialists who have each held senior positions in the asset management, research, brokerage, private and investment banking groups of top-tier Wall Street and global firms.

BOOMERANG CAPITAL PARTNERS

Boomerang Finance, LLC (the "Fund") has an investment objective of providing income with limited variability in returns. This is accomplished by providing short-term, business-purpose loans secured by real estate in a first lien position with the additional protections of a personal guarantee from borrowers and cross collateralization. All loans are self-originated, and risk managed through careful underwriting, thoughtful portfolio construction and consistent servicing. The majority of borrowers are return clients. Exposure is broad-based, and the Fund is structured as a REIT.

COBRA DEVELOPMENT FUND

Cobra is a real estate development company investing in residential for sale, multifamily and mixed use real estate projects for sale throughout Mexico with an attractive adjusted risk return for its investors. As a vertical integrated company we optimize our operational processes thus shortening pre development, construction and commercialization times. Our residential strategy is focused on the development of small-to medium-size projects (20 to 100 units) in Mexico City and its metropolitan area catering to its growing middle-class sector. We also develop commercial mixed use retail office and residential projects in all major cities. With 100+ completed projects in our 18-year experience, we deliver results for our investors year after year.



CONFIDAS CAPITAL ADVISORS



Boomerang
Capital Partners



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INSIGHT FAMILY OFFICE

Insight Family Office is an investment advisor and origination platform for single-family offices, endowments, and institutions. Our investment allocation is macro-economically driven. Insight's current allocation is:

Gold - 30% ETFs (no physical)

Real Estate 30% - Our focus on essential cash flow real estate opportunities (logistics hubs, cold storage, power and municipal facilities, data centers, senior housing, hospitals, workforce housing).

Special Situations 25% - Equity or credit, sector agnostic, defaulted note and bond purchases, turnaround opportunities. Sub-prime auto finance, other consumer credit.

Venture Capital 10% - investment in top tier VC or select directs in Artificial Intelligence, blockchain, biotechnology.

Bitcoin - 5%

Geography - North America, Europe

For more information, please visit our website:
www.insightfamilyoffice.com



FARMTOGETHER

FarmTogether is an online marketplace for farmland investing, providing investors with access to institutional quality US farmland investments. Through the FarmTogether platform, investors have a single platform to browse investments, review due diligence materials, and sign legal documents, all securely online. Farmland investing can be an attractive component to a long-term real asset investment strategy. Owning farmland and leasing it to farm operators can provide investors with stable returns that are generated from both capital appreciation and lease income. The historical returns of the NCREIF Farmland Index have shown the asset class's™ potential to provide healthy returns with proven downside protection. The historical returns of farmland investing have been uncorrelated to conventional assets and securities, such as stocks, bonds, real estate, timber, and even short-term agricultural commodity prices, which results in a diversified portfolio that may be more resistant to adverse market conditions.



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HIGH STREET ADVISORS, LLC

High Street Global Advisors (HSGA) is an investment banking and strategic advisory firm that believes targeted and measured focus drives business success. We provide informed and objective advice to organizations in the telecommunications and technology industries on strategic and financial matters that impact their ultimate success. We employ a consultative approach and measure outcomes by what we achieve with our clients. HSGA is based in Boston, and our team has experience delivering projects globally throughout North America, Latin America, Europe, the Middle East and Asia.

AFFILIATED DEVELOPMENT

Affiliated Development ("Affiliated") is a regional real estate development and investment company headquartered in Fort Lauderdale, Florida with offices in West Palm Beach, Florida.



The company was formed as a mission-based organization with the goal of building mixed-use multifamily developments to target unmet demand and underserved areas within the market. Affiliated works directly with communities to improve the quality and sustainability of housing stock for residents, resulting in the development of Class A luxury apartments at attainable rates.

The greatest housing need in South Florida and many other metro areas is for quality workforce housing. Affiliated is addressing the demand by utilizing various public finance tools in order to bridge the gap and develop Class A housing at Class B rents.

The Affiliated team has a track record of partnering with government agencies, community organizations and nonprofits, and has extensive experience in private and public finance, including TIF, TID, NID, LIHTC, tax exempt bond finance, HUD finance, CRA lending, agency finance, CMBA and local municipal finance. Affiliated's pioneering efforts have reshaped communities and resulted in over \$750M of investment nationwide.

