



Commercial Real Estate Summit™
September 14, 2021
at the University of Central Oklahoma Nigh Center

OREC Course #184233 HOT Topic Conference 5 Hours
 OREC Course #184234 HOT Topic Conference 8 Hours¹
 Conference 8 Hours CE for County Assessors⁴
 Wi-Fi Password: NPVal2021

8:00 - 8:30am	REGISTRATION: Regular Admission: \$150-175 (to Sept 13) On-Site (limited quantity): \$199 CCIM & COCAR Members: \$25 Discount CRE Summit Sponsor & Tickets at EventBrite: https://2021cresummit.eventbrite.com Parking in Visitor Pay Lot #10 east of Nigh Center: at parking kiosk provide license tag and parking code provided with your ticket			
8:30 - 9:20am	Breakfast & Keynote Speaker [Room: Grand Ballroom 329A & B] <i>Brent Kisling, Executive Director, Okla. Department of Commerce</i> Update on Tax Changes, Economic Development Incentives and Shovel-Ready Industrial sites.			
	<p align="center">CCIM Track ² [Room: Henry Bellmon 314]</p>	<p align="center">Disruptive Issues in Commercial Real Estate Track [Room: Mary Fallin 304]</p>	<p align="center">Pandemic Postmortem Track [Room: Carl Albert 300]</p>	<p align="center">CRE Valuation ³ and Assessment ⁴ Track [Room: Robert S. Kerr 301]</p>
9:30– 10:20am	<p><u>Financial Modeling for Development</u> Jeff Engelstad, PhD, FRICS, CCIM, Professor, University of Denver</p> <p>Financial modeling for real estate development can be different from modeling for an existing improved commercial property. Students will build financial models using Excel that are valuable in analyzing a potential real estate development project, and practice building Excel models to reinforce the calculations and their underlying development concepts. (Morning Session 1 of 3)</p>	<p><u>The Benefits of the Film Industry on CRE</u> Yousef Kazemi, Outreach & Production Manager, Oklahoma Film and Music Office</p> <p>There is an increasing need for infrastructure to support the state’s growing film industry. Part of that infrastructure involves leasing real estate for set locations, new types of lease contracts, and new ways of doing business.</p>	<p><u>Closing the Deal – Best Practices</u> Jake Taylor, Commerce Bank; Patrick Lippmann, BancFirst; Matt Winzeler, First United Bank</p> <p>A panel of local community and regional banks will provide an overview of new regulations, requirements, and overall best practices for CRE financing post pandemic. The panel will discuss changes in the finance industry, and how banks are looking at different CRE product types in a Q&A format.</p>	<p><u>Low Income Housing Tax Credits 101 ³</u> Darrell Beavers, JD, CCIM, MBA Oklahoma Housing Finance Authority</p> <p>Learn about the basics how to use federal tax credits for developing or rehabilitating affordable rental housing. Learn of the income restrictions that developers need to consider when developing low-income projects with federal assistance.</p>
10:30 – 11:20am	<p><u>Financial Modeling for Development</u> Jeff Engelstad, PhD, FRICS, CCIM, Professor, University of Denver</p> <p>(Morning Session 2 of 3)</p>	<p><u>Commercial Developments Use of School Land Trust Property</u> John Fischer, Director of Commercial Real Estate, Commissioner of the Land Office of the State of Oklahoma</p> <p>Learn how School Land Trust properties can be used for commercial developments. Of OK Territory Townships, Sections 16 & 36 were set aside for common education, Section 13 for higher education, and Section 33 for public buildings and corrections.</p>	<p><u>Eviction Diversion</u> Moderator: Steven Shepelwich, Senior Community Development Advisor, Federal Reserve Bank of Kansas City; Panelists: Katie Dilks, ED Oklahoma Access to Justice Foundation; Jennifer Montagna, JD, Legal Aid Services; and Alyssa Loveless, Case Manager at Community CARES Partners</p> <p>A panel will discuss best practices from across the country on how to develop and implement an Eviction Diversion program and the benefits to landlords.</p>	<p><u>Valuation of Low-Income Housing Tax Credit Developments³</u> Chip Ard, MAI, EVP South Central Region, JLL Valuation</p> <p>Learn about using the income approach to value Low-Income Housing Tax Credit developments. Discussion will include the Oklahoma Court of Civil Appeals ruling <i>Stillwater Housing Associates v. Jacquie Rose, Payne County Assessor, et al.</i></p>



