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## Affordable/Workforce Housing Council

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## Tuesday October 21, 2014 Property Tour – Reception – Dinner

**10:15-4:00**      **Tour of South Bronx and Harlem (OPTIONAL)** Paul Freitag and John Zeiler, Tour Hosts

10:15 a.m. – Bus Pickup at Soho Grand Hotel, 310 West Broadway  
 10:30 a.m. – Depart for Fortune Castle Gardens  
 11:30 a.m. – Arrive at Fortune Castle Gardens and tour with JoAnne Page, President/CEO of Fortune Society  
 12:00 p.m. – Lunch from Zabar's onsite (cost of lunch \$20, John Zeiler collecting)  
 12:30 p.m. – Depart Fortune Castle Gardens  
 1:00 p.m. – Arrive at Via Verde and tour with Paul Freitag, Dale White and Michael Wadman of Jonathan Rose Cos.  
 2:00 p.m. – Depart Via Verde and tour South Bronx revitalization with Ted Weinstein, Director of Bronx Planning for HPD  
 3:00 p.m. – Arrive at Arbor House and tour with Les Bluestone, Principal of Blue Sea Development  
 3:30 p.m. – Depart Arbor House  
 4:00 p.m. – Arrive at Javits Convention Center for General Session

**6:30-7:30**      **Council Reception and Networking Event** (see location details below)

**7:30-9:30**      **Council Dinner** (see location details below)

**Reception/Dinner location:**      Lafayette, 380 Lafayette Street (corner of Great Jones Street), 212-533-3000  
**Transportation:**                      Cab, subway, walk  
**RSVP contact and cost:**              Sherry Tyler, \$175 cocktail reception and dinner, [sherry.tyler@vitusgroup.com](mailto:sherry.tyler@vitusgroup.com)  
**Mail payment to:**                      Sherry Tyler c/o Vitus Group  
     1700 Seventh Avenue, Suite 2000  
     Seattle, WA 98101

**Council Day Agenda – October 22nd 2014**  
**Citigroup Building, Executive Room**  
**Wednesday October 22, 2014**  
**Council Meeting**

**Location** (entire day): Citigroup Building, 388 Greenwich Street, Executive Room

- 7:30-8:00**      **Buffet Breakfast**
- 8:00-8:30**      **Call to Order/Chair’s Remarks**
- Introduction of guests and guest speakers
  - Reminder to complete attendance sheet
  - ULIF announcement from ULIF Ambassador Gary Downs
  - Discuss next meeting: ULI Spring Meeting – Houston, Texas
    - Council dinner/reception on Wednesday May 13<sup>th</sup>, 2015
    - Council meetings on Thursday May 14<sup>th</sup>, 2015
- 8:30-9:30**      **Opening Speaker:** Vicki Been, Commissioner, NYC Department of Housing Preservation and Development (HPD)  
*“Housing Challenges and Solutions in New York”*, moderated by Rafael Cestero, President and CEO, Community Preservation Corporation
- 9:30-9:45**      **Legislative Update:** Todd Crow, President, Affordable Housing Tax Credit Coalition
- 9:45-10:00**      **HUD Multifamily Update:** Ben Metcalf, Deputy Assistant Secretary for Multifamily Housing Programs
- 10:00-10:15**      **FHFA/GSE Update:** Bob Simpson, Vice President of Seniors and Affordable Multifamily Mortgages, Fannie Mae
- 10:15-10:30**      **Equity Markets Update:** Pat Nash, Managing Director, JP Morgan Capital Corporation
- 10:30-10:45**      **Break**
- 10:45-12:00**      **Panel #1: “Mixed-Income Mixed-Use, Tools to Make Projects Work”**
- Richard Gerwitz, Managing Director, Citigroup Corporate and Investment Banking (moderator)
  - Eric Enderlin, Deputy Commissioner, HPD
  - MaryAnne Gilmartin, CEO, Forest City Ratner
  - Ingrid Gould Ellen, Faculty Director, NYU Furman Center
  - Ron Moelis, CEO and Founding Partner, L + M Development Partners
- 12:00-12:45**      **Buffet Lunch**
- 12:45-2:00**      **Panel #2: “Rethinking the Unit: Architectural Solutions to the Housing Crisis”**
- Sarah Watson, Deputy Director, Citizens Housing & Planning Council (topic introduction)
  - Jerilyn Perine, Executive Director, Citizens Housing & Planning Council (moderator)
  - Deborah Gans, Principal, Gans Studio
  - Kirk Goodrich, Development Director, Monadnock Construction
  - Joe Restuccia, Executive Director, Clinton Housing Development Company
- 2:00-3:15**      **Panel #3: “Creating Resilience — Getting in Front of Climate Change”**
- Laurie Schoeman, Program Officer, Enterprise Community Partners (moderator)
  - Gabriella Amabile, HUD Regional Senior Planner for New York Sandy Efforts
  - Mark Ginsberg, Partner, Curtis + Ginsburg Architects LLP
  - Michelle de la Uz, Executive Director, Fifth Avenue Committee, and NYC Planning Commissioner
  - Daniel Zarrilli, Director of the Mayor’s Office of Recovery and Resiliency

**3:15-3:30**      **Wrap-Up Discussion, Evaluations**  
                    ○ Stephen Whyte, Council Chair

**3:30-4:30**      **Social Hour!**

**4:30-6:00**      **Opening General Session (Jacob K. Javits Center)**  
                    "Capital Markets: A Global Perspective" – Jamie Dimon, Chairman and CEO, JP Morgan Chase & Co.

