

Thursday, September 25, 2008

PRE-CONFERENCE EVENTS

11:30 AM – 5:45 PM

Commercial Real Estate Job Market Summit

11:30 AM SelectLeaders/Cornell Job Barometer Report – Statler Ballroom B

12:15 PM Commercial Real Estate Employer Luncheon - Statler Ballroom A

4:30 PM Commercial Real Estate Employer Panel Discussion – 398 Beck Center

1:30-5:00 PM Statler Yale/Princeton Room

Cornell Program in Real Estate Advisory Board Meeting

CONFERENCE EVENTS

4:00-6:00 PM Statler Ballroom Foyer

Conference Check-In

5:00-9:00 PM Statler Ballroom

Opening Reception and Dinner

Welcome and Introductory Remarks

Keynote Address by **Stephen J. Furnary**, Chairman & CEO ING Clarion

Friday, September 26, 2008

Panels will be held in the Statler Ballroom

7:00-8:45 AM

Breakfast Buffet, Welcome and Snapshot of Commercial Real Estate Markets

David Funk, Director, Program in Real Estate, Cornell University

David Rupert, Chair, Conference Planning Committee

Michael Errichetti, Managing Director, JPMorgan Real Estate

8:45-10:00 AM

International Opportunities Revealed

While U.S. markets face the headwinds of debt capital constraints and a transaction drought, more dynamic international markets offer select opportunities to realize very attractive risk adjusted returns. Hear from the investors and developers who are harvesting these opportunities in several different asset classes, and learn about the unique business strategies, deal structures and return targets each employs. The discussion will cover recent projects and transactions in both developed and developing markets, and will address some of the hurdles encountered abroad in these unique business and regulatory environments. No passport required; global insight delivered straight to you.

John B. Hynes, III, CEO and Managing Partner, Gale International

Gary Garrabrant, CEO, Equity International

Thomas Arasi, President, Harbinger Advisors

10:30-11:45 AM

Deals in a Resource-Constrained Environment

Think the markets are dead and no deals are getting done? Think again. Certain creative and opportunistic investors are very active, and this panel will feature several of the most interesting and entrepreneurial deal mavens. Learn how these transactions are being sourced, financed and closed, and how underwriting standards and return expectations have shifted to address the new investment environment.

Richard Saltzman, President, Colony Capital

Joseph Azrack, Managing Partner, Apollo Global Management

Keith Barkett, Senior Managing Director, Angelo, Gordon & Co.

12:00-2:00 PM

Lunch: Willard Straight Hall, Memorial Room

Cornell University President David Skorton

Andrew C. Florance, President & CEO, CoStar Group, Inc.

2:15-3:30 PM

Focus on Development Projects

Despite considerable headwinds, exciting and groundbreaking new projects are being designed and built, and we've gathered leading developers and architects to discuss their most interesting recent development deals. These leading practitioners will share how they are navigating more demanding and cost-conscious owners and tenants, more receptive but still onerous entitlement and zoning processes, sky high energy prices, and moderating but still expensive materials costs. This will be a visually- and intellectually-stimulating session not to be missed.

City Center, Las Vegas, NV : JF Finn, Principal and Managing Director, Gensler

5th on the Park, New York, NY : Joe Holland, President, Holland Horizon Group

Daniel Kaplan, Senior Partner, FXFOWLE Architects, LLP

3:30 PM

Closing Reception