



DOWNLOAD THE ULI EVENTS APP – FALL MEETING

Optimize your experience at ULI meetings and conferences with the free ULI Events app

- Plan your schedule
- Connect with other leaders at the Fall meeting
- Find nearby restaurants

Available for Apple and Android devices www.uli.org/mobile



Commercial & Retail Development Council – Green

Chair:	Robb Wehmuller	Phone: 415-228-2850	Email: rwehmuller@eastdilsecured.com
Program Co-Chair:	Randy Kelley	Phone: 910-520-5764	Email: rkelley@harbourretailpartners.com
Program Co-Chair:	Paul Noland	Phone: 214-989-0653	Email: pnoland@lbrealty.com
New York Program Co-Chair:	Jim Halliwell	Phone: 515-362-0914	Email: halliwell.jim@principal.com
Membership Chair:	Adam Feinstein	Phone: 305-533-2863	Email: adam.feinstein@cushwake.com
Advisory Co-Chair:	Stephen Coslik	Phone: 817-732-4000	Email: scoslik@woodmont.com
Advisory Co-Chair:	Paul Mittmann	Phone: 949-225-2150	Email: pmittmann@phillipsedison.com

Council Reception – October 21st 2014

Council Reception Location:	Porter House
Address:	TimeWarner Center - 10 Columbus Circle, 4 th Floor, New York, NY 10019
Time:	6:00 pm – 9:00 pm
Transportation:	None
RSVP contact and cost for guests:	Bjorn Thorstad bjorn.thorstad@cushwake.com , Guests \$223

Council Day Agenda – October 22nd 2014

Sheraton Hotel & Towers Times Square (Conference Room E), 811 7th Ave.

7:30-8:00 **Joint CRC Networking Breakfast**
Sheraton Times Square (New York Ballroom West), 811 7th Avenue at 52nd Street

8:00-8:45 Joint Session CRC Session Part 1 - Wall Street's view of Retail

A panel discussion with financial analysts covering the specialty store retailers, the department store retailers, the grocery stores as well as the internet angle to retail. The panel will bring a unique non-real estate perspective to CRC.

Moderators:

Schecky Schechner (f) (c)
Managing Director
Barclays
New York, NY

Michael Bilerman (c)
Managing Director
Citi
New York, NY

Speakers:

Dana Telsey (c)
CEO
Telsey Group
New York, NY

Meredith Adler (c)
Managing Director
Barclays
New York, NY

8:45-9:30 Joint CRC Session Part 2 - Hudson Yards Project

Hudson Yards is the largest private real estate development in the history of the United States. Related Companies CEO Jeff Blau will take attendees through plans for the 28-acre, 17 million square foot mixed-use development that is being built over active rail yards. Developed by Related Companies and Oxford Properties Group, Hudson Yards is located east to west between 10th and 12th Avenues and south to north between West 30th and West 34th Streets, and the development will include more than 100 shops and restaurants, class-A commercial space, approximately 5,000 residences, a unique cultural space, 14 acres of public open space, a 750-seat public school and a 150-room luxury hotel. The first tower of the complex opens in 2015.

Moderator:

Jeff Blau (f) (c)
CEO
Related Companies
New York, NY

9:45-10:00 Move to Sheraton Times Square (Conference Room E), 811 7th Avenue at 52nd Street

10:00-10:10 Chair's Welcoming Remarks/Introductions

- Introduction of Members and Guests
- Review of ULI Priorities & Council Member Expectations (see back page of your agenda)

10:10-11:10 Urban Retail

Moderator:

James Halliwell (f)(c)
Managing Director
Principal Real Estate Investors
Des Moines, IA

Speakers:

Robert Futterman (nm)(c)
Chairman & CEO
Robert K. Futterman & Associates(RKF)
New York, NY

Henry Fonvielle (f)(c)
President
The Rappaport Companies
McLean, VA

Michael Jammen (nm)(c)
Principal
Urban Meritage
Boston, MA

11:10-11:30 Networking Break

11:30-12:30 Grocer Market and Amazon Fresh

Speakers:

Karen Short (nm)(c)
Director
Deutsche Bank Securities, Inc Global Markets
New York, NY

Joel Rampoldt (nm)(c)
Partner
Oliver Wyman
New York, NY

12:30-12:45 Walk to lunch

12:45-1:45 Networking Lunch: The Wayfarer
101 West 57th Street
New York, NY 10019
(212) 691-0030

1:45-2:15 Walk back to Conference Venue

2:15-2:30 Chair's General Announcements/Business Session

- Reminder to Complete Attendance Sheet
- Reminder to Complete Evaluation Form
- ULIF Announcement
- Houston – Programing Chair opening
- Announce Next Meeting:
 - ULI Spring Meeting – Houston, TX
 - Receptions on Wednesday May 13th, 2015
 - Council Meetings on Thursday May 14th, 2015

2:30-3:30 Roundtables

Two 20 minute sessions covering the following topics; concluding with a 20 minute discussion and overview.

Moderators:

Capital Markets – “Today’s deal ”:

TBD

Development:

TBD

Mall Trends:

TBD

3:30-3:45 Case Study: Brookfield Place Retail, New York

Ed Hogan (nm)(c)
National Director of Leasing
Brookfield Properties
New York, NY

3:45-3:50 Discussion: Suggestions for Future Council and Concurrent Meeting Programs

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



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.