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COMMUNITY DEVELOPMENT COUNCIL – GOLD FLIGHT NEW YORK CITY

Chair: Charles Teal	Phone: 704-756-9984	Email: charles_teal@saussyburbank.com
Vice Chair: Beth Callender	Phone: 619.787.1333	Email: bcallender@greenhaus.com
Vice Chair: Rodney Hall	Phone: 214-228-0925	Email: rodney@rodneyhall.com
Vice Chair: Richard Whiteley	Phone: 404.891.6324	Email: rwhiteley@frontdoorcommunities.com
Local Coordinator: Rodney Montag	Phone: 914-772-7184	Email: RMontag@mrec.com

CDC Council Reception, Tuesday, October 21, 2014

Council Reception Location: [The Houndstooth Club](#)

Address: 520 8th Avenue at 37th Street (Fashion Center)

Time: 6:30-8:00pm

Transportation: No scheduled transportation from any hotel or venues. Taxi or public transportation.

RSVP contact and cost: \$125 for guests. Confirm guests with Richard Whiteley: rwhiteley@frontdoorcommunities.com

Gold Flight Agenda – Wednesday, October 22, 2014

[Chelsea Piers](#)

Sunset Terrace, Sky Rink Pier 61

- 7:00-7:15 Within walking distance of HotelAmericano (host hotel for CDC Gold)
- 7:30-8:00 Networking Breakfast
- 8:00-8:30 Chair's Welcoming Remarks/Introductions/General Announcements/Business Session
- Introduction of Members and Guests
 - Reminder to Complete Attendance Sheet
 - Reminder to Complete Evaluation Form (text following meeting)
 - ULIF Announcement
 - Review of ULI Priorities & Council Member Expectations (see back page of your agenda)
 - Discussion re: Suggestions for Future Council and Concurrent Meeting Programs
 - Announce Next Meeting:
 - ULI Spring Meeting: Houston, TX

- 8:30 – 9:00** **What's New in Your World?**
Facilitator: George Casey, Jr. (f) (c)
Roundtable discussions
- 9:00 – 9:45** **James Chung- REACH Advisors** (nm) (c)
- 9:45– 10:45** **Changing Patterns, Trends and Hot Spots**
Facilitator: Peter Dennhey, John Burns Consulting (f) (c)
Panelist: Paige Shipp, John Burns Consulting (f) (c)
Panelist: Gregg Logan, RCLCO (f) (c)
- 10:45 – 11:00** **Break + table rotations**
- 11:00 – 12:30** **Money Talks: Debt, Equity, M&A Forum**
Facilitator: Rodney Montag, Mountain Real Estate (f) (c)
Panelist: Craig Mode, Tricon Capital (f) (c)
Panelist: Tony McGill, Zelman and Associates (nm) (c)
Panelist: Jim Wilson, JMP Securities (f) (c)
Panelist: Ed Steffelin, Walton International (f) (c)
- 12:30 – 1:45** **Lunch + What's New wrap-up (final 30 minutes)**
Facilitator: George Casey, Jr. (f) (c)
- 1:45 – 3:45** **Walking Tour: [The High Line](#)**
Facilitator: Rodney Montag, Mountain Real Estate (f) (c)
Tour Guide: Peter Bazeli, Sr. Vice President, Weitzman Group (nm) (c)
- 3:45** **CDC Gold Unplugged: Networking Happy Hour**
Location TBD during Walking Tour
- 4:30-6:00** **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 | Kok Huat Goh |
| Chief Executive Officer | Chief Operating Officer and President |
| Related Companies | GIC Real Estate |
- 6:00-7:30** **Cocktail Reception, Jacob K. Javits Convention Center**
- CDC Gold- Guest Speakers**
- James Chung: President - [Reach Advisors](#)
james@reachadvisors.com
- Jim Wilson: Managing Director | Head of Residential Real Estate Investment Banking - [JMP Securities](#)
wilson@jmpsecurities.com
- Tony McGill: Managing Director | Advisory & Capital Markets - [Zelman & Associates](#)
tony@zelmanassociates.com
- Peter Bazeli: Sr. Vice President – [Weitzman Group](#)
pbazeli@weitzmanusa.com
- Ed Steffelin: Executive Vice President - [Walton International](#)
esteffelin@walton.com

Guest List

Caroline	Simmel	C.Simmel@eahomes.com	Edward Allen Homes
Diane	DeFelice	ddefelice@bhfs.com	Brownstein Hyatt Farber Schreck
Suzanne	Maddalon	smm@freeholdcm.com	Freehold Communities
Austin	Reilly	AReilly@landadvisors.com	LandAdvisors
Lauren	Spamer	lspamer@charterhomes.com	Charter Homes & Neighborhoods
John	Silky	John@milepostconsulting.com	MilePost Consulting
Dan	Hayes	dan.hayes@cdcgrealestate.com	CDCG Asset Management LLC
Waseem	Hamadeh	WHamadeh@landadvisors.com	LandAdvisors
Art	Nevid	anevid@mrec.com	Mountain Real Estate Capita
Jan	Bartholomew	jan.r.bartholomew@rbccm.com	RBC Capital Markets
Mike	Rodgers	mrogers@seyfarth.com	Seyfarth Shaw
JC	Tacot	jst11@my.fsu.edu	Florida State University
Ken	Seeger	ken.seeger@mww.com	MeadWestVaco
Batey	McGraw	batey.mcgraw@dreamfinderhomes.com	Dream Finder Homes

Masterplanned Communities Session

Thursday October 23rd 2014 from 10:30 AM to 12:00 PM

10:30 AM – 12:00 PM

Best New Communities in 2014

This interactive “*real deals, real numbers*” session will feature three new MPCs that have recently been successfully launched. Cutting-edge developers will share details and numbers regarding design, development, amenities, marketing, financing, and partnership strategies that led to their projects’ success. They will also address how they positioned their state-of-the-art MPCs vis-à-vis existing ones, how they are differentiating their communities through the creation of an innovative “lifestyle”, and how they are making money in the MPC development business in the post-recession era.

Moderator: Gadi Kaufmann, RCLCO

Speaker: Tom Martin, Five Point Communities

Speaker: Laura Cole, Willowsford LLC

Speaker: Tony Ruggeri, Republic Property Group

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.