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PIKES PEAK CAPITAL

Pikes Peak Capital pursues distressed, opportunistic real estate-related investment opportunities across the nation and provides alternative mortgages to income-qualifying families across the U.S. Pikes Peak Capital purchases assets for pennies on the dollar and sells them to 1) qualifying families by replacing the bank through our seller financing, 2) small balance real estate investors via traditional and digital marketing channels. This process empowers low-and-moderate-income families to own their own homes while providing a diversified, opportunistic, asset-backed opportunity to investors. Pikes Peak Capital launched to buy distressed real estate in 2017, at the height of the longest bull market run in recent memory. While our data analytics, algorithms, and underwriting allowed us to cherry-pick undervalued assets during the bull market, we are now able to buy assets at even greater discounts and sell them at premium prices by extending financing to borrowers in a post-COVID environment. Our approach is to build on the “bread and butter”™ wholesale/owner financing business model that has traditionally generated high returns among small, local real estate investors but to take advantage of operational efficiencies learned from the conventional real estate and mortgage industries that allow us to do it at a larger scale. Our funds are small and highly focused, allowing us to pursue individual acquisitions while offering investors a diversified, passive investment vehicle.



SAFE HARBOR EQUITY

Safe Harbor Equity is a leading private equity firm specializing in distressed real estate debt aiming to generate superior returns for our limited partners Safe Harbor Equity Investment Composite Focus on commercial real estate market inefficiencies and detailed underwriting to unlock value Strategic acquisition, origination, management and repositioning of non performing asset backed real estate mortgages targeted up to 20 million Safe Harbor Equity seeks to reserve investor capital while targeting IRR's of 20 on a risk adjusted basis

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C J PATRICK COMPANY

CJ PATRICK COMPANY, LLC

CJ Patrick Company was founded by Rick Sharga, an accomplished Marketing executive with over 30 years of experience in consumer and business-to-business marketing. The company has extensive experience in the Technology, Real Estate and Mortgage industries, but its process and approach to resolving business issues and taking advantage of business opportunities works across virtually all markets, and for companies ranging from start-ups to Fortune 500 enterprises. We believe that all successful companies are built on strong brands, and that all strong brands are centered on the customer. We help companies create strong value propositions built on these brands that resonate with all of their audiences, and drive business strategies. Services include: Market Research, Strategy Analysis, Business Model Review, Competitive Analysis, Marketing Plan Development, Public Relations, Social Media, Digital and Offline Marketing, Customer Communications, and Internal Communications. For more information, visit www.cjpatrick.com

JDM CAPITAL CORP

JDM Capital Corp. provides consulting and asset oversight for direct acquisitions, joint venture partnerships, participation in co-general partnership opportunities, bridge funding, and mezzanine lending.

ALVARIUM

Alvarium (formerly Guggenheim Partners Latin America) is an independent investment firm and multi-family office providing tailored solutions for families, foundations and institutions across the Americas, Europe and Asia-Pacific. Since its establishment, the group has brought together experienced investment professionals and teams, both through organic growth and through mergers and acquisitions. This has been led by founding Partners from LJ and Deloitte in Europe and from Guggenheim Partners in Europe, the Americas and Asia. The philosophy has been to match independent investment advice with access to co-investment opportunities, thus generating out performance for clients, partners and shareholders. As trusted advisors on the financial markets, we like to look for ideas outside traditional asset classes, with a focus on alternatives and real assets. Alvarium has over 220 employees and 28 Partners working across North America, Europe and Asia Pacific.



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CLARION ASSET MANAGEMENT

Clarion is a specialized asset manager with a focus on global fixed income. The firm was born from with over 20 years of management's experience with fixed income, leveraged on a lifetime developing global relationships in the emerging world. We have launched the Clarion Global Emerging Markets Bond Fund in congruence with our origins, networks and expertise to capitalize on opportunities in the international debt markets.



SOUND MARK PARTNERS

Sound Mark Partners LLC (Sound Mark or the Firm) is a women-owned and led private credit firm focused on commercial real estate. The Firm was established in 2013 as a team lift-out from CBRE Group, the largest commercial real estate services company globally. Led by Jenna Gerstenlauer, former Chief Investment Officer of CBRE and a 25-year commercial real estate veteran, the Sound Mark team has been investing together for over 10 years. Sound Mark focuses on making directly originated subordinate loans (mezzanine and preferred equity) to local owner-operators of commercial real estate. The Firm targets small deal sizes (\$5M - \$40M) in high-growth primary and secondary US locations, and emphasizes areas designated as Innovation, Eds and Meds districts. Based in Greenwich, CT, the Firm has deployed \$400M across the flagship Sound Mark Horizons Fund (the Fund) and separate account vehicles.

