

## REIAC Southwest: Debt & Equity Panel

Thursday, September 14, 2017, 4:00pm – 6:00pm

### Featured Guests



**Bob Gray, Partner**  
Rockwood Capital  
San Francisco, CA



**Mark Jacobs, Managing Director**  
Oaktree Capital Management  
Los Angeles, CA



**K. Jay Weaver, Principal**  
Walton Street Capital LLC  
Chicago, IL



**Joe Blackburn,**  
President & CEO  
Everest Holdings  
Moderator

**REIAC Southwest**  
**Debt & Equity Panel**  
**September 14, 2017**  
**Paradise Valley Country Club**

[Online Registration Open](#)

Back by popular demand, REIAC Southwest proudly presents a unique gathering of some of the top minds in commercial real estate finance at REIAC's Debt & Equity Panel. We have an impressive list of experts joining us this year – all of whom will provide a view of Arizona in the context of national trends, asset inflation in Gateway cities, abundance of committed capital and the competitive lending environment. The panel, all visiting from out of state, will also afford the opportunity to discuss how investment opportunities in Arizona are perceived by other areas of the country. Our guests include:

#### **Robert L. Gray, Jr., Partner Rockwood Capital**

Mr. Gray, based in San Francisco, is a Partner and one of the founders of Rockwood. Mr. Gray has 30 years of experience in the real estate industry. Mr. Gray serves on various portfolio management and investment committees as well as on Rockwood's Human Capital Committee. As chairman of Rockwood's Investment Strategy and Research Committee, Mr. Gray plays a key role in the development of the firm's real estate investment strategy. Mr. Gray has overall responsibility for managing Rockwood's acquisition activities, including personnel located in the firm's three offices. Mr. Gray's specific responsibilities include overseeing the selection of markets, projects and partners, and the negotiation and structuring of transactions.

Mr. Gray received a Master of Business Administration from Southern Methodist University in Dallas, TX and a Bachelor of Arts from the University of California in Berkeley, CA. Mr. Gray is a member of the Urban Land Institute, Pension Real Estate Association, the International Council of Shopping Centers, Fisher Center at U.C. Berkeley, Lambda Alpha International, as well as various other industry organizations.

#### **Mark Jacobs, Managing Director, Oaktree Capital Management**

Mr. Jacobs is a managing director and investment professional in the Real Estate group. Since joining Oaktree in 2001, he has been responsible for sourcing, evaluating, executing and managing opportunistic equity and debt investment opportunities across all property types. His primary focus is on west coast commercial assets along with overseeing investment activities in commercial nonperforming loans. Prior to joining Oaktree, Mr. Jacobs spent seven years with American Trading Real Estate Properties, Inc. / Lord Baltimore Properties. During this time he was primarily focused on acquisitions, leasing and development of commercial real estate properties. Mr. Jacobs holds a B.S. degree in business administration and an M.B.A. from the Marshall School of Business at the University of Southern California. He is actively involved with NAIOP, the Commercial Real Estate Development Association, and Urban Land Institute. He is also a current board member of Sabal Financial Group, Inc. and is a member of the Executive Council of the USC Lusk Center for Real Estate.

#### **Jay Weaver, Principal, Walton Street Capital LLC**

Mr. Weaver is a Co-Founder and Managing Principal of Walton Street Capital, overseeing the firm's Finance and Capital Markets group. Mr. Weaver is a member of Walton Street's Investment and Management Committee. During his 27 years in real estate, he has structured over \$24 billion of debt transactions. Additionally, Mr. Weaver oversees the Walton Street Real Estate Debt Fund. He has a B.B.A. from University of Alaska and an M.M. from J.L. Kellogg Graduate School of Management at Northwestern University. Mr. Weaver is a member of the International Council of Shopping Centers and the Urban Land Institute. He is also a board member of the Kellogg School of Management's Real Estate Advisory Board and the Lincoln Park Zoo Board of Trustees.

- The panel will be skillfully moderated by **Joe Blackburn**, President and CEO of Everest Holdings.

We look forward to a large gathering at the Paradise Valley Country Club on September 14<sup>th</sup>!

Best Regards,  
**Todd Jarman**  
REIAC Southwest President

**Mark Singerman**  
REIAC Southwest Vice-President  
Program Chairman

#### **Schedule:**

Thursday, September 14, 2017  
4:00pm Registration and Networking

4:30pm – 5:30pm Program

5:30pm – 6:00pm Networking Reception

#### **Location:**

Paradise Valley Country Club  
Hosted by Member Charlie Williams  
7101 N. Tatum Blvd.  
Paradise Valley, AZ

#### **Fees:**

REIAC Members: Free  
Invited Guests: Free – must be accompanied by a member.

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