

CollabNet and AREAA, ABANY and US-Philippines Society Presents:

COLLABNET'S CONNECTORS FORUM

Sharing of Game Changing Ideas and Best Practices among Leading Dealmakers

Cross-Border Initiatives

Keynote Interview:



Paul Massey, Jr.
President NY Investment Sales
Cushman & Wakefield
Former NYC Mayoral Candidate
in conversation with
Harry Dublinsky, EisnerAmper



Keynote Panelist:
Faith Hope Consolo
Chair, Retail Group
Douglas Elliman
Real Estate



Jane Weng,
President at DGW
US Companies
Doing Business
With Asia



Paul Homsy, Esq.,
Principal Noonmark
Capital Partners LLC
Doing Business With
Arab Gulf States



Panel Moderator:
Linda Barr O'Flanagan
Managing Editor, Real
Estate Weekly



**Keynote Interview
Moderator:**
Harry Dublinsky
EisnerAmper



Host Sponsor:
Caroline Harcourt
Partner, Real Estate
Pillsbury

Wednesday, January 24, 2018 | 5:30 – 8:30 PM

Pillsbury Winthrop Shaw Pittman LLP – 1540 Broadway, 22nd Floor

To Request An Invitation to future events contact: karen.gamba@thecollabnet.com

For Speaker and Sponsor opportunities contact: harry.dublinsky@eisneramper.com

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Welcome



Caroline Harcourt
Partner, Real Estate
Pillsbury Winthrop Shaw Pittman, LLP

Caroline Harcourt is the head of Pillsbury's New York Real Estate group. Caroline represents domestic and foreign clients in connection with sophisticated commercial real estate transactions, including the formation of joint ventures, the acquisition, disposition and development of mixed-use commercial properties, construction and permanent financings, hotel management and franchise agreements, restructurings and dispositions of distressed assets.

Caroline also represents banks and other lenders in connection with the origination, securitization, syndication, participation, sale and purchase of mortgage and mezzanine loans (or interests in debt) involving a wide range of properties, including office buildings, hotels, apartment buildings and retail centers. She has extensive experience in the drafting and negotiation of intercreditor and co-lender arrangements.

Significant transactions have included the representation of:

- Time Warner in the development of the Time Warner Center,
- investment banks in the origination of \$6.5 billion of debt secured by casino/hotels (and the subsequent restructuring of such debt)
- Commonwealth Partners in its acquisition of 787 Seventh Avenue (for \$2 billion)
- Triple Five in its construction financing of the American Dream Project .



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 a HNW investor and charity donor, he participates in a wide range of investment, family office and nonprofit conferences and meetings.

Mark collaborates with a select number of investment firms to develop and execute market-changing strategies to generate AUM and build a leadership position for the partnering firm. Most recently, he has been advising Harvest Fund Management - one of the largest China-based Asset Management firms - to develop and execute a rollout strategy to build a market leadership position in the United States.

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.

Keynote Interview



Paul Massey, Jr.
President NY Investment Sales
Cushman & Wakefield

Mr. Massey was born in Boston, Massachusetts where he attended Roxbury Latin School. He graduated from Colgate University with a Bachelor of Arts degree in economics in 1983.

After graduation, Mr. Massey began his career at Coldwell Banker Commercial Real Estate Services in Midtown Manhattan as head of the market research department, then as an investment sales broker. Together with Partner Robert A. Knakal, whom he met at Coldwell, he founded Massey Knakal Realty Services, the New York metropolitan area's premier full service brokerage firm. With over 225 employees serving more than 200,000 property owners, Massey Knakal Realty Services was ranked New York's #1 investment sales firm in volume for the 14th consecutive year by CoStar Group, a national independent tracking agency. With more than \$2 billion in annual sales, Massey Knakal was also ranked as one of the nation's largest privately owned real estate brokerage firms. As CEO of Massey Knakal, Mr. Massey oversaw the direction and growth of the company. He led the development of the firm's strategic initiatives including geographic expansion as well as the growth of the firm's service lines. Mr. Massey was also Chair of the firm's Executive Committee. Additionally, in 2014 alone, Mr. Massey completed numerous transactions with an aggregate value of over \$690 million. On December 31, 2014, Cushman & Wakefield acquired Massey Knakal and Mr. Massey was appointed President, New York Investment Sales.

Keynote Panelist



Faith Hope Consolo
Chair – Retail Group
Douglas Elliman

Recognized worldwide as the “Queen of Retail,” Faith Hope Consolo is renowned for her expertise as a consultant and retail broker who has been instrumental in revitalizing and sculpting retail corridors across the nation -- and beyond. The sheer volume, size, and distinction of her transactions combined with her exceptional experience in a global array of retail markets, have set the highest standards among real estate specialists. As Chairman of Douglas Elliman's Retail Group, Ms. Consolo is responsible for the most successful commercial division of New York City's largest residential real estate brokerage firm.

