

CollabNet and Wells Fargo Present

REAL ESTATE LEADERSHIP SERIES

Tuesday, February 12, 2019 | 8:00 – 10:30 AM
Breakfast at Wells Fargo

Next Alpha: Finding Real Estate Investment Opportunities 2019 and Beyond

In our challenging and dynamic times, where can investors identify attractive risk-adjusted returns? RE Industry leaders offer actionable insights on investment strategies and approaches to our evolving markets.



Anthony Scaramucci
SkyBridge Capital

Bob Knakal
JLL Capital Group

Kent Swig
Swig Equities

Brett Mufson
Witkoff Group

Program Series Produced by Mark Pearlman and Harry Dublinsky of EisnerAmper. Event Hosted by Andrew Dreisiger of Wells Fargo Advisors.



REAL ESTATE
WEEKLY

EISNERAMPER



Fireside Chat



Anthony Scaramucci
Founder and Co-Managing Partner
SkyBridge Capital

Anthony Scaramucci is the Founder and Co-Managing Partner of SkyBridge Capital. He is the author of four books: *The Little Book of Hedge Funds*, *Goodbye Gordon Gekko*, *Hopping Over the Rabbit Hole* (a 2016 *Wall Street Journal* best seller), and *Trump: The Blue-Collar President*.

Prior to founding SkyBridge in 2005, Scaramucci co-founded investment partnership Oscar Capital Management, which was sold to Neuberger Berman, LLC in 2001. Earlier, he was a vice president in Private Wealth Management at Goldman Sachs & Co.

In 2016, Scaramucci was ranked #85 in *Worth Magazine's* Power 100: The 100 Most Powerful People in Global Finance. In 2011, he received Ernst & Young's "Entrepreneur of the Year – New York" Award in the Financial Services category. Anthony is a member of the Council on Foreign Relations (CFR), vice chair of the Kennedy Center Corporate Fund Board, a board member of both The Brain Tumor Foundation and Business Executives for National Security (BENS), and a Trustee of the United States Olympic & Paralympic Foundation. He was a member of the New York City Financial Services Advisory Committee from 2007 to 2012.

In November 2016, he was named to President-Elect Trump's 16-person Presidential Transition Team Executive Committee. In June 2017, he was named the Chief Strategy Officer of the EXIM Bank. He served as the White House Communications Director for a period in July 2017.

Scaramucci, a native of Long Island, New York, holds a Bachelor of Arts degree in Economics from Tufts University and a Juris Doctor from Harvard Law School.

Panel Experts



Bob Knakal

Chairman, Investment Sales

JLL Capital Markets - NY

Bob Knakal is Chairman, Investment Sales with JLL Capital Markets in New York. In this role, Bob leads the investment sales division, focusing on expanding middle-market asset sales in the greater New York region while driving expansion across the firm's institutional business.

Bob was Chairman and Founding Partner of Massey Knakal Realty Services, New York's #1 building sales firm. He started his real estate career in 1984 at CB Richard Ellis where he met Paul J. Massey Jr. They both left CB in 1988 to form Massey Knakal.

From 1988 through 2014, Massey Knakal closed over 6,000 transactions with an aggregate value in excess of \$23 billion. To date, Bob has been personally responsible for the sale of more than 1,864 buildings (generally considered to be the highest total ever for a single broker in New York) and over \$18 billion in sales.

On December 31, 2014, Cushman & Wakefield acquired Massey Knakal. At Cushman & Wakefield, Bob acted as Chairman of New York Investment Sales. He was ranked the top originating investment sales broker at Cushman & Wakefield in 2014, 2015 and 2016.

Bob graduated from the Wharton School of Business at the University of Pennsylvania with a bachelor's degree in economics in 1984.

In 1999, at the age of 36, Bob was named to Crain's New York Business's Forty Under Forty/New York Rising Stars list for his outstanding achievement in the New York City business community. He is a two-time winner of the Real Estate Board of New York's Robert T. Lawrence Award in the Most Ingenious Deal of the Year contest.



Kent M. Swig
President & Owner
Swig Equities

Kent M. Swig is an owner of several real estate operating companies as well as commercial and residential real estate properties throughout the United States. His holdings and titles include the following:

Swig Equities, LLC

Mr. Swig is President of Swig Equities, LLC, an investment and development firm focusing on the acquisition and development of real estate in New York City and California. Since 2001, Swig Equities has purchased and/or is in the process of developing in excess of \$3 billion of properties.

