



# Schack Institute of Real Estate

## Real Estate Investment Opportunities and Deal Structures

(REDV1-CE9700)

### 2015 - Course Lecture / Speaker Symposium

#### Course Lecture / Guest Speakers

**September 29, 2015 – November 3, 2015**

**Tuesdays - 6:30 PM / 33 West 42nd Street, New York, NY**  
SUNY College of Optometry Lecture Pavilion

#### **WHY YOU NEED TO ATTEND THIS AMAZING YEARLY EVENT!**

*This Lecture / Guest Speaker Symposium addresses the significant changes in real estate and finance as a result of the 2009 credit crisis.*

- Where are the available opportunities in equity, finance and hospitality in today's challenging real estate market?
- How do I source value creative projects and how do I determine the appropriate equity/financing structure for all the various property types including retail, multi-family and hospitality?
- Who should I seek out as a Joint Venture partner in equity participation and financing opportunities?

#### **HOW IS THIS COURSE GOING TO BE DIFFERENT?**

*Meet the decision making professionals in person and learn:*

- ❖ Where top Lenders, Equity Participants and Institutional Developers are looking for Deals.
- ❖ Who they will Joint Venture with and how they will structure their partnerships.
- ❖ How you can participate in value creative opportunities.

*Significant time allocation for Q & A.*

#### **Instructor & Host**

**Anthony Palazzo**  
General Counsel  
[www.anthonypalazzo.com](http://www.anthonypalazzo.com)

#### **SCHEDULE**

##### **Tuesday, September 29, 2015**

Thomas A. Danehey  
Ciena Capital, LLC  
[www.cienacapital.com](http://www.cienacapital.com)

##### **Tuesday, October 6, 2015**

Michael Keading, Esq.  
Alston Bird LLP  
[www.alston.com](http://www.alston.com)

##### **Tuesday, October 13, 2015**

Raymond Garfield, Jr.  
Chairman,  
Garfield Public/Private, LLC  
[www.garfieldpublicprivate.com](http://www.garfieldpublicprivate.com)

##### **Tuesday, October 20, 2015**

Steven Bluestone  
Chairman  
The Bluestone Organization  
[www.bluestoneorg.com](http://www.bluestoneorg.com)

##### **Tuesday, October 27, 2015**

Edward A. Adler  
Managing Director,  
Deutsche Bank Securities  
[www.db.com](http://www.db.com)

##### **Tuesday, November 3, 2015**

Richard Bosworth  
Managing Director- Hospitality  
Canyon Capital Realty Advisors  
[www.canyoncapitalrealtyadvisors.com](http://www.canyoncapitalrealtyadvisors.com)

**See back of announcement for Guest Speaker BIO's as well as how to Participate.**

# School of Professional Studies

## Real Estate Investment Opportunities and Deal Structures (REDV1-CE9700)

### GUEST SPEAKERS (In alphabetical order)

**Edward A. Adler** is Managing Director of Global Markets for the US Commercial Real Estate Group at **Deutsche Bank** where he rejoined in 2011. Formerly, he was Managing Director and head of Americas and the Asian Real Estate Finance business for the Fixed Income Division of Citigroup. Prior to joining Citigroup, Mr. Adler ran the Asian Real Estate Finance and Securitization businesses for Deutsche Bank Securities in Tokyo, Japan. [www.db.com](http://www.db.com)

**Tuesday, October 27, 2015**

**Steven Bluestone** is the Chairmen of **The Bluestone Organization**, a 3<sup>rd</sup> generation full service real estate development company founded in 1927. Featured in the March 26, 2015 NY Times, The Bluestone Organization has brought The Passive Principal to the New York City real estate market and become the industry leader by creating comfortable, low-energy, uniquely created building systems for luxury condominiums, rental and mix-used buildings as well as socially conscious one, two and three family homes at affordable prices. [www.bluestoneorg.com](http://www.bluestoneorg.com)

**Tuesday, October 20, 2015**

**Richard A. Bosworth** is Managing Director of Global-Hospitality for **Canyon Partners**. Based in Los Angeles, Richard runs the \$2 billion Canyon Portfolio of Hotel and Gaming investments in both the U.S. and International markets. Formerly Richard was President of NTH Advisory Group, LLC, a development and advisory company specializing in the casino, hotel, and restaurant industries. Canyon and its affiliates are investment management firms headquartered in Los Angeles, California, with approximately \$24 billion in assets under management. [www.canyoncapitalrealtyadvisors.com](http://www.canyoncapitalrealtyadvisors.com)

**Tuesday, November 3, 2015**

**Thomas A. Danehey** is the Executive Vice President of **Ciena Capital, LLC**. Prior to joining Ciena, Mr. Danehey held senior management positions in the asset management and capital markets departments of numerous financial institutions including National Cooperative Bank, Southwest Securities, Inc. and Fleet Bank, overseeing corporate loan and commercial real estate portfolios. Ciena Capital is in the business of servicing small business loans originated under SBA 7(a) and U S D A B & I Guaranteed Loan Programs. Mr. Danehey directs portfolio managers in their management of an excess of \$1 billion of assets, which includes Real Estate Properties ranging from \$250K to \$5M located Nationwide. [www.cienacapital.com](http://www.cienacapital.com)

**Tuesday, September 29, 2015**

**Ray Garfield** is Chairman of **Garfield Corporation** and an accomplished leader in the finance and development of essential facilities for municipalities and other public sector entities. His company has completed over \$1 billion in public/private facilities. He is a past CEO and Senior Executive of numerous private or publicly-held national development, real estate services, and financial services companies, including Vista Properties, Inc., Cushman & Wakefield, Inc., Salomon Brothers, and Merrill Lynch Commercial Real Estate. [www.garfieldpublicprivate.com](http://www.garfieldpublicprivate.com)

**Tuesday, October 13, 2015**

**Michael Kaeding** is a Partner at **Alston Bird LLP** – an AmLaw 50 International Law firm and rated #39 as Best Law firm to work for. He regularly serves as a trial instructor for Emory University's nationally recognized Trial Techniques program. He was named as a Litigation Future Star by *Benchmark Litigation*. AB Financial Services & Products Group represents some of the largest U.S. banks, insurance companies and investment firms on a variety of regulatory and transactional matters ranging from corporate governance concerns to strategic mergers and alliances. [www.alston.com](http://www.alston.com)

**Tuesday, October 6, 2015**

Participation Link - [http://www.scps.nyu.edu/content/scps/academics/course\\_detail.html?id=REDV1-CE9700](http://www.scps.nyu.edu/content/scps/academics/course_detail.html?id=REDV1-CE9700)