

EVENT GUIDE



SEPTEMBER 22 - 23

AGENDA

Wednesday, September 22

5:30PM-7:30PM | PBR Texas @ Texas Live!

Networking Happy Hour



Thursday, September 23

8:00AM-9:00AM

Registration & Networking

9:00AM-NOON

9:00AM - Conference Kickoff

9:15AM - Economic Outlook with KC Conway

10:00AM - Listing Brokers Panel

10:30AM - Lender Panel

11:00AM - Special Guest Pudge Rodriguez

NOON-2:00PM

Lunch & Networking

2:00PM-4:00PM

2:00PM - GP Panel

3:00PM - Keynote HEB President Scott McClelland

4:00PM-6:00PM

Networking Happy Hour





OLD CAPITAL

has been a premier provider of commercial Capital solutions and advisory services for commercial real estate investors.

Our goal is to make every client a repeat client by providing exceptional service and execution certainty that is second to none. We leverage our experience in commercial real estate lending to your advantage. We are here to serve you, because **“Relationships Matter”** to us.



OLD CAPITAL
Commercial Real Estate Debt & Equity



CONFERENCE KICKOFF



Paul Peebles

National Underwriter

Paul Peebles has been arranging real estate financing for borrowers and institutional clients since 1987. His knowledge of the capital markets and his long term and deep relationships with the decision makers at the various capital sources is a competitive advantage for the client. He has closed over a \$5 billion in real estate transactions.

Mr. Peebles is a “deal maker.”

James Eng

National Director

James Eng has over 15 years experience in commercial real estate lending, starting his career as an underwriter at GE Capital prior to joining Old Capital in 2015. He has worked with hundreds of investors to help them acquire over \$1BN in multifamily properties totaling over 13,000 units nationwide. Often called “The Professor” of Multifamily Financing, he has produced hundreds of hours of educational multifamily content on YouTube.



9:00AM

STATE OF THE MARKET



KC Conway
Real Estate Economist

Kiernan "KC" Conway is the mind trust behind Red Shoe Economics, an independent economic forecasting and consulting firm, reporting and insights on the impact of Economics within the commercial real estate industry.

With more than 30 years' experience as a lender, credit officer, appraiser, instructor, and economist; KC is recognized for accurately forecasting real estate trends and ever-changing influences on markets all across the United States. With credentials from the CCIM Institute, Counselors of Real Estate and the Appraisal Institute, KC currently serves as Chief Economist of the CCIM Institute and as an Independent Director for Monmouth REIT MNR.



9:15AM

LISTING BROKER PANEL



Michael Becker | SPI Advisory | Moderator

Mike Becker is a Principal at SPI Advisory LLC and heads SPI's Dallas office where he oversees all aspects of property operations, including asset management, property management oversight, accounting and taxation, capital improvement and renovation projects and investor relations.

Jakob Andersen | Newmark

Jakob Andersen is a Senior Managing Director in NKF and has an extensive background in development, in-fill land repositioning, acquisitions and asset management for a local \$1 billion+ fund. He is involved in all aspects of the transaction process to ensure a smooth flow from marketing to closing, as well as generating new business and client development.



Rowan Burch | Rowan Multifamily Advisors

Rowan Burch serves as one of the Managing Directors for RMA. Rowan started his career in 2013, working with one of the largest brokerage firms in the United States, and has been a part of over \$1 Billion worth of multifamily transactions in Texas and the surrounding states. Rowan has been a Dallas resident his entire life giving him strong, firsthand knowledge of the DFW metroplex which allows him to maximize the value for his clients. Rowan graduated from the University of Oklahoma with a degree in Finance.



Nick Fluellen | Marcus & Millichap

Nick Fluellen is Executive Managing Director Investments and joined Marcus & Millichap in 2004. Since then, he has successfully closed more than 440 transactions totaling more than \$3.1 billion in value. Along with his market knowledge, he utilizes his vast network of industry contacts to provide his clients with the most accurate and up-to-date information regarding current market conditions.



Jon Krebbs | The Multifamily Group

Prior to forming The Multifamily Group, Jon Krebbs was an Executive Director of Investment Sales with Sperry Van Ness (SVN) and finished as the company's 22nd highest performing broker out of over 1,100 brokers worldwide in 2016. Prior to that he was a top producer at the Henry S. Miller Company in Dallas. Jon earned a B.B.A. in Finance and an MBA from Texas Tech University.



Joey Tumminello | IPA Texas

Joey Tumminello is responsible for business development and multifamily dispositions throughout DFW. Through his advisory approach to investment real estate brokerage, Mr. Tumminello consistently provides clients with customizable solutions to overcome challenges and exceed investment goals. Joey Tumminello holds a bachelor's degree in finance with a concentration in real estate from Texas Christian University. Driven to serve his clients, he is currently pursuing a CCIM designation.



10:00AM

LENDER PANEL



Paul Peebles | Old Capital | Moderator

Paul Peebles has been arranging real estate financing for borrowers and institutional clients since 1987. His knowledge of the capital markets and his long term and deep relationships with the decision makers at the various capital sources is a competitive advantage for the client. He has closed over a \$5 billion in real estate transactions. Mr. Peebles is a “deal maker.”