Her understanding of the industry and expertise of the retail landscape enable her to strategize with retailers throughout the country, from unveiling national expansions to the debuts of flagship stores in locations spanning global capitals to suburban power centers. She and her expert team know that style knows no price point. The result is an extensive client base that includes such top-tier fashion names as Alexis Bittar, Alice + Olivia By Stacey Bendet, Buccellati, Cartier, Caruso, Bruno Magli, Christian Louboutin, Fendi, Ferragamo Fogal, Giorgio Armani, Ivanka Trump Jimmy Choo, Manolo Blahnik, Oro Gold, Paul Morelli, Peter Millar/Richemont Group, Versace, Saint Laurent, as well as globally based mass merchandisers Who.A.U. and Zara. Her diverse base also encompasses private and public investors, entrepreneurial owners and developers with significant portfolios or single assets.

Event Producer



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

Harry Dublinsky is a Managing Director in the 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.

Harry routinely gathers the brightest business minds to participate at various business events, ranging from intimate roundtables to co-founding the marquee EisnerAmper Real Estate Private Equity Summit which draws more than 500 attendees.

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.

CollabNet

Building the Next Generation Professional Network

CollabNet is pleased to produce tonight's Connectors Forum. This networking meeting is a testament to the informative experiences we curate in facilitating an exchange of ideas" between industry leaders and senior peer professionals. To facilitate a candid exchange of "actionable ideas", our events are hosted in a discreet and collegial setting.

CollabNet was founded by Mark Pearlman and Harry Dublinsky to establish the Next Generation Professional Network. As participants in traditional professional and investor groups, Harry and Mark have strived to establish a new collaborative network that truly meets the business objectives of their robust networks. CollabNet is just that organization. With your participation and candid input, we seek to offer a unique mix of valuable content and peer networking in a stimulating collegial environment.

We welcome your feedback on today's event. Please suggest topics, speakers and potential corporate sponsors for future events. We look forward to your active input and participation. Let's Connect and Collaborate! Please feel free to contact us via connect@thecollabnet.com or 212.650.0123.

Panelists



Yuejuan (Jane) Weng, CFA, CPA
President
DGW US Capital LLC

Current Responsibilities:

Responsible for the oversight of US business for DGW Investment Management Group, one of China's leading investment institution and No.1 real estate industrial fund with \$18B AUM.

Responsibility includes:

- Source, underwrite, structure, negotiate and close equity and debt investments in the U.S. with top-tier sponsors/operators. Investment covers ground-up or value-add developments in multifamily and for-sale residential, senior housing and student housing sectors.
- Manage all aspects of US operations; responsible for all day-to-day management decisions and for implementing the Company's long and short term plans

Prior Experience:

Responsible for Greenland's capital market transactions and equity recapitalizations, construction financing, financial budgeting/reporting and treasury functions, as well as new project acquisitions and investments in the Eastern U.S.

Provided advisory and assurance services in IPO, cross-border M&A, divestiture and other transactions, with experience at:
Ernst and Young | KPMG | PwC



Paul C. Homsy
Principal
Noonmark Capital Partners

Paul Homsy is one of the leading authorities on the Arabian Gulf, Islamic finance, and business conditions of this region and is a principal in Noonmark Capital Partners. He assists US real estate owners, developers, and operators in developing strategies for accessing partners from the Arabian Gulf and served as a Senior Advisor for the Middle East at VG (www.vg.je), one of the leading private wealth advisory, structuring, and trust companies in Jersey, in the Channel Islands. Mr. Homsy has over 35 years of experience in the Middle East and practiced law in Riyadh, Saudi Arabia for 5 years as the founder and managing partner of Sidley & Austin's former office there. Paul also co-founded ICT Oman, a boutique investment bank with offices in Muscat, Oman. Mr. Homsy has a wealth of practical business experience in the Middle East and an extensive network of senior level relationships in Saudi Arabia, Bahrain, Kuwait, Qatar, the UAE, and Oman including royal family members, sovereign wealth funds, government ministers and former ministers, ultra high net worth investors, conventional and Sharia compliant banks, investment companies, and fund managers. Mr. Homsy has a B.A. in History from the University of Pennsylvania as well as a J.D. from the Dickinson School of Law. He speaks both Spanish and conversational Arabic. Mr. Homsy has served on the Board of the Harvard University Institute for Social and Economic Policy in the Middle East, John F. Kennedy School of Government, where he participated in the Arab Israeli Peace Negotiations, and as Chairman of the Middle East Law Committee of the American Bar Association, International Section.

Panel Moderator



Linda Barr O'Flanagan
Managing Editor
Real Estate Weekly

Veteran reporter Linda O'Flanagan has been in the business for nearly 30 years and has covered everything from celebrity gossip and court news to sport and fashion. She began her career as a junior reporter at a local newspaper in her native Scotland (Stirling Observer) and, by the time she left the country in 1987, was employed as a copy editor at the nation's biggest-selling title, The Scottish Daily Record.

She joined the staff of Real Estate Weekly in 2004 and has since helped the industry's oldest title reaffirm its status as the most trusted in the business while using her experience as a news reporter to add both color and substance to its editorial content and presentation.

Linda implemented a major re-design and re-launch of REW in an effort to remain relevant and at the forefront of the real estate media.

