

**The Commercial Real Estate Summit: A Changing Playbook**

7:30 AM	REGISTRATION	
8:15 - 8:30 AM	WELCOME TO THE CRE SUMMIT! 2016- 2017 HIGHLIGHTS AND PROGRAM OVERVIEW	Jerry M. Slusky, Esq. - Smith Slusky Law, LLP- Founder & Chair of CRE Summit
8:30 AM- 9:15 AM	CULTIVATING GROWTH WITHIN OUR ALREADY GROWING COMMUNITY (Leadership Panel)	<p><b>MODERATOR: Randy Thelen, Senior Vice President - Economic Development, Greater Omaha Chamber of Commerce</b>  Terry Kroeger, President and CEO, Berkshire Hathaway Media Group  Leslie Anderson, President, Bennington Bank and Chamber Chair  Jim Krieger, Vice Chairman and CFO, The Gallup Organization</p> <p><i>Hear from three great Greater Omaha leaders as they explore their views on Omaha's strengths and weaknesses, where they see near- and long-term opportunities for growth, and how real estate impacts their businesses each day.</i></p>
9:15 AM- 10:00 AM	THE DRIVERS AND THE VISION FOR THE CHANGING DEMOGRAPHICS OF OUR NEBRASKA COMMERCIAL REAL ESTATE MARKETS	<p><b>MODERATOR: Jeff Wyatt, Vice President, Colliers and Bob Peters, President, The Bob Peters Company</b>  Steve Jensen- Principal, Steve Jensen Consulting  Todd Heistand - Principal &amp; Owner, NuStyle Developments  Othello Meadows - Executive Director, Seventy Five North Revitalization Corp.  Jay Noddle, President, The Noddle Companies  Jay Lund- Principal, Greenslate Development</p> <p><i>Hear from the community on the progress of Omaha and Lincoln, the challenges we are facing and how we plan to confront them, how we are able to attract local growth with such low unemployment, and how we can cultivate growth here in our communities. The discussion will include development in the CBD, medical development, changing demographics and the return to urban lifestyles, and a view from the top on the economic and non-economic issues facing the business community and its impact on commercial real estate.</i></p>
10:00 AM - 10:45 AM	RETAIL PANEL: Clicks and Bricks	<p><b>MODERATOR: Jay Lerner, President, The Lerner Company</b>  Michael Slusky, Senior Director of Real Estate, Kimco Realty  Mark Hasebroock, Hayneedle Co-Founder, and President, Dundee Venture Capital  Michael Stabenberg, President, The Stabenberg Group  Ben Meier, Retail Broker, The Lerner Company  Eric Bloch, Director or Real Estate, Dick's Sporting Goods  Brian Kuehl, Retail Broker, Investors Realty - TBD</p> <p><i>The world of retail is in a state of flux. All retailers are facing the issue of seeing significant reductions in brick and mortar store sales while at the same time seeing significant increases in their internet sales. This forces a lot of legal analysis of tax matters for both. This experienced panel of retail experts will explore all sides of the issues and make some predictions as to the direction of retail for future years.</i></p>
10:45 AM - 11:00 AM	BREAK	
11:00 AM - 11:45 AM	MORNING BREAKOUTS	<p><b>1 VAN DEEB: Creating Clients for Life</b>  Van Deeb, Motivational Speaker and Author  <i>Van Deeb is a highly qualified, nationally known motivational speaker, who will provide insights into techniques for increasing sales and professional engagements for the attendees. This powerful session will help attendees become more productive, creative, and forward thinking within their business. This will help to rethink their business and their clients. Below is a list of topics that will be covered during this session.</i></p> <ul style="list-style-type: none"> <li>• Make your clients experience magical and memorable</li> <li>• Generating referrals from your clients</li> <li>• The Yes, I can mindset</li> <li>• The benefits of testimonials</li> <li>• Ways to be more creative than your competition</li> </ul> <p><b>2 TODAY'S PRE-CONSTRUCTION ISSUES &amp; SITE DUE DILIGENCE</b>  Moderator: <b>John Meng-Frecker, LS, CFM, CPSM, Director of Business Development, E &amp; A Consulting Group, Inc.</b>  Jason Headley, LS, Survey Dept. Manager, E &amp; A Consulting Group, Inc.  Dan Thiele, PE, President, Thiele Geotech  Sorin Juster, PE, Vice President, Kirkham Michael  <i>This fast-paced course on Site Due Diligence will cover the reasons to do your site homework prior to commercial development. Discovery of critical information and concept planning can help streamline your development project and save money. Topics discussed will be Title and Topo Surveys, Soils and Environmental Issues, and Planning for Site Feasibility. This course is recommended for realtors, owners and developers.