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## AGENDA AND PANELISTS

### **“Raising Real Estate Equity” Boston, September 19, 2007**

#### **A. Raising Equity from Institutional Sources**

1. **Robert G. Gifford**, Principal  
AEW Capital Management, L.P.
2. **Ed Chazen**, Senior Vice President  
Urdang Capital Management
3. **Seth Wolkov**, Director  
Madison Capital Management
4. **Edmund H. Terry**, Director, Real Estate  
Crystal Capital
5. **Eric Sheffels**, President  
Leggat McCall Properties
6. **Daniel Mee**, Executive Director  
Tremont Realty Capital
7. **David Kantaros**, Foley & Lardner LLP

#### **B. Raising Equity from Retail Sources**

1. **Daniel Oschin**, Executive Vice President  
AFA Financial Group, LLC
2. **Louis J. Rogers**, Esq.  
Consultant
3. **Erik L. Olsen**, Principal  
Omni Brokerage, Inc.
4. **Michaeljohn Kudlik**, Managing Director  
Orchard Securities
5. **Carlton Cabot**, President  
Cabot Investment Properties LLC
6. **Merriah Harkins**, President  
DBSI Securities Corp.
7. **Sven Riethmueller**, Foley & Lardner LLP

#### **C. Perspectives on the Real Estate Capital Markets from Debt Providers and Rating Agencies**

1. **Claudia Piper**, Senior Vice President  
Capmark Finance, Inc.
2. **Kevin Boyle**, Senior Vice President/Division Executive  
Citizens Bank
3. **Kim Diamond**, Managing Director and Practice Leader for U.S. CMBS Ratings  
Global Real Estate Finance Group  
Standard & Poor's





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4. **Jeff Goodman**, Executive Vice President and Chief Operating Officer  
CWCapital LLC
  5. **George Fantini**, Chairman and Principal  
Fantini & Gorga
  6. **David Guerra**, Managing Director  
MFC
  7. **Joan S. Biro**, Director, Global Real Estate Finance Group  
Standard & Poor's
  8. **Kenneth Appleby**, Foley & Lardner LLP