**4:30-6:00**      **Jacob K. Javits Convention Center**  
**General Session: Capital Markets: A Global Perspective**  
Capital users and providers from across the globe will engage in a provocative conversation on where the money is coming from and how it is being used.

**Speakers:**

Jeff T. Blau  
Chief Executive Officer  
Related Companies

Kok Huat Goh  
Chief Operating Officer and President  
GIC Real Estate

**6:00-7:30**      **Cocktail Reception, Jacob K. Javits Convention Center**

**KEY:**

(f)=Full Member

(m)=Member

(nm)=Nonmember

(i)=Invited Speaker/Moderator/Panelist

(p)=Proposed Speaker/Moderator/Panelist

(c)=Confirmed Speaker/Moderator/Panelist

For more information about ULI please visit [www.uli.org](http://www.uli.org)



### ULI's Priorities

#### 1. Promoting Intelligent Densification and Urbanization

- What are the most responsible ways to provide cost-effective housing for a rapidly increasing global population that is becoming increasingly urbanized?
- How can we advance the understanding of the relationship between a high-quality of life and the built environment to create high-quality, appropriately-priced density that is attractive to users?
- What is the relationship between a thriving economy and a thriving city (and vice versa)-the relationship between a dynamic society and the built environment?

#### 2. Creating Resilient Communities

- What are the best new business models in the real estate and land use industry and how can we support their development?
- How can we best adapt and reuse existing real estate while eliminating obsolete space to create thriving communities?
- How can we influence land use leaders locally and around the world as they reshape the process of community building and developing both social and physical infrastructure?

#### 3. Understanding Demand and Market Forces

- How can we best understand the demand (quantity, type, price, and location of the need) for real estate and discover what the market wants short-term versus what the market needs long-term
- How can we help balance local, regional, national, and global interests as well as public and private interests in terms of how they affect land use decisions and development?
- How will changing technology influence building and buildings, and how will people's use of technology influence how they interact with the physical environment?

#### 4. Connecting Capital and Real Estate Through Value

- How can we best generate value in the built environment that is greater than its cost?
- What are the best ways to ensure the attractiveness of real estate as an investment as institutional capital allocators continue to change and become more global?
- What is the most effective way to demonstrate and explain the relationship between investment in public projects and amenities and the impact on real estate value?

#### 5. Integrating Energy, Resources, and Uses

- How can we best reduce the negative impact of the built environment on our natural resources and climate?
- What are the best ways to use the world's energy resources and protect the built environment from volatile and unpredictable conditions?
- How will trends in energy and resources impact the future best use of land?



## ULI Council Member Expectations

Council membership is a privilege desired by many ULI members and the value of the Council experience is determined by the quality and participation of its members. Each Council member is therefore expected to be a committed and participating part of the Council, contributing as much value to the Council experience as they take home.

**OPEN, HONEST, SPECIFIC INFORMATION AND EXPERIENCE:** Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.

**CONFIDENTIALITY:** Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of confidentiality will result in immediate expulsion from your Council.

**REAL DEALS, REAL NUMBERS:** The key to truly valuable interaction between the Council members is the sharing of real deals and real number, successes as well as lesson learned.

**RESPECT FOR OTHERS:** Help make discussions productive and high value by engaging your fellow council members respectfully with your most relevant information and experience.

**NO SELF PROMOTION:** Councils members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.

**NO CELL PHONES OR BLACKBERRIES:** It should go without saying that you cannot be fully engaged in your council while checking your email. Most Councils have breaks designed to allow members to check in and stay connected a few times during the day.

**ATTEND EVERY MEETING AND ATTEND ALL DAY:** Each Council member has been chosen for the value that their unique background and experience brings to the Council. Missing a Council meeting or part of a Council meeting reduces the value for every other member of your Council. Your empty seat could easily be filled by someone else who has value to bring to the table.

**RECRUIT THE BEST AND BRIGHTEST:** Council members often come into contact with new leaders in the industry, ULI members and non-ULI members, with exciting new products, ideas and best practices that will add greatly to the value of their Council. Bring these new leaders as guests to your Council, sponsor them for Council membership and work with your Council leadership to help them become future members of your Council.

**PARTICIPATE IN ULI AND ULI LEADERSHIP:** Council members are expected to be active participants in ULI's mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment:

- Attend and participate as speakers and panelists at ULI Spring Council Forums and Fall Meetings.
- Attend and participate as speakers and panelists at Council meetings.
- Serve as panelists at Project Analysis Sessions held at Spring Council Forums and Fall Meetings.
- Serve as panel members for Advisory Services assignments scheduled throughout the year.
- Contribute to ULI publications through the contribution of articles and papers.
- Contribute to the ULI Foundation.
- Participate as Committee/Subcommittee/Task Force members.
- Participate in research and education programs.
- Participate in District Council programs in each member's area.