</i></p> <p><b>3 ACCELERATING YOUR COMMERCIAL REAL ESTATE CAREER</b>  Moderator: <b>Zach Reinhardt – Financial Analyst, Burlington Capital</b>  Barry Zoob – Vice President, Colliers International  Ryan Ellis – President, P.J. Morgan Real Estate  Derick Lewin – Sales &amp; Leasing Agent, P.J. Morgan Real Estate  David Beberwyk – Director of Outreach &amp; Education, UNO Real Estate Center  Danielle Dring – Attorney, Smith Slusky Law</p> <p><i>The CRE Summit has continuously provided a forum for students at UNO, Creighton, and Creighton Law, for students who have an interest in pursuing a career in the real estate and comm. This panel will provide a forum for students and novice professionals who are interested in advancing their commercial real estate career.</i></p> <p><b>4 INDUSTRIAL SECTOR: Surge or Hype?</b>  Moderators: <b>Kevin Stratman, Investors Realty and Alex Epstein, Executive Vice President, OmNe</b>  Jonathan Rudersdorf- Vice President, Prologis  Jon Meyers - President, Nebraska Warehouse Company  Brett Bosworth - President, R&amp;R Realty  Andrew Rainbolt - Executive Director, Sarpy County Economic Development Corporation</p> <p><i>Review of the industrial market is really as hot as everyone says and what is driving it and what can detract from it. Development, pricing, and national trends will be a main focus for this event. Below are specific topics that will be discussed during this panel.</i></p> <ul style="list-style-type: none"> <li>• The next industrial park – review of site selection process</li> <li>• Activity levels versus inventory levels – review of noteworthy developments and deals</li> <li>• Pricing trends – why is building so expensive and why are comps so high</li> <li>• Warehousing trends and product – why is the industrial market hot? What is driving the product and economics behind it?</li> <li>• National trends – What is happening outside of Omaha?</li> <li>• Omaha versus Des Moines – What is Iowa doing that Nebraska is not?</li> </ul>

11:45 PM - 1:00 PM	HALL OF FAME LUNCHEON: Class of 2017	Angels Among Us Presentation - Susie Nelson, Executive Director, Angels Among Us
		Deal of the Year
		<i>The Deal of the Year is based on the creativity, difficulty and complexity of the deal that occurred within the 2016-2017 calendar year.</i>
		Development of the Year
		<i>The Development of the Year is based on the creativity, difficulty and complexity of the development that occurred within the 2016-2017 calendar year.</i>
		Hall of Fame
		<i>The Hall of Fame winners have contributed to advancing the status, honor and professionalism of the commercial real estate industry in the Midwest Region while demonstrating strong leadership skills.</i>
		The Summit Award
		<i>The Inaugural Summit Award - Recognizing the entity that encompasses the economic, cultural, and civic influence this nominee has on our industry and our community as a whole.</i>
1:15 PM - 2:15 PM	AFTERNOON BREAKOUTS	<b>1 LAW/FINANCE/TITLE</b>
		Jason Kinnison - Senior Vice President / Senior Director, NorthMarq Capital
		Nick Henderson - Executive Vice President, TitleCore National
		Dave Proksel - Vice President, Underwriting Counsel & Nebraska Operations Manager, First American Title
		Robert Freeman, Esq. Fraser Stryker
		Lee Hamann, Esq. McGrath North
		David Madden, Esq. McGrath North
		Matt Kutler - Vice President, CRE Manager, US Bank
		<i>This year's CRE Summit is combining law, finance, and title, as a well-rounded approach to commercial real estate. Most commercial real estate transactions include these three areas of expertise and the panel and participants will spend the hour tackling these three areas as they pertain to real estate sales and financings. The legalities of title, the law and structuring of the deal, and the highly regulated financing will intertwine to make one full development.</i>
		<b>Title:</b> Increasing issues with wire fraud both locally and nationally
		<b>Finance:</b> Objective will be to provide an overview of traditional bank lending and permanent non-recourse lending.
		<b>Law:</b> Getting deals done / how to get a real estate transaction closed.