PINE TREE

Pine Tree understands the new retail paradigm. Uniquely positioned for the future, Pine Tree has evolved across its 25-year track record to build one of the industry's most experienced retail real estate companies with a national, vertically-integrated, and risk-agnostic platform. A leader in the development, acquisition, leasing and management of retail properties throughout the United States, and with retail partners ranging from superstores to specialty shops and local chains, Pine Tree currently has \$3 billion in assets under management.

Pine Tree

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ALLAGASH PARTNERS

Allagash Partners began operations in 2019 managing the Allagash Opportunity Zone CRE Fund I through its subsidiary Allagash Opportunity Zone Partners which is in process of registering both with the SEC as an RIA and with the CDFI Fund at the Department of Treasury as a Community Development Entity. Allagash explores the wealth of opportunities within the US residential real estate market stemming primarily from the massive shortage in affordable working-class rental properties in order to offer institutional and HNW investors focused strategies that are scalable and can consistently provide 15%+ net returns while also preserving investor's capital. These investments are currently being offered as both multi-property private equity real estate funds and as single property investments for compelling opportunities that do not fit within the Fund's mandate. Allagash was founded by Tony Barkan who serves as Managing Principal and CEO and chairs the investment and operations committees. Allagash's senior partners bring over 100 years of commercial real estate experience with particular expertise in working-class multifamily housing especially in secondary markets, which Allagash believes can provide investment opportunities with outsized returns and moderate risk. Allagash maintains a simple process for generating investor returns: align interests, buy opportunistically, add-value/develop intelligently, manage efficiently, and sell deliberately. Allagash believes that projects which actively seek to provide a positive social impact should generate higher returns while presenting lower risk. As a result, Allagash seeks to work closely with communities into which it invests in order to understand their community development goals and methodologies for improving stability and resiliency.



Deutsche Bank

DEUTSCHE BANK

Deutsche Bank AG is a multinational investment bank and financial services company headquartered in Frankfurt, Germany, and dual-listed in New York Stock Exchange and Frankfurt Stock Exchange. The bank's network spans 58 countries with a large presence in Europe, the Americas and Asia.

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LESTE GROUP

Leste Group is a market leading alternative investments platform focused on delivering consistent and superior risk-adjusted returns for our investors. Our bespoke investment solutions span the globe and utilize a wide range of strategies covering public markets, private equity, real estate, structured credit and litigation finance.

ANGULUS CAPITAL MANAGEMENT, LLC

Capital is a commodity. Adding value to capital with certainty of execution requires a talented, seasoned, professional team. The Angulus Capital Management team is focused on providing value for our qualified real estate borrowers which leads to strong results for our investors.



Angulus Lending Opportunities Fund, LP is a direct lending real estate fund that primarily originates secured first position, residential bridge loans with interest rates in the 8% to 12% range. Borrowers consist of professional developers with proven track records.

The fund seeks to boost profits and mitigate interest rate and liquidity risks through the strategic sale of loans to secondary market buyers. These loans are typically sold at par value while the fund retains a 1% to 2% annualized lender spread for the remaining term of the loan without additional exposure. Capital is continuously recycled into new loans. Total return is a function of the interest earned from loans on balance sheet plus a multiple of residual interest coupons retained from previously sold loans. Investors are offered an 8% annualized preferred return plus an 80% share on net profits above the preferred return. Quarterly distributions and liquidity are available to investors after an initial lockup period.

The Angulus Capital Management, LLC team extracts value from established residential developer relationships. This is accomplished by fostering value added relationships and exceeding client expectations.

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KIRKLAND CAPITAL GROUP

Kirkland Capital Group, LLC is a nationwide direct lender, offering bridge loans for multifamily and other commercial real estate assets. Through their Commercial Real Estate funds, Kirkland Capital provides investors with consistent returns and lower risk. Headquartered in Kirkland, Washington, the company is committed to excellence in service, quality, and make-sense portfolio lending solutions as a Digital Lender.

