3rd Annual Capital Markets Forum
A Capital Markets Symposium for Medium and Small Real Estate Projects
A Collaboration Between Meyers Research, EY, and the W.P. Carey School of Business at ASU Center for Real Estate Theory and Practice

Sky Song
Building 3, Synergy 1
Thursday, September 26, 2019

7:30 am  Registration and Breakfast

8:00 am  Welcome and Introductions
          Steve LaTerra, Meyers Research
          Mark Stapp, W. P. Carey School of Business
          Nick Prohaska, EY

8:15 am  Opening Session
          Meyers Group Capital Market Survey Presentation
          Current and projected status of the real estate capital markets, both nationally and locally, will be presented. Emphasis will be on availability of capital from various sources for both debt and equity for various product types.
          Presented by Steve LaTerra, Managing Director, Meyers Research

9:15 am  Transition/Break (15 minutes)

9:30 am  Session A
          Case Study Panel from Capital Sources
          Four case studies from different capital sources .... Discussion of a deal that closed in the past 12 months. How the deal came to be, what was the story behind it, how was it structured.

          Speakers:
          • Institutional:  Jim Pierson, Managing Director, Walker Dunlop
          • Family:  Mike Olsen, Chief Financial Officer, Globe Corp.
          • Lender:  Andrea Drozdowicz, Vice President, Sr. RE Specialist, Wells Fargo
          • R.E.I.T.:  Neil Albritton, Senior Managing Director, Acquisitions, STORE Capital

10:45 am  Session B
          Q and A with Sources of Capital Participants
          Moderated by Mark Stapp
          • Has the process of raising capital changed?
          • What does institutional mean?
          • What are the issues in attempts to attract capital?

11:45 am  Closing Remarks