<b>2 EXPLOSIVE WORLD OF MULTI-FAMILY</b>		
Josh Larsen, Vice President, NorthMarq Capital		
Scott Mausbach, Certified General Appraiser, Mainland Valuation Services		
Tanya Shapiro, Senior Vice President, The Lund Company		
<i>The world of apartments has exploded since 2012. The panel will explore absorption, construction costs, leasing, and development issues. Below is a breakdown of topics that will be covered in this panel.</i>		
• Comparable Sales/Cap Rate Range - Market Run Down		
• Regional Comparison to include Omaha, Lincoln, Des Moines, & Kansas City		
• What an Investor Can Expect, Cap Rate vs. Yield		
• Lending/Financing - What kind of interest rates can we get?		
• Fannie Mae/Freddie Mac Green Initiatives & Pricing Benefits		
• Property Management/Operations - Due Diligence Process		
• What to look for re: physical, operational, financial, etc		
<b>3 APPRAISALS: THE NEW COMMERCIAL INFORMATION EXCHANGE AND HOW TO MANAGE A SUCCESSFUL APPRAISAL PROCESS</b>		
<b>Moderator: John Bredemeyer, President, Realcorp Inc.</b>		
Drew Stange, 2017 Chair, Midlands Regional Commercial Information Exchange		
Michael Blackmon, 2017 Vice-Chair, Midlands Regional Commercial Information Exchange		
<i>Midlands Regional CIE is launching May 1st. Learn about this robust, cost-effective information exchange utilizing the Catylist system. Commercial brokers retain ownership and local control, while joining a growing nationwide network operating in 40 markets. Speed up the loan process by knowing what information the appraiser will need when he/she is engaged. Not all appraisals are the same. Learn the difference and how you can help the appraiser provide the best service, and what to do if the appraiser's opinion of value and the borrower / lender are different.</i>		
<b>4 PUTTING TOGETHER THE PUZZLE: Making the Development Pieces Fit</b>		
<b>Moderators: Holly Clark, Commercial Real Estate Lender, First National Bank of Omaha / Max Burbach, Koley Jessen, P.C., L.L.O.</b>		
Jennifer Taylor, Assistant City Attorney, City of Omaha		
Matt Dwyer, Principal, GreenSlate Development		
Larry Jobeun, Partner, Fullenkamp, Doyle & Jobeun		
<i>This panel will open the session with a hypothetical situation and will focus on how to solve for the situation. Below is a breakdown of topics that will be covered. Deciding on the development - industrial, retail, office, mixed use? Infill vs. Greenfield, community features and cost drivers including environmental, infrastructure, and construction. From there, they will discuss site acquisitions and control along with negotiating LOI/Purchase contracts, and site due diligence. After that, the panel will dive into the capital/ownership portion and discuss the debt/equity, construction financing, incentives, TIF, tax credits, etc. Once that is complete, they will move into the zoning, parking design, and legal elements before finishing with the property financing, leasing, and investment intent.</i>		
2:15 PM - 2:30 PM	BREAK	
2:30 PM - 3:15 PM		<b>A CONVERSATION WITH THE MAYORAL CANDIDATES</b>
		<b>Moderator: Mike Kelly, Columnist, Omaha World Herald</b>
		Mayor Jean Stothert and Mayoral Candidate Heath Mello
3:15-4:00 PM		<b>CLOSING KEYNOTE SPEAKER</b>
		Bill Rancic, America's Leading Entrepreneur
		<i>From running a multi-million dollar company and working for Donald Trump to developing real estate in Chicago, Bill Rancic is the definition of a true entrepreneur. He is also a co-owner of three restaurants - RPM Italian in Chicago and D.C., and RPM Steak Chicago. Bill got his first big break when he won the first season of NBC's The Apprentice. After winning The Apprentice, Bill was the first candidate hired by The Trump Organization and took charge of the construction of the Trump International Hotel and Tower Chicago. Rancic continued to work for The Trump Organization for two years and has built several winning businesses on his own. Today, Bill spends time speaking to businesses and organizations around the world about how to succeed as an entrepreneur and the ups and downs he has encountered on his road to success.</i>
4:00 - 5:00 PM		<b>THE EXCHANGE: An Interactive Opportunity to Meet and Discuss Commercial Real Estate Issues with Your Fellow Summit Participants</b>
		<b>RECEPTION: Complimentary cocktails and hors d'oeuvres</b>



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