



DOWNLOAD THE ULI EVENTS APP – FALL MEETING

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Hotel Development Council Agenda – Fall 2014

Chair	Rick S. Kirkbride	Phone	(213) 683-6261	Email	rickkirkbride@paulhastings.com
Vice Chair	Michael G. Medzigian	Phone	(847) 482-8600	Email	medzigian@watermarkcap.com
Membership Vice Chair	Raj Chandnani	Phone	(310) 282-0626	Email	rchandnani@watg.com
Program Vice Chair	Thomas C. Fisher	Phone	(240) 507-1340	Email	tfisher@pebblebrookhotels.com
Vice Chair at Large	Arthur Adler	Phone	(212) 812-5830	Email	arthur.adler@am.jll.com

Council Reception – Wednesday, October 22, 2014

Sponsored by Related Companies and Union Square Hospitality

Location	Danny Meyer's Union Square Events Kitchen
Address	Hudson Yards 640 West 28 th Street, 8 th Floor (between 11 th and 12 th Avenue) New York, New York 10001
Time	6:30 pm Interactive Culinary Experience (Optional) 7:00 pm Cocktail Reception and Culinary Exhibition 7:30 pm Wine Pairings and a Taste of Danny Meyer's Family of Restaurants
Cost	Cost included in Council Dues for HDC Members \$275 per person for invited guests payable to Paul Hastings LLP
RSVP	Marie Gonzales at mariegonzales@paulhastings.com or 213-683-5501

Council After Hours – Wednesday, October 22, 2014

Hosted by Northwood Hospitality and Moët Hennessey

Location	Rarities
Address	New York Palace Hotel 455 Madison Avenue (between 50 th and 51 st Streets) New York, New York 10022
Time	10:00 pm
RSVP	Marie Gonzales at mariegonzales@paulhastings.com or 213-683-5501

- KEY (f) Full Member
 (m) Member
 (nm) Nonmember
 (i) Invited Speaker/Moderator/Panelist
 (c) Confirmed Speaker/Moderator/Panelist

Council Day Agenda – Thursday, October 23, 2014
Sponsored by Starwood Hotels & Resorts Worldwide

Meeting Location	The St. Regis New York	
Address	Two East 55 th Street at Fifth Avenue New York, New York 10022	
8:00 am - 8:30 am	Networking Breakfast	Louis XVI, Second Floor
8:30 am - 9:00 am	Welcome, Introductions and Opening Remarks Council Chair Rick S. Kirkbride (f)(c) Partner Paul Hastings	Versailles, Second Floor
9:00 am - 9:30 am	Beyond the Statistics: Economic Outlook Speaker Arthur Margon (nm)(c) Partner Rosen Consulting Group	
9:30 am - 10:00 am	New York State of Mind: Development, Fundamentals + Realities Speaker Mahmood J. Khimji (nