



# OPAL'S ANNUAL REAL ESTATE INVESTORS SUMMIT

**Smart Money - Investments - Dealmakers**

**Distressed - Residential - Commercial - International**

**April 28-29, 2009**

**Renaissance Orlando Resort at SeaWorld, Orlando, FL**

▶ **REAL ESTATE INVESTORS SUMMIT AGENDA (as of 4-27-09)**\_\_\_

## Some Confirmed Attendees:

Acquisitions Director, **ADLER GROUP**  
Share Holder Real Estate, **AKERMAN SENTERFITT**  
Partner, **AKERMAN SENTERFITT**  
Partner, **ALTERRA CAPITAL GROUP**  
Principal, **ALTERRA CAPITAL GROUP**  
Principal, **ALTERRA CAPITAL GROUP**  
Principal, **ALTERRA CAPITAL GROUP**  
Vice President, **APOLLO MANAGEMENT**  
Principal, **ARIA PROPERTY INTERNATIONAL**  
Director, **ARNOFF FUNDING**  
President, **ARNOFF FUNDING**  
Director, **ASIA ECONOMIC INSTITUTE**  
Director, **BEACON INVESTMENT PROPERTIES**  
CEO / President, **BELLA CASA**  
Partner, **BERGER SINGERMAN PA**  
Vice President, **BERKSHIRE PROPERTY ADVISORS**  
Director, **BLUE COAST PARTNERS**  
Acquisitions Director, **BLUE COAST PARTNERS**  
Managing Partner, **BRANDES REAL ESTATE INVESTMENT GROUP LLC**  
Vice President, **CAPITAL INVESTMENT PROPERTIES**  
Partner, **CAPITAL OPPORTUNITY PARTNERS**  
President, **CBD REAL ESTATE INVESTMENT LLC**  
Founder & CEO, **CHATHAM BAY GROUP**  
Vice Chairman/Managing Director, **CITYVIEW**  
Principal, **CMA**  
Managing Director, **Cohen Financial**  
Partner, **CONDOMINIUM VENTURES OF AMERICA INC.**  
Associate, **CONDOMINIUM VENTURES OF AMERICA INC.**  
Vice President, **CROWN CAPITAL**

Trustee, **JACKSON VILLE FLORIDA POLICE AND FIRE FUND**  
Director, **JNF ASSET MANAGEMENT**  
Managing Director, **JOHNSON CAPITAL**  
President, **KAWATA FINANCIAL GROUP**  
President, **KCCI COMMERCIAL REAL ESTATE SERVICE**  
Director of Commercial Brokerage, **KELLER WILLIAMS**  
Partner, **KISMET 2 INC**  
Partner, **KISMET 2 INC**  
President, **Laga Enterprises, LLC**  
Vice President, **LANE CAPITAL PARTNERS**  
Vice President, **MARATHON ASSET MANAGEMENT**  
Partner, **MARTIN LEIGH LAWS & FRITZLAN, PC**  
CEO, **MASTER CAPITAL MANAGEMENT**  
President, **MASTER CAPITAL MANAGEMENT**  
President, **MD DEVELOPERS**  
Chief Economist, **METRO STUDY**  
Partner, **MOHR INVESTMENTS**  
Partner, **MOHR INVESTMENTS**  
Executive Vice President, **MORTGAGE AND ASSET XCHANGE**  
**MORTGAGE AND ASSET XCHANGE**  
**MORTGAGE AND ASSET XCHANGE**  
President, **MSF CAPITAL ADVISORS**  
**NEMO CREDIT CORP.**  
Regional Director, **NEW BOSTON FUND**  
President, **NEWPORT COAST CAPITAL MANAGEMENT**  
Acquisitions Lender Direct, **NWJ COMPANIES**  
Senior Vice President, **OMNINET CAPITAL**  
Principal, **PARAMOUNT HOLDINGS LLC**  
Managing Director, **PARTNERRE ASSET MANAGEMENT**

Partner, **CROWN REALTY ADVISORS**  
 Partner, **CROWN REALTY ADVISORS**  
 Vice President, **REAL ESTATE LAW**  
 Associate, **CROWN REALTY ADVISORS**  
 Director, **CSG REAL ESTATE LLC**  
 Managing Director, **CSG REAL ESTATE LLC**  
 Managing Partner, **DBP CAPITAL, LLC**  
 Analyst/Reporter, **DEBTWIRE ABS**  
 Partner Structure Finance, **DEWEY & LEBOEUF**  
 Partner Real Estate, **DEWEY & LEBOEUF**  
 Partner, **DEWEY & LEBOEUF**  
**DEWEY & LEBOEUF**  
 President, **DOLCE LIVING DEVELOPMENT**  
**DUBAI INTERNATIONAL BUYER GROUP**  
 Managing Member Officer, **EQUITY 24 LLC**  
 Managing Director, **FENIX CAPITAL**  
 Vice President, **FORE PROPERTY COMPANY**  
 Managing Director, **FORTRESS INVESTMENT GROUP**  
 Managing Director, **FORTRESS INVESTMENT GROUP**  
 Associate Managing Director, **GLAUBMAN ROSENBERG & ROBOTTI**  
**FUND LP**  
 Executive Vice President, **HAVELAND ESTATES**  
 Vice President, **HAVEN TRUST BANK**  
 President, **HBR INVESTMENTS**  
 Principal, **HBR INVESTMENTS**  
 Vice President, **HBR INVESTMENTS**  
 Director, **HEDGE LENDER**  
 Vice President of Acquisitions, **HERITAGE GREEN LLC**  
 Principal, **HERITAGE GREEN LLC**  
 Managing Member, **HORIZON GROUP**  
 Senior Vice President, **HOUSING WIRE**  
 President, **ICI REALTY**  
 Fund Manager, **INTAGLIO CAPITAL MANAGEMENT**  
 Portfolio Manager, **INTAGLIO CAPITAL MANAGEMENT**  
 President, **INTEGRITY DEVELOPMENT**  
 President, **IRONSHORE CAPITAL LLC**  
 Executive Vice President, **IRONSHORE CAPITAL LLC**  
 President, **JAA ADVISORS**

President, **PELICAN DEVELOPMENT**  
 Managing Director, **PORTFOLIO SECURITIZATION CA GROUP**  
 Managing Director, **Preferred Acquisitions LLC**  
 Executive Director, **RABOBANK INTERNATIONAL**  
 Portfolio Manager, **RCH CAPITAL LLC**  
 Managing Director, **RCL CO**  
**RE APPRECIATION FUND**  
 President, **RJB WALZAK CONSULTING, INC.**  
 Partner, **SCHULTE Roth & Zabel LLP**  
 Senior Vice President, **SDI PROPERTIES**  
 Managing Director, **SDI PROPERTIES**  
 Principal, **SECOND ANGEL BANCORP**  
 Principal, **SECOND ANGEL BANCORP**  
 Director of Production, **SEDA CONSTRUCTION COMPANIES**  
 Vice President, **SHAPIRO PERTNOY COMPANIES**  
 President **SHAPIRO PERTNOY COMPANIES**  
 President, **SHAPIRO PERTNOY COMPANIES**  
 Vice President, **SHAPIRO PERTNOY COMPANIES**  
 President, **SHEA INVESTMENT GROUP**  
 Vice President, **SHEA INVESTMENT GROUP**  
 Real Estate and Development, **SKY HOSPITALITY, LLC**  
 President, **SMSREINVEST**  
 Managing Director, **SOFLA REALTY MANAGEMENT**  
 Senior Vice President, **STARWOOD LAND VENTURES**  
 Principal, **STOKES LAND GROUP**  
 President, **STRUCTURED CREDIT INTERNATIONAL CAPITAL**  
 President, **TENANT ACCESS**  
 President and Chief Executive Officer, **THE PINNACLE GROUP**  
 CEO, **THE SPEAR GROUP**  
 Partner, **TRAIL BRIDGE CAPITAL**  
 CEO, **TRISNADI CAPITAL PARTNERS**  
 President/ CEO , **US LAND INVESTMENTS**  
 Partner, **VOLSAM HOLDINGS, LLC**  
 President, **VOLSAM HOLDINGS, LLC**  
 Assistant Vice President, **WALKER & DUNLOP**  
 Trustee, **WINTER HAVEN FIRE FIGHTERS PENSIONS**

## Tuesday April 28, 2009

8:00a	Continental Breakfast & Registration
8:45a	Co-Chair Welcoming Remarks
	DEWEY & LEBOEUF CROWN REALTY ADVISORS
9:00a	KEYNOTE SPEAKER:
	Vice Chairman/Managing Director, <b>CITYVIEW</b>
9:30a	Market Overview...Residential and Commercial Opportunities
	Moderator:

Senior Vice President, **STARWOOD LAND VENTURES**

**Panelists:**

Principal, **ALTERRA CAPITAL GROUP**

Chief Economist, **METRO STUDY**

**10:30a                    Government Regulations Banks/ Financial Panel – Latest Changes and Opportunities**

- Bank Regulations/FDIC
- TARP/PPIP
- Federal Bad Bank
- Capital Issues

**Moderator:**

Managing Director, **COHEN FINANCIAL**

**Panelists:**

Partner Structure Finance, **DEWEY & LEBOEUF**

President/ CEO, **US LAND INVESTMENTS**

Vice President, **HAVEN TRUST BANK**

President, **RJB WALZAK CONSULTING, INC.**

**11:30a                    Refreshment Break**

**Courtesy of:**

**SCHULTE ROTH & ZABEL LLP**

**11:45a                    Buying Distressed Debt and Non Performing Paper/Notes**

**Moderator:**

Managing Director, **FENIX CAPITAL**

**Panelists:**

Vice President, **MARATHON ASSET MANAGEMENT**

President, **KCCI COMMERCIAL REAL ESTATE SERVICES**

**12:45p                    Lunch Roundtables:**

**Courtesy of:**

**NEWPORT COAST CAPITAL MANAGEMENT**

- **Financing**

**Roundtable Leader:**

Director, **HEDGE LENDER**

- **Condos**

**Roundtable Leader:**

Partner, **CONDOMINIUM VENTURES OF AMERICA INC**

- **Multifamily**

**Roundtable Leaders:**

President, **CONDOMINIUM VENTURES OF AMERICA INC.**

- **Notes**

**Roundtable Leader:**

Partner, **CROWN REALTY ADVISORS**

- **Land/Lots**

**Roundtable Leader:**

Managing Director, **CSG REAL ESTATE LLC**

**2:00p**

**Best Deals... Where The Smart Money is Headed**

**Moderator:**

CEO/Founder, **NEWPORT COAST CAPITAL MANAGEMENT**

**Panelists:**

Managing Director , **CSG REAL ESTATE LLC**

Vice President, **LANE CAPITAL PARTNERS**

President, **MD DEVELOPERS**

Managing Director, **SOFLA REALTY MANAGMENT**

**3:00p**

**Value Add Investing; Changing Use and Value for Top Profits**

- Alternative use/Value add/core
- Repositioning & Relaunch
- Valuations and hold periods
- International Investors

**Moderator:**

President, **LAGA ENTERPRISES, LLC**

**Panelists:**

Senior Vice President, **HALCYON REAL ESTATE**

Managing Partner, **DBP CAPITAL, LLC**

Partner Real Estate, **DEWEY & LEBOEUF**

President, **PELICAN DEVELOPMENT**

**4:00p**

**Refreshment Break**

**4:15p**

**Financing, White Knights, JV, Evaluating Capital & Funding Sources**

- Senior Debt and Mezzanine
- Who is Lending and on What Terms?
- JV Opportunities
- New Programs, LOC, Hedge Loans

**Moderator:**

President, **INTEGRITY DEVELOPMENT**

**Panelists:**

Director, **HEDGE LENDER**

Managing Director, **JOHNSON CAPITAL**

Managing Director, **COHEN FINANCIAL**

**5:15p**

**Buying Distressed REO & Assets**

- Valuations
- Best Deals
- Pricing
- Exit Strategies

**Moderator:**

Managing Director, **SOFLA REALTY MANAGMENT**

**Panelists:**

Partner, **CROWN REALTY ADVISORS**

Vice President, **CAPITAL INVESTMENTS PROPERTIES**

Principal, **PARAMOUNT HOLDINGS LLC**

CEO/Founder, **NEWPORT COAST CAPITAL MANAGEMENT**

**6:15p**                    **Cocktail Reception**

**Courtesy Of:**

**Crown Realty Advisors**

**Bella Casa**

**Wednesday, April 29, 2009**

**8:15a**                    **Continental Breakfast**

**9:00a**                    **Co-chair Welcoming Remarks**

**SCHULTE ROTH & ZABEL LLP**

**STRUCTURED CREDIT INTERNATIONAL CORP.**

**9:15a**                    **Legal, Bankruptcy, Borrower Negotiations & Foreclosure Strategies**

- Forbearance Strategies
- Loan Enforcement Issues
- Foreclosure Options and Procedures
- Receivership Buys... Good Deals or Bad?

**Moderator:**

Partner Real Estate, **DEWEY & LEBOEUF**

**Panelists:**

Partner, **SCHULTE ROTH & ZABEL LLP**

Share Holder, **BERGER SINGERMANN PA**

Share Holder Real Estate, **AKERMAN SENTERFITT**

**10:00a**                    **International Buyers and Foreign Markets: Top Buyers and Capital Sources**

**Moderator:**

Managing Director, **FENIX CAPITAL**

**Panelists:**

Partner, **TRAIL BRIDGE CAPITAL TORONTO**

**DUBAI INTERNATIONAL BUYER GROUP**

President, **STRUCTURED CREDIT INTERNATIONAL CORP.**

**10:45a Refreshment Break**

Courtesy of:  
**DEWEY & LEBOEUF**

**11:00a Target Marketing...Sell Out Strategies**

- Pricing and Sales Velocity
- Web Marketing & Social Network
- International Buyers and Web Sales
- A-Z Marketing Plans

**Panelists:**

President, **PELICAN DEVELOPMENT**  
Partner, **CROWN REALTY ADVISORS**  
Partner, **TRAIL BRIDGE CAPITAL**

**12:00p Private Equity & Mezzanine Lenders**

**Panelists:**

Managing Director, **COHEN FINANCIAL**  
Representative, **WALKER & DUNLOP**  
Partner, **ARNOFF FUNDING**

**12:45p Lunch Roundtables:**

- **Sell Out Strategies...Workouts**

**Roundtable Leader:**

President, **PELICAN DEVELOPMENT**

- **Commercial**

**Roundtable Leader:**

President, **SMSREALINVEST**

- **REO**

**Roundtable Leader:**

Principal, **PARAMOUNT HOLDINGS LLC**

- **International Buyers**

**Roundtable Leader:**

Partner, **TRAIL BRIDGE CAPITAL TORONTO**

- **Capital**

**Roundtable Leader:**

Director, **ARNOFF FUNDING**

**2:00p Finding Deals, Valuations, Bids and Selling/Buying Strategies**

- Building The" Dream Team"
- Legal, Asset, Property Management
- Strategic Partners- Best of Breed
- Money & JV Operators

**Panelists:**

Managing Director, **CSG REAL ESTATE LLC**  
President, **LAGA ENTERPRISES,LLC**

President, **SMSREALINVEST**

**2:45p**

**Write Downs, Work Outs and Walk Away Strategies**

- Developer Strategies
- How to Save a Deal
- Playing Hard ball with Lenders

**Moderator:**

Chief Economist, **METRO STUDY**

**Panelists:**

President, **SMSREALINVEST**

President, **SHEA INVESTMENT GROUP**

Principal, **PARAMOUNT HOLDINGS LLC**

**3:30p**

**Broken Deals... Best Strategies**

- Valuations and Due Diligence
- Residential and Commercial
- ½ Built Projects

**Moderator:**

President, **NEWPORT COAST CAPITAL MANAGEMENT**

**Panelists:**

Partner, **CONDOMINIUM VENTURES OF AMERICA INC**

Director, **CSG REAL ESTATE**

Principal, **SECOND ANGEL BANCORP**

CEO, **THE SPEAR GROUP**

**4:30p**

**Conference Concludes**