

12th Annual Real Estate Conference

January 22, 2007
Jenny Craig Pavilion
University of San Diego

7:30 – 8a.m.

Registration and Continental Breakfast

8 – 9:00 a.m.

Keynote Speaker

Angelo R. Mozilo, Chairman and Chief Executive Officer,
Countrywide Financial Corporation, Calabasas, Calif.

9 – 10:00 a.m. Panel

What Are the Capital Markets Telling Us?

Two senior real estate investment bankers and the CFO of the REIT whose IPO—at \$736 million—was the largest equity REIT initial public offering during 2007, offer their unique perspectives on today's capital markets, the lifeblood of the real estate industry.

Steven G. Osgood, Executive Vice President and Chief Financial Officer,
DuPont Fabros, Washington, D.C.

Janice L. Sears, Managing Director, Western Region Head,
Bank of America Securities, San Francisco

Burland (Burl) East, Managing Principal,
Silver Portal Capital, San Diego

10 – 10:30 a.m.

Networking Break

10:30 – 11:20 a.m. Panel

Hard Facts about the Economics of Building Green/Sustainable Community Development

Two nationally recognized experts will present the results of the very first comprehensive nationwide analysis comparing green office buildings with non-green office buildings. Here, they focus on Energy Star-rated buildings using a nationwide sample of property, some of which are also LEED-certified. They find that green buildings have higher occupancy rates and lower operating expenses, higher rental rates and higher values by a significant margin. Details and further study plans will be reviewed. Their results have important implications for developers, tenants and property owners searching for investments with genuine potential for improving profit margins.

Jay Spivey, Director of New Product Development and Analytics
CoStar Group, Bethesda, Md.

Norman G. (Norm) Miller, Ph.D., Professor of Real Estate,
USD Burnham-Moores Center for Real Estate, San Diego

11:20 a.m. – 12:30 p.m. Panel

Property Markets and Property Types – Heading North or South?

Two of America's most highly recognized and respected "students" of commercial real estate markets and product types will interpret the trends they foresee in an increasingly global capital market while also zeroing in on their views about Southern California and the San Diego region.

Mary Ludgin, Ph.D., Managing Director,
Private Real Estate Equity, Heitman, Chicago

Robert M. (Bob) White, President,
Real Capital Analytics, New York City