

## Alternative Development Financing in a Credit Drought

Thursday, March 23, 2017

### Featured Speakers



**Spencer Levy**  
Americas Head of Research  
CBRE



**Yon Cho**  
Partner  
PCCP



**Greta Guggenheim**  
CEO  
TPG Real Estate  
Finance Trust



**Robert Niedzwiecki**  
Acquisition Officer  
J.P. Morgan  
Investment Management



**Brian Bailey**  
Senior Technical Expert  
Federal Reserve Bank  
of Atlanta

### REIAC SE 1st Quarter Event

Thursday, March 23, 2017, 5:00 pm

InterContinental Buckhead

[Online Registration Open](#)

The 2017 economic outlook nationally and in Atlanta appears upbeat. The Dow is at all-time highs and so is Atlanta industrial and multifamily performance. Office and retail are also performing well. Lending institutions generally have healthy balance sheets and delinquency/bad debt losses are low. With all this good news it may be a surprise that construction debt capital has become scarce. Traditional commercial bank construction lenders have curtailed new lending, a function of post recession regulations and oversight.

Developers with otherwise viable development projects are left scrambling to assemble a capital stack that will allow their projects to move forward. For REIAC's 1Q17 program we will explore the development capital environment and strategies for alternative capital sources that can move projects forward. We will also discuss whether or not the Trump administration's anti-regulatory stance will provide near-term relief for traditional sources.

So, how does a developer with a solid project get financing when credit is tight? Are the new alternative sources going to be prohibitively expensive? Will credit tightening lead to higher values for existing properties?

On March 23rd REIAC will assemble an outstanding group of experts to opine on the development capital landscape for the rest of 2017. Panelists will include providers and users of alternative capital, banking regulatory experts to navigate our audience through restricted credit markets and real estate research experts who see the 50,000-foot view of shifting alternative capital flows.

### Speakers include:

**Spencer Levy:** Americas Head of Research - **CBRE**

**Yon Cho:** Partner - **PCCP**

**Greta Guggenheim:** CEO - **TPG Real Estate Finance Trust**

**Robert Niedzwiecki:** Acquisition Officer - **J.P. Morgan Investment Management**

**Brian Bailey:** Senior Technical Expert - **Federal Reserve Bank of Atlanta**

Please join us for this unique gathering. As always, an array of food and an open bar will be provided. We thank our generous sponsors for their support: ATC Group Services LLC; Crown Advisors; Dentons; First American Title Insurance Co.; Georgia Primary Bank; HA+W | Aprio; and KeyBank Real Estate Capital. [Make your reservation NOW – attendance is limited!](#)

**Best Regards,**

**Jerry Monash, CCIM**  
REIAC SE President

**Paul Berry**  
Program Chairman

**Bill Leffler**  
Program Organizer

**Greg Spick**  
Program Organizer

**Lissette Rivera-Pauley**  
Program Organizer

## Registration Open

### Schedule

Thursday, March 23, 2017  
4:30 PM to 5:00 PM  
Registration & Networking

5:00 PM SHARP  
Program Start Time  
(please be on time)

6:30 PM  
Reception

### Location

InterContinental Buckhead  
3315 Peachtree Road, NE  
Atlanta, GA 30326 [{map}](#)

### Fees

REIAC Members: Free  
Invited Guests: \$75.00

Questions: Alan Agadoni, 678-581-7551 [alan.agadoni@atcassociates.com](mailto:alan.agadoni@atcassociates.com)

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