

2022 Executive Officer Meeting

The Goldener Hirsch, Park City, UT | October 12, 13 & 14

WEDNESDAY, OCTOBER 12

Wasatch Mountain State Park guided UTV tour followed by networking dinner

1:45pm	Meet at the Goldener Hirsch lobby. <i>Depart at 2pm</i>
2:30pm–5pm	NAREIM members will kick start the 2022 Executive Officer meeting driving utility task vehicles around the Wasatch Mountain State Park. The guided tour near Cascade Springs covers 25 miles of terrain and over 2,000 feet of elevation change. Members will drive in groups of 2 to 6. The group driver must have a valid US drivers license.
5:30pm	Networking dinner at the Goldener Hirsch Hotel, Antler Lounge

THURSDAY, OCTOBER 13

6:45am–7:45am	Guided group hike Meet at the Goldener Hirsch lobby for a short guided hike in Deer Valley. The hike will last one hour, with return to the hotel by no later than 8:00am. <i>Note, all activities are optional</i>
7:45am	Breakfast
8:45am	Welcome comments Zoe Hughes , CEO, NAREIM Outgoing NAREIM Chair: Ryan Krauch , Executive Director, USAA Real Estate Incoming NAREIM Chair: Josh Myerberg , Managing Director, Morgan Stanley Real Estate Investing
8:55am	NAREIM Jeff Barclay Fellows: Annie Yan Bailey , Columbia University & Rahul Raipelly , MIT
9:10am	Compensation models & design: An eye to recruitment & retention Speakers: Lucy Bertsch & Scott McIntosh , Directors, Ferguson Partners Session leader: Bryan Thornton , Partner, PCCP <ul style="list-style-type: none"> Ownership, points and spreading the economics across seniority and functional groups. What are you doing in terms of compensation, carry allocations, LTI and non-tangible compensation — and are you competitive enough to retain talent? Through expert presentation and group discussion at assigned roundtables, we breakdown how NAREIM members — across different types of corporation — are considering their compensation models, how compensation models cascade through the organization and where the innovation is taking place.
10:40am	Break
10:55am	NAREIM Jeff Barclay Fellows: Victoria Reznik , Northwestern University
11am	Real estate & digital asset convergence: A Jamestown case study Speaker: Michael Phillips , President, Jamestown Session leader: Brandon Sedloff , Managing Director, Juniper Square <ul style="list-style-type: none"> Jamestown President Michael Phillips discusses Jamestown's digital asset strategy, bringing together physical real estate and digital assets for investors and tenants. As part of the strategy, Jamestown is creating virtual extensions of its physical assets in the meta-verse and activating its properties for a new audience through immersive virtual experiences.
11:50am	NAREIM Jeff Barclay Fellows: Jackie Siegmund , New York University & William Zordani , University of Wisconsin-Madison

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THURSDAY, OCTOBER 13 *continued*

12pm	Lunch
1pm	What's on your mind? Session leaders: Ryan Krauch , Executive Director, USAA Real Estate Josh Myerberg , Managing Director, Morgan Stanley Real Estate Investing
1:45pm	Net zero is an impossible target. How do you do it? What's the discount if you fail? Case studies: Joel Cesare , Global Program Manager, Google Ailey Roberts , Vice President, Sustainable Investing, BentallGreenOak Overview presentation: Cynthia Curtis , Senior Vice President, Sustainability, JLL Session leaders: Joseph Munoz , Americas Co-CIO, LaSalle Investment Management Pritesh Patel , Chief Investment Officer, Manulife Investment Management Case Study and whole room Q&A: <ul style="list-style-type: none"> • Tools and strategies to consider and utilize. How do you hit net zero with existing and older assets, particularly Class B, and when do you call it quits on decarbonizing/greening them? Tactics and real-time strategies. • Tenant perspectives. What do tenants want from owners and landlords, and how can both sides work together on critical areas such as utility data? • Brown discounts. If you don't hit net zero, what does it mean to the asset and portfolio valuation? How much is the brown discount?
2:45pm	Break
3pm	Leadership skills workshop: From transactional to transformational leadership Speakers: Lizzette Lima , Director, YSC Brian Wellman , Director, Head of Consulting, YSC Session leaders: Mike Chase , CIO, STAG Industrial Steve Iorio , President, Prospect Ridge Deborah Smith , Co-founder & CEO, The CenterCap Group <ul style="list-style-type: none"> • Executive coaches work with members during a hands-on workshop focused on executive officer professional development and skills training, where your purpose as leaders comes front and center. This is about your personal development, not the firm's. • Experts provide insights into leadership skills, tactics, communication skills and empowerment of you as people and leaders in your field.
5pm	End of meeting
Networking drinks & dinner	
5:30pm	Networking drinks at the Goldener Hirsch Hotel. <i>Meet in the Antler Lounge</i>
6:30pm	Transportation to High West Saloon. <i>Meet in the lobby</i>

FRIDAY, OCTOBER 14

7:30am–9am	Breakfast and departure
8am–9:30am	NAREIM Board of Directors' annual meeting. <i>Board members only</i>