John Brickson | Old Capital

John Brickson is based in Dallas, TX and has more than nine years of experience in commercial real estate financing and investing. John has experience working with banks, life companies, Fannie Mae, Freddie Mac, debt funds, and CMBS conduit lenders. Prior to joining Old Capital in February of 2018, John originated new commercial real estate debt investments at two different national real estate funds. John began his career at BMO Harris Bank in Chicago, where he completed the Bank’s formal credit training program.



Rickey Mirabito | Sabal

Rickey Mirabito is a Loan Production Manager within Sabal Capital’s Multifamily Finance Group. Mr. Mirabito is responsible for loan originations in the South Central and Northeast Regions. Mr. Mirabito has underwritten, analyzed, and facilitated multifamily financings in excess of \$1 billion. Sabal specializes in Freddie Mac Small Balance Loan Program, Freddie Mac Conventional Loan Program, and the Fannie Mae Small Loan Program.



Fritz Waldvogel | Colliers Mortgage

Fritz Waldvogel is Vice President, Productions at Colliers Mortgage. As a full-service, nationwide mortgage banking firm, approved FHA MAP and LEAN lender and Fannie Mae Delegated Underwriting and Servicing (DUS®) lender, Colliers Mortgage specializes in providing access to federal agency loan programs for the acquisition, refinance, construction or rehabilitation for a multitude of property types.



10:30AM

SPECIAL GUEST



Ivan "Pudge" Rodriguez **MLB Hall of Famer**

Ivan "Pudge" Rodriguez is a retired Major League Baseball (MLB) player who played at the competitive professional level for more than 21 years and who statistically is considered the greatest defensive catcher in MLB history. On the field, Mr. Rodriguez was the recipient of numerous achievements and awards, including, MLB's all-time games leader as catcher, 7 time silver slugger winner, 2003 World Series champion (Florida Marlins), 2003 NLCS MVP, 1999 AL MVP, 14 time All-Star, 13 time Gold Glove award, Texas Sports Hall of Fame, Texas Rangers Hall of Fame, Latino Hall of Fame, and his last and most prestigious award - 2017 Baseball Hall of Fame.



11:00AM

GP PANEL



Ricardo Hinojosa | Old Capital | Moderator

Ricardo serves as Senior Director at Old Capital. Ricardo prides himself in always looking out for the long-term best interest of his clients while delivering superior customer service and consistent results. Prior to Old Capital, Ricardo spent 14 years with PepsiCo and held numerous financial leadership roles of increasing responsibility. Ricardo has an MBA from Southern Methodist University and a B.S degree in Business Information Systems from the University of North Texas.

Devin Elder | DJE Texas Management Group

Devin Elder is Founder & CEO of DJE Texas Management Group, a vertically integrated multifamily investment firm based in San Antonio, Texas. Devin is a Principal in over 3,000 doors of multifamily. Devin is also a Pilot, Podcast host and owner of a Real Estate consulting firm, a brokerage, and the DJE Foundation, a 501(c)(3) non-profit supporting disadvantaged children in Texas and the Philippines.



Satya Masina | Masina Multifamily

Satya Masina is the co-founder and principal of Masina Multifamily. Satya has 7+ years' experience of strategic acquisitions, operations, value-add rehab, and delivered solid returns on seven full cycle transactions. He independently owned over 280 units and investor in 860 units as general/limited partner. He has computer science degree and has 19 years of Information technology and project management experience before he found his passion in multifamily investing.



Bruce Petersen | Apt-Guy

The Apartment GuySM, Bruce Petersen, is a best selling author, speaker, educator and a syndicator of commercial and multi-family properties throughout Central Texas and Tennessee. Bruce has been awarded numerous accolades and has been featured by Million Acres (a Motley Fool service), Forbes, Entrepreneur and Business Insider and is the owner and founder of Streetversity.com.



Michael Spotts | Greystone Equity Partners

With over 33+ years in investment real estate, coupled with his corporate business experience in the high-tech semiconductor industry, Mike brings the knowledge, management and skills required to run a successful multifamily business. Over the years, Mike has acquired and/or invested in over 3,500 multiple-family and single-family units. Mike established a property management company in 2008 and currently manages 500+ units.



2:00PM

KEYNOTE



Scott

McClelland

President of H-E-B

Scott McClelland is the President of H-E-B Food/Drug Stores. H-E-B is a \$28B retailer that operates 340 stores in Texas and Mexico. In his capacity Scott oversees the operations of all H-E-B banners in Texas.

Under McClelland's leadership, H-E-B grew from 11% to a market leading 27% share by opening larger stores with a heavy emphasis on low prices, locally sourced products, and tailored assortment based on the neighborhoods surrounding each store. Known as the "H-E-B Guy," Scott is the local face for H-E-B.

McClelland received his bachelor's degree in Business Administration from the University of Southern California and graduated from Harvard's Advanced Management Program.



3:00PM

OLD CAPITAL TEAM



Paul Peebles



James Eng



David Walls



Les Meisl



Ricardo Hinojosa



Hans Box



John Brickson



Julie Peterson



Henry Holt

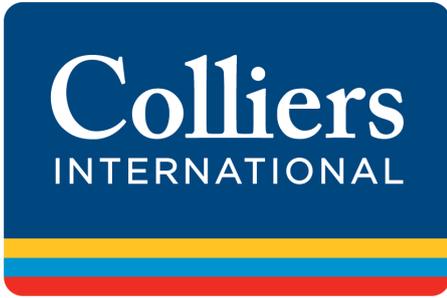


Ryan Irvin



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