APPLIED BUSINESS SOFTWARE

Applied Business Software, Inc. (ABS) encompasses over 41 years of system design, product development, customer service, and technical support into the industry's most comprehensive and user-friendly loan servicing software. The Mortgage Office® was carefully designed and developed to serve companies of any size, from large lending institutions to small independent offices. ABS is the market leader of powerful software systems to the lending industry. We have a keen understanding of the technological challenges and regulatory issues facing our clients and have carefully designed our systems to exceed their expectations. ABS Team Members pride themselves on constantly improving and enhancing our products. The design, development, and support of all ABS software systems takes place at our headquarters in Long Beach, California. This continuity ensures quality, performance, and communication that are second to none. Our continually expanding network of satisfied customers across the globe is proof that ABS is fully committed to being the leader in the lending software market for decades to come.



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STAR MOUNTAIN CAPITAL

Star Mountain Capital, founded in 2010 by Brett Hickey, is a specialized asset management firm focused exclusively on the large and fragmented U.S. lower middle-market. Backed by some of the world's most sophisticated institutional and high-net-worth investors, Star Mountain has developed a unique and proprietary platform to provide investors with highly diversified access to the attractive risk-reward opportunities available from established businesses that are not large enough to access the more efficient U.S. capital markets.

AIR ASSET MANAGEMENT



AIR Asset Management is a rapidly growing hedge fund management firm based in downtown Chicago. AIRAM is the US-strategic partner of Carlisle Management, a \$2.3B global investment firm solely dedicated to the life settlement space since inception in 2008 with senior management having a combined 80 years of experience in the asset class. We focus on providing investors attractive returns that are non-correlated to traditional asset classes through open-end hedge fund and private equity style closed-end vehicles. AIRAM is a strong believer in socially responsible investment strategies, and we promote these efforts through our voluntary membership in the Principles for Responsible Investment.

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SHERIDAN ASSET MANAGEMENT, LLC.

For 18 years, Sheridan has delivered capital to asset rich situations by providing senior secured participating debt to distressed debt buyers and operators and/or acquiring discounted debt opportunities. Sheridan is an experienced specialty finance lender that has originated and underwritten 135 transactions representing \$507 million of specialty finance investments. Sheridan's principals, Jeffrey Marron and Christopher Morrissey, have assembled a team with over 50 years of specialty finance experience.

LIFEAFAR



Founded in 2006, Lifeafar offers investors the unprecedented chance to generate significant profits from lucrative short-term rental and hospitality real estate projects in emerging tourist destinations, as well as high-growth industries like agriculture. We've successfully raised over \$34M in capital, and previous deals include an iconic boutique hotel in Puerto Rico and a specialty coffee farm in Colombia. These are deals that individual investors have traditionally not been able to access but now can. With Lifeafar investors can enjoy the freedom and security that comes with international diversification, passive income, capital appreciation, and increased cash flow.

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KEY BRIDGE FUND

Key Bridge Fund, located in Beverly Hills, California is a private commercial real estate lender and its sole business is to originate short-term bridge loans typically ranging from six to twenty-four months with a maximum of 60% Loan To Value "LTV" ratio secured by the equity in the multifamily residential and commercial real estate in first-lien position in select strong markets of the United States, with a primary focus in California. Key Bridge Fund is managed and operated by a team of seasoned professional in Commercial Real Estate. With many decades of proven track records in CRE from risk management, mortgage lending, acquisition, developments, market study and preserving the integrity upon which it was founded, we are well-positioned to make sound decision on each and every transaction with a main focus to safeguard the investments of our members/partners while providing capital solutions to borrowers on a timely fashion. The Management of Key Bridge have been through the recessions of the 80s, 90s, and 2000s. With our seasoned, exceptional in-house valuation team and common-sense underwriting guideline, we can fund faster than traditional banks with competitive rates and fees in the private capital market.



QOZ PORTLAND

QOZ Portland can provide Investors up to 101% Tax Savings in the First Year by Investing in Multifamily Real Estate in an Opportunity Zone Fund and pay No Tax When You Sell. Our combination of Tax Strategies allows investors to Grow Investments Tax Free for up to 27.5 Years.



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SPURS CAPITAL LLC

First Lien Investment GP LLC is a division of Spurs Capital LLC, a New York based Investment Manager founded in 2008 by a team of veteran mortgage professionals all of whom have extensive experience in pricing, due diligence, servicing, and restructuring of seasoned, non-performing residential mortgage whole loan assets (NPLs). Our purchase strategy was created to address a current and forthcoming dislocation in the residential whole loan and structured products market. With looming market corrections on the horizon, Spurs is well-positioned to capitalize on opportunities in both the secondary mortgage market and distressed real estate centers throughout the USA. Our goal is to provide solutions to both financial institutions and borrowers currently under stress. We make a positive contribution to the resolution of troubled loans and the eventual re-emergence of a stronger, healthier mortgage market. For financial institutions, we provide liquidity with a transparent investment approach that includes best-in-class pricing and models as well as highly proficient experience in servicing oversight that will produce exceptional asset performance. For borrowers, we bring industry-leading expertise to help those facing financial challenges with opportunities to restructure their mortgages in a way that makes economic sense, a true win-win.



