

Sound Mark Partners
2021 Annual Meeting
October 5 – 6
Aloft St. Louis Cortex



October 5th

- 6:00 – 8:00pm Dinner at *Vicia*, St. Louis' Award-winning Farm-to-Table Bistro
- 8:30 – 10:00pm Taps, Tapas & Trivia at the Aloft WXYZ Bar

October 6th

- 7:30 – 8:15am Breakfast
- 8:15 – 9:30am Welcome & Fund Update
- 9:30 – 9:45am Break
- 9:45 – 10:30am “State of the Market” with Dr. Peter Linneman
- 10:30 – 10:45am Break
- 10:45 – 11:15am Property Perspectives with Phil Hulse of Green Street
- 11:30 – 12:30pm Walking Tour of the Cortex Innovation District & Chroma
- 12:30pm Boxed Lunches to Go
- 1:00 – 2:00pm Limited Partner Advisory Committee Meeting



Meet Our Speakers



Peter Linneman
*Linneman
Associates, LLP*

For over 40 years, Dr. Peter Linneman's unique blend of scholarly rigor and practical business insight has won him accolades from around the world, including PREA's prestigious Graaskamp Award for Real Estate Research, Wharton's Zell-Lurie Real Estate Center's Lifetime Achievement Award, Realty Stock Magazine's Special Achievement Award, being named "One of the 25 Most Influential People in Real Estate" by Realtor Magazine and inclusion in The New York Observer's "100 Most Powerful People in New York Real Estate".

After receiving both his Masters and Doctorate in Economics under the tutelage of Nobel Prize winners Milton Friedman, Gary Becker, George Stigler, Ted Schultz and Jim Heckman, Peter had a distinguished academic career at both The University of Chicago and the Wharton School of Business at the University of Pennsylvania. For 35 years, he was a leading member of Wharton's faculty, serving as the Albert Sussman Professor of Real Estate, Finance and Public Policy as well as the Founding Chairman of the Real Estate Department and Director of the prestigious Zell-Lurie Real Estate Center. During this time, he was co-editor of The Wharton Real Estate Review. In addition, he published over 100 scholarly articles, four editions of the acclaimed book Real Estate Finance and Investments: Risks and Opportunities, and the widely read Linneman Letter quarterly report.

Peter's long and ongoing business career is highlighted by his roles as Founding Principal of Linneman Associates, LLC, a leading real estate advisory firm; CEO of American Land Fund; and CEO of KL Realty. For more than 35 years, he has advised leading corporations and served on over 20 public and private boards, including serving as Chairman of Rockefeller Center Properties, where he led the successful restructuring and sale of Rockefeller Center in the mid-1990s.

Although retired from Wharton's faculty, Dr. Linneman continues his commitment to education through his SAM Elimu educational charity for orphans and children of extreme poverty in rural Kenya. He has been married for over 40 years and is an exercise enthusiast.



Philip G. Hulse
Green Street

Since founding Green Street in 2008, Phil has taken a hands-on approach to lead the team and clients alike. He remains an active force in leading development and construction management, coordinating lender and investor relations, overseeing property management and selecting assets for acquisition.

For more than 30 years, Phil has been a leading visionary in building up St. Louis' urban core, and paving the way for business activity and commerce in our area. After starting his career as a broker and working his way up through the real estate field, Phil co-founded two successful real estate firms, Summit Development Corporation and Gateway Commercial.

During his years of experience, Phil has raised more than \$75 million in private equity, and has leveraged more than \$250 million in private and public financing to support local real estate projects. As he works to leave a lasting legacy in St. Louis, he started Green Street to challenge the way the real estate industry works.

Phil's commitment to sustainable development, redeveloping underutilized property, and building strong businesses is shared across all of Green Street, who follows his lead for transforming locations that have been overlooked or underestimated into thriving centers for business in St. Louis.



Kyle Howerton
*George Smith
Partners*

Mr. Howerton joined George Smith Partners in January 2014 and is responsible for underwriting and deal structuring as well as managing client and capital partner relationships. Since joining the firm, he has underwritten and placed more than \$5 billion of debt and equity products across all product types and life cycles ranging from construction and permanent debt and highly-structured bridge loans to joint-venture, preferred equity, and mezzanine debt. Mr. Howerton has developed an in-depth knowledge of retail, multi-family, mixed-use, office, and industrial property types.

Although Kyle actively arranges debt and equity for middle-market and institutional clients across the country, he has developed an affinity for projects and assets located in St. Louis, Missouri. His primary focus for the past few years has been bringing coastal capital to St. Louis and he thoroughly enjoys educating clients and capital on the market.

Kyle holds an MBA in Finance from Gabelli School of Business in New York. He also holds a Bachelor of Science degree in Political Science and Philosophy from Saint Louis University. He is a member of the Tower Grove Park Society and is co-chair of the Society for 2021-2022. He is also a member of ULI's Advisory Services panel.