Terra Holdings

Mr. Swig is an Owner and Co-Chairman of Terra Holdings, LLC, one of the largest privately held real estate companies in the United States that owns and operates several residential real estate service firms including Brown Harris Stevens and Halstead Property Company; the combination of these two companies annually sell more than \$9 billion of apartments and townhouses in New York City and the company's management divisions manage more than 450 buildings comprising over 30,000 residential units.

Helmsley Spear, LLC

Mr. Swig is the Owner and serves as President of Helmsley Spear, LLC, the oldest continuously operating real estate firm in America, specializing on the commercial brokerage, leasing and property management sectors.

Fulcrum, LLC

Mr. Swig serves as President of Fulcrum Equities, LLC a single-family office (SFO) that coordinates Mr. Swig's family business and interests.

The Swig Company

Finally, Mr. Swig is also an Owner and Principal in and formerly served as Chairman of the Board of The Swig Company, a family-owned real estate and hotel company based in San Francisco and New York. The Swig Company's portfolio includes over 10 million square feet of prime commercial office space throughout the United States.



Brett Mufson
Executive Vice President- Capital Markets
Witkoff Group

Brett Mufson is principally responsible for all capital markets and acquisition-related efforts at Witkoff. Since 2009, Mr. Mufson has successfully led the sourcing, structuring, and executing of debt and equity funding for the firm’s investments. With deep experience in all aspects of the development process, from capital markets and acquisitions through construction, he has played an integral role in over \$5 billion of development and real property transactions in the residential, multi-family, office, and hospitality sectors throughout the U.S.

Prior to Witkoff, Mr. Mufson worked at LoanCore Capital, a \$1.5 billion commercial real estate debt fund, where he was responsible for originating, structuring, and underwriting commercial real estate loans throughout the U.S. Earlier in his career, Mr. Mufson worked at J.P. Morgan (Bear Stearns), where he gained extensive experience in all aspects of commercial mortgage-backed securities and collateralized debt obligations.

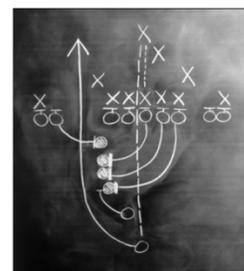
Mr. Mufson is a graduate of the University of Pennsylvania and actively involved in many real estate, art, and charitable organizations, including the Whitney Museum and Mount Sinai Hospital.

Next Alpha

An Industry discussion on best practices to identify investment opportunities with attractive risk-adjusted returns.

Next Alpha Approach

- Analytical Framework (“The Playbook”)
- Undervalued Asset Class or Property in Asset Class
- Managed Business cycles
- Portfolio Rebalance
- Case Studies



Next Alpha Playbook

Event Host



Andrew E. Dreisiger
Assistant Vice President- Investments
Wells Fargo

Andrew Dreisiger is an Assistant Vice President in the Blaustein-Clancy Financial Group at Wells Fargo Advisors. He enjoys the challenges of custom portfolio construction, research and analytics, and trade execution, and provides a high level of service in his daily personal interaction with clients.

Andrew has worked with Maureen Clancy Managing Director-Investment Officer and Michael Blaustein Managing Director-Investment Officer of the Blaustein-Clancy Financial Group since 2012 when he joined her at Barclays Wealth. Prior to joining the team, he worked at Goldman Sachs where he was responsible for asset allocation, portfolio modeling, and trade execution across multiple asset classes. Prior to his role at Goldman Sachs, Andrew held roles in the Investment and Private Banks at JP Morgan.

Andrew graduated from Syracuse University's Whitman School of Management in 2006 with a BS in Finance, and is active in its NY Alumni Association. He is a board member of the Young Leadership of the Museum of Jewish Heritage and a member of the Whitman School Advisory Committee. Andrew enjoys travelling, golf, and is an avid runner and an aspiring wine enthusiast. He lives on Long Island with his wife Shari, son Max and daughter Penelope.

