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10.22.26



Equity Capital Markets

- This cycle's 'trough' is taking longer than usual; when is it Risk-On again?
- Skating to where the puck will be going – meaning, since most equity is bailing on development, should the smart money be going there now (or more data centers)?
- High net worth Family Offices – what's the secret handshake there? Is OZ investing 2.0 the way to go for wealthy investors?
- What are your investors telling you they want? After the great value 'reset' are their return expectations realistic?
- A.I. – do you use it in your investment decisions? Is it a game-changer yet, or still teaching itself about 'buy low, sell high'?
- The Willy Walker portfolio rundown:
 - What property type should we invest in to create wealth?
 - What property type should we invest in to maintain wealth?
 - What property type should we avoid so we don't lose our wealth?

SPEAKERS

**Kris Miller**

*Chief Executive Officer,
Ackerman & Co.*

Kris Miller, Ackerman & Co.'s leader since 1998, sets the strategic direction for the firm's investment, management and leasing initiatives. Under his leadership, the company has experienced consistent growth and diversified earnings, solidifying its standing as one of the leading full-service commercial real estate firms in the Southeast.

Active in the business community, Miller is a Board Member of the Perimeter Community Improvement Districts and the Tucker Summit Community Improvement District, and serves on the Carter Center Board of Councilors. He also is a Forum Leader of the Young Presidents Organization, a member of the Realty Resources Network and CREDA.

Miller is a magna cum laude graduate of Harvard University with an A.B. in Economics and attended the London School of Economics & Political Science and Citicorp's Institute of Global Finance and Management Program for his MBA.

Mark G. Roberts

*Managing Director of Research,
Crow Holdings*

Mark's primary responsibilities include the development of insights, market research, and commentary on real estate topics of interest to investors, developers, operators, and other industry participants. Mark's position is shared with the Robert and Margaret Folsom Institute for Real Estate at SMU Cox School of Business, , teaching market analysis and strategy to undergraduate and graduate students.

Mark has over 30 years of real estate experience and recently served as Executive Director of the Real Estate Center at the UT Austin's McCombs School of Business. He previously served as a Managing Director at DWS Real Estate, where he held several senior leadership positions including Head of Research & Strategy, Alternatives and Real Assets, Head of U.S. Multi-asset & Solutions, and Co-Head of Research.

Mark holds a Master of Science in Real Estate from the Massachusetts Institute of Technology and a Bachelor of Arts in Architecture from the University of Illinois at Urbana. He also received the Spaulding Award from MIT's Center for Real Estate which recognizes distinguished alumni as well as the PREA Graaskamp Award. He is a Chartered Financial Analyst as well as a member of NCREIF, PREA, ULI, CFA and AIA.

**Thomas Delaney**

*Senior Director, Portfolio Manager,
New York Life Investment Management*

Thomas Delaney is a senior director and national portfolio manager for the New York Life General Account (equity real estate). He joined the firm in 2015 and brings 27 years of institutional real estate investment experience to the role. Prior responsibilities at the firm included asset management for direct equity investments in the office, retail, apartment

and industrial sectors. Mr. Delaney previously served as senior vice president at Hunt Investment Management, where he focused on asset management and transactions in the western United States.

He earned a BA in economics and history from Rutgers University, as well as an MBA in finance from Temple University.

THURSDAY | OCTOBER 22 | 2026

4:30 PM | Registration

5:00 PM | Networking, open bar & heavy hors d'oeuvres

6:00 PM | Program begins

LOCATION

The Buckhead Club

3344 Peachtree Road, NE
Suite 2600 | Atlanta, GA

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