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<p>11:30am – 12:20pm</p>	<p><u>Financial Modeling for Development</u> Jeff Engelstad, PhD, FRICS, CCIM, Professor, University of Denver</p> <p>(Morning Session 3 of 3)</p>	<p><u>The Importance of PFAS on CRE</u> Margaret Fehn, Geologist & Environmental Consultant, Tulsa Environmental Project Manager for Seneca Companies</p> <p>Per- and polyfluoroalkyl substances (PFAS) are a group of man-made chemicals that includes PFOA and PFOS that have been manufactured in the US since the 1940s. These chemicals don't break down over time and exposure can lead to adverse human health effects. Review the EPA & ODEQ proposed regulations.</p>	<p><u>Implementing an Internship Program</u> Lee Copeland, Economic Dev., Greater OKC Chamber</p> <p>Internships are a critical tool for developing talent in the CRE industry. With professionals aging, it's time to institute an internship program at your institution to develop and retain future talent.</p>	<p><u>Oklahoma County Assessor Education Talk for Appraisers</u>³ Larry Stein, Oklahoma County Assessor</p> <p>The Oklahoma County Assessor's office will provide a program for Appraisers on how to utilize their website, mapping and more. Larry will be presenting recent upgrades to the website that will be of use to other county assessors as well as appraisers.</p>
<p>12:30 – 1:50pm</p> <p><u>Luncheon & Keynote Speaker</u> [Room: Grand Ballroom 329A & B] Russell Evans Ph. D. Interim Dean of the Business School, Professor of Economics, Executive Director of the Steven C. Agee Economic Research and Policy Institute at Oklahoma City University Remarks regarding the current state of the economy.</p>				
<p>2:00 – 2:50pm</p>	<p><u>Splitting Profits in CRE</u> Jeff Englestad, PhD, FRICS, CCIM, Professor, University of Denver</p> <p>This course is for Commercial Real Estate professionals who work with equity partners. Students will discuss and model various methods of sharing the wealth in transactions. After the course, students will be able to model profit splits among investors, developers, promoters, and other transaction parties. All students will receive Excel templates and models to use for actual transactions. (Afternoon Session 1 of 3)</p>	<p><u>Built-for-Rent Single Family Developments</u> David Chapman, Ph.D., Professor of Real Estate, University of Central OK; Randy Entz, Director of Planning & Zoning, City of Edmond; David Forrest, Partner, Broadway Development Group</p> <p>Rather than constructing a typical apartment project, many developers are now building amenity-rich single-family communities, offering 1, 2, or 3 bedroom(s) with rental units that are professionally managed. Session will discuss pros and cons of such developments, including infrastructure financing.</p>	<p><u>1031 Exchange Update</u> Patrick Noonan, VP Regional Account Manager, IPX1031 - Chicago Title</p> <p>Update on 1031 tax-deferred exchanges, which provide a vehicle for deferring capital gains taxes when selling investment property.</p>	<p><u>Oklahoma Highway Update</u>³ Joe Echelle, Deputy Director, OK Turnpike Authority</p> <p>An update on the Oklahoma state highway construction plan. Learn where the next new commercial hot spots will be located as well as plans for disposing of surplus properties and easements.</p>



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<p>3:00 – 3:50pm</p>	<p><u>Splitting Profits in CRE</u> Jeff Englestad, PhD, FRICS, CCIM, Professor, University of Denver</p> <p>(Afternoon Session 2 of 3)</p>	<p><u>The McGirt Decision and its Impact on Real Estate</u> Oklahoma Attorney General John O’Connor</p> <p>Attorney General O’Connor will provide an update on issues related to the McGirt Decision that will impact the Real Estate industry.</p>	<p><u>The Title Process</u> Kris Baker, Chicago Title</p> <p>From opening to closing and the details in between, we will cover how to be ahead of the game, expectations, current timelines, and things that could slow your deal down.</p>	<p><u>Valuation of Cannabis Grow Facilities</u>³ Darin Dalbom, MAI, President NPVal Commercial Real Estate Valuation and Krystal Deak, NAI Sullivan</p> <p>Cover aspects of grow facility related to building function/demising, cost, and valuation. Market pricing varies for investor return on cost components partitioned for risk between the base structure and the marijuana grow improvements. Learn industry leasing practices and methodologies employed in valuating which mirror investor sensitivity to risk.</p>
<p>4:00 – 4:50pm</p>	<p><u>Splitting Profits in CRE</u> Jeff Englestad, PhD, FRICS, CCIM, Professor, University of Denver</p> <p>(Afternoon Session 3 of 3)</p>	<p><u>Changing Building Management and Tenant Requirements</u> Rob Roberts and Josh Roberts, First Onsite Property Restoration</p> <p>COVID-19 has changed how CRE buildings are managed. Learn what’s needed for different property types and hear best practices and how to budget for this increase in operating expenses.</p>	<p><u>Oklahoma Landlord Tenant Act</u> Moderator: Andrea Frymire, CCIM, MHEG; Panelists: Grant Cody, Okla. Real Estate Commission, Rep. Melissa Provenzano (D-79 Tulsa), Rep. Forrest Bennett (D-92 OKC) and Robert Goldman, Goldman Law, PLLC</p> <p>For the past several years, the State Legislature has attempted to revise the OK Landlord Tenant Act. We will discuss potential revisions and what is necessitating them.</p>	<p><u>Yield on Cost</u>³ Darin Dalbom, MAI, President NPVal Commercial Real Estate Valuation</p> <p>Session will cover top-down development approach considerations when forecasting cost-feasible rents relative to market-derived profit spreads.</p>

Proceeds from the Commercial Real Estate Summit accrue to the CRE Summit Foundation, which benefits the faculty and students of the Real Estate Program at UCO

Continuing Education: ¹ All of the courses sponsored at the Commercial Real Estate Summit are available for Conference CE by the Oklahoma Real Estate Commission through the Central Oklahoma Commercial Association of Real Estate School. OREC will offer either 5 CE Credits for attendance at Breakfast Keynote through Lunch Keynote sessions (#144233 HOT), or 8 CE Credits for attendance all day (#184234 HOT). Specific sessions may also qualify for additional CE Credit through other professional organizations. (OREC credit is listed as 2020 Commercial Real Estate Summit, provided through a partnership with the Central Oklahoma Commercial Association of Real Estate (COCAR)).

² CCIM Track Courses count as elective credits for CCIM Institute Candidate members as part of their designation requirements through CCIM Oklahoma Chapter. Also, OREC credit is available: CCIM Financial Modeling for Developers (#184231 FIN) and CCIM Splitting Profits in CRE (#184232 INV). OREC credit is available for both Conference or CCIM.

³ This Appraisal Track has also been approved for CE 6 hours credit through the Oklahoma Real Estate Appraiser Board.

⁴ This Conference is also approved for 8 hours of County Assessor CE through the OSU Center for Local Government Technology. Purchase Orders accepted from Federal as well as Oklahoma State Agencies; email to info@cresummit.org or fax to 405-302-0722