A dark blue promotional graphic for CollabNet. The background features a network of white dots connected by thin lines, with various business-related terms like 'Capital Funding', 'Market Intelligence', and 'Peer Prof' scattered around. The main text is in white and bold: 'Come Collab with us' at the top, followed by 'CONTENT SPEAKERS SPONSORSHIP' in three lines. At the bottom left, it says 'For more information: Mark Pearlman 212.650.0123 | thecollabnet.com'. At the bottom right is the CollabNet logo, a blue diamond shape with a white dot in the center, and the text 'CollabNet INDUSTRY LEADERS - ACTIONABLE INSIGHTS'.

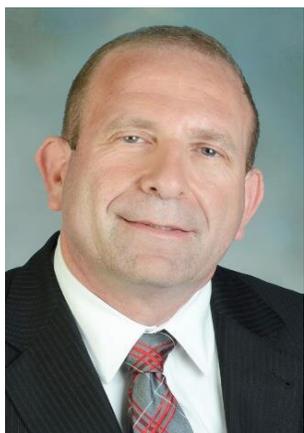
Program Producers



Mark Pearlman
Co-Founder
CollabNet

Mark Pearlman has 30+ years of experience as a marketing and business strategy executive with extensive expertise in financial management, direct investing and organizational development & leadership. As an HNW investor and charity donor, he participates in a wide range of investment, family office and nonprofit conferences and meetings. Mark selectively collaborates with investment firms to develop and execute market-changing strategies to build a differentiated and leadership position for partnering organizations. Mark was part of the original executive team that launched the Fox News Channel under Roger Ailes. Previously, he held numerous upper management positions at CBS.

Mark is a graduate of Brandeis University and holds an MBA from the Sloan School at Massachusetts Institute of Technology.



Harry Dublinsky
Managing Director Real Estate and Construction Services
EisnerAmper & Co-Founder of CollabNet

Harry Dublinsky is a Managing Director in the firm's Real Estate and Construction Services Group with over two decades in business advisory and accounting. Harry has been extensively involved in many high-profile and complex transactions; advising clients, providing due diligence, and crafting creative solutions for transactions ranging from the launch of start-up companies to a \$6 billion REIT transaction.

Harry has advised and provided assurance services to many leading enterprises including real estate organizations, technology firms, and startup companies.

As an avid networker, Harry has developed strong, working relationships with key industry leaders, public officials, global companies, investment banks, entrepreneurs, family offices, and high net worth individuals, often bringing together his client base at private forums to present new investment opportunities. In recognition of his achievements, Harry was elected to The Counselors of Real Estate (CRE), an exclusive nationwide organization of real estate advisors. He is a past chairman of the Real Estate Committee of The New York State Society of CPAs. Over the course of his career, Harry spent six years at Big 4 firms and more than seven years in private industry

Supporter



Phil Glick
Senior Vice President
Conner Strong & Buckelew

Philip Glick is a Senior Vice President for the Property & Casualty Division of Conner Strong & Buckelew. A 42-year veteran of the insurance industry, Glick is responsible for generating new business opportunities and directing account services for large strategic business relationships.

Prior to Conner Strong & Buckelew, Glick served as Senior Vice President for ECBM, where he was a Partner and Consulting Group Practice Leader. He has extensive experience in the design, placement and servicing of insurance coverages for large clients including both private and publicly-held firms. In addition to his consulting experience, Phil has held senior positions with several large national and regional insurance brokerage organizations for over three decades. Phil is also a nationally recognized insurance educator having written national examinations for the Society of chartered Property and Casualty Underwriters, for the Pennsylvania Bar Institute, and The PA Institute of CPA's.

Phil has BS and MBA from the Wharton School of Business at the University of Pennsylvania.

**Real Estate Tested,
INSURANCE
APPROVED**

**CONNER
STRONG &
BUCKELEW**

PHIL GLICK
CPCU, RPLU
Senior Vice President
pglick@connerstrong.com
P 267-702-1374
C 610-551-4734
32 Old Slip
Suite 32B
New York, NY 10005

**THE CONNER
STRONG &
BUCKELEW
DIFFERENCE**

- 1** Controlled Insurance Program experience insuring billions in project values.
- 2** Knowledge of the real estate Industry from top to bottom
- 3** Insurance programs aligned with your business goals and designed to positively impact your bottom line
- 4** Strong commitment to safety
- 5** Extensive in-house claim management team

INSURANCE
RISK MANAGEMENT
EMPLOYEE BENEFITS

CONNERSTRONG.COM