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ENGINEERED TAX SERVICES, INC. (ETS)

Engineered Tax Services, Inc. (ETS) is a licensed engineering firm that focuses on federal, state, and local tax benefits. Engineered Tax Services was founded by CEO, Julio Gonzalez, to bring specialty tax engineering services to mainstream America. There are several federal tax incentives in which the IRS requires professional engineers and scientists to determine the tax benefits in the areas of real estate and manufacturing. Specific to real estate is the ability to depreciate real estate investments by components vs. the traditional expensing of real estate over a 39 or 27.5-year period. A forensic engineering study of a real estate property, in which the building is depreciated component by component, allows investors to expense up to 50% (and in some cases, more because of 100% bonus depreciation) of the purchase of their building up front. Decades ago, cost segregation was only available to real estate investors who worked with the Big 4 accounting firms who had dedicated engineering staffs. Mr. Gonzalez's goal was to be a resource to the CPA community so that these services could be available to all real estate investors, big or small. Cost segregation continues to be one of the largest tax incentives for wealth preservation. There are very few investments that the United States Federal government allows investors to expense dollar for dollar. Real estate is the one investment from which you can deduct 100% of the purchase price against taxable income. Inherently, this allows for a 50% return on investment at a 50% federal and state tax bracket. Cost segregation allows the investor the ability to mitigate tax liabilities and preserve wealth by accelerating these deductions much quicker.



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FLORIDA INSTITUTE OF FINANCE

The Florida Institute of Finance (FIF) is a pure finance organization providing cutting-edge education and training to corporations. At FIF, our core competency is FINANCE. As such, FIF has assembled a multi-disciplined team (i.e., PhDs, CPAs and JDs) to develop and deliver customized programs which meet the needs of our clients. Over the years, this focused approach has allowed FIF to remain on the cutting-edge of the “best practices” within the discipline of finance.



ENCORE FGBF

Encore FGBF invests in and acquires and/or develops Five Guys Burgers and Fries franchised restaurants in targeted territories, focusing on Five Guys restaurants where it can add value, build out undeveloped markets, and increase financial performance through improved operations procedures, processes, and management.



LINKVEST CAPITAL - LV LENDING

Linkvest Capital LLC is a US-based co-investment platform for family offices and private investors. As a vertically integrated real estate firm, Linkvest Capital includes financing, acquisition and development entities. LV Lending, the private financing affiliate, focuses on investment purposed loans for the acquisition and development of residential, commercial and land projects. The company has a current portfolio of \$200 million and has serviced more than 500 transactions for over \$400 million in Florida and Georgia. Linkpoint Properties is a real estate investment and management firm focused on the acquisition of commercial and industrial real estate throughout the southeast region and operates a portfolio of over \$35 million. LV Development is a real estate investment firm focused on partnerships with established real estate developers for the construction of multifamily and mixed-use projects in Florida.

Founded in 2013, Linkvest Capital prides itself on aligning its interests with those of its investors, team’s approachability, and high level of transparency.

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ABOUT FLAIA

FLAIA is a not-for-profit 501 (C) 6 for Alternative Investments. Our mission spans a broad range of areas including Community Building, Education, Branding, Capital Acquisition, Business Attraction and Policy Optimization. Our ultimate goal is to be the World's Leading Center for Alternative Investments & Alternative Investment Education.

We focus on facilitating the flow of information and collaboration between "Buyers" & "Sellers" by connecting informing, establishing, enabling, growing, and advising on key issues. Among those issues is the alignment of interests among investment professionals and stakeholders as well as transparency and best practices.

FLAIA is unparalleled in its advocacy of the alternative investment industry. FLAIA representatives have cultivated positive relationships with regulatory, fiscal and government authorities as well as media outlets globally. Our consistent advocacy for alternative investments has led to a significant growth in early-stage businesses for whom our industry is a primary source of funding.

THANK YOU FOR ATTENDING!



**TUESDAY - WEDNESDAY, JUNE 23-24, 2020
FROM 10 AM - 4 PM**

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