The oldest real estate title in the city entered the Internet age with its own website. And its broadsheet style - which now includes the residential title Brokers Weekly - offers readers multiple sections and coverage of the industry as a community while providing a trusted and respected environment for advertisers.

Linda is a married mother of two teenage boys.

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Philip Glick, CPCU, RPLU Senior VP – Connor Strong & Buckelew
Office: 267-702-1374
Email: pglick@connerstrong.com

Responsibilities: 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. Background 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. In addition, Phil is a nationally recognized insurance educator having written national examinations for the Society of chartered Property and Casualty Underwriters and taught both graduate and undergraduate courses as an Adjunct Lecturer at LaSalle University in Philadelphia and seminars for the Pennsylvania Bar Institute, and The PA Institute of CPA's.

Education: Wharton Undergraduate Division – University of Pennsylvania – BS in Economics with majors in Finance and Insurance | Wharton Graduate Division – University of Pennsylvania – MBA in Finance and Insurance

Professional Designations: Chartered Property and Casualty Underwriter (CPCU) Registered Professional Liability Underwriter (RPLU)



Robert B. Moy, Partner – Forchelli Deegan Terrana, LLP
Office: (516) 812-6363 | Email: rmoy@forchellilaw.com

Robert B. Moy is a partner in the Tax, Trusts and Estate and Corporate departments of the Firm. Prior to joining the Firm, he was a founding member of Bennett & Moy, LLP, where he practiced in the areas of corporate law, asset and estate planning, and real estate. Mr. Moy counseled his clients on various matters from mergers and acquisitions to establishing new businesses, negotiated and drafted shareholder, operating, financing, employment, merger, acquisition, licensing and buy-sell agreements, represented clients in the purchase and sale of real estate, and drafted complex and simple trusts and wills. Before forming Bennett & Moy, he was Of Counsel to Battle Fowler, LLP in New York, where his corporate and real estate expertise included complex commercial transactions, project and structured financing, and securities law. He worked on several multi-million dollar transactions, including real estate investment trusts, international project financings and Regulation S offerings. Mr. Moy was also Of Counsel to Caesar and Napoli, where he headed the corporate and estate planning departments of the firm, focusing on general corporate law, real estate, and estate planning.

He previously worked in the Hong Kong office of Fulbright and Jaworski, LLP, where he worked on several multi-million dollar commercial transactions, including the establishment of a number of offshore funds. He was primarily responsible for negotiating several joint ventures in China, which included negotiating and drafting various operating, employment, licensing, and other agreements for these companies. Mr. Moy also counseled clients on asset protection, estate and business planning, and other issues in conducting business in the United States and Asia.

Event Sponsor



Daniel Price, Founder & CEO – OneTitle National Guaranty Company
Office: 212-729-3889
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Daniel Price Founder & CEO One Title National Guaranty Company Daniel C. Price, Co-Founder and Chief Executive Officer of OneTitle, is currently leveraging his experience as a McKinsey consultant, growth equity investor and business strategist for alternative investments to lead a disruptive and contrarian approach to title insurance. At OneTitle, he leads a team that cracked the wall on pricing—lowering premiums by up to 25%—and changed the business and distribution models to offer a higher level of service with lower risk on transactions ranging from large commercial acquisitions to residential sales. Learn more about OneTitle at www.onetitle.com.

Prior to founding OneTitle, Daniel was an Acting Principal with Moelis Capital Partners and Senior Vice President of Gracie Asset Management, where he led business strategy for a \$2 billion alternative investment manager. In these roles, he evaluated a wide spectrum of financial services investments. Prior to Moelis and Gracie, Daniel was a management consultant for McKinsey & Company, where he was a member of the firm's financial services and strategy practices and led a series of client initiatives around global financial services innovation. He holds an MBA with honors from Columbia Business School and a BA from Yale University.

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Mark Pearlman
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Event Marketing



Karen Gamba, Founder & CEO – Ellipsis, LLC
Marketing Director - CollabNet
 Office: 917-699-4546 | Email: karen.gamba@thecollabnet.com

Karen Gamba is a Business Development, Public Relations and Marketing Strategist with over 15 years' experience in the legal, financial, real estate and entertainment industries. She is the Founder and CEO of Ellipsis, LLC, a startup aimed at leveraging strong networks to bring professionals together through focused, educational events and powerful, facilitated collaboration. Karen is also Executive Director of Marketing and Business Administration for Molod, Spitz & DeSantis, P.C.

Karen focuses her time on finding innovative opportunities for both startups and tenured, high-profile businesses looking for fresh marketing strategies and breaking into new, untapped markets. Her ability to connect people is what makes her stand apart. She has worked with prominent, international politicians and executives across several industries and is a trusted thought-partner and consultant to distinguished and noteworthy firms and media companies.

In 2017, Karen was awarded the "Stars Under 40 Award" that honors professionals who exemplify leadership skills, not only in their chosen fields, but also in their community.

Karen studied Marketing and Communications in South Africa and World Economics (with a focus on BRIC countries) and Advanced Writing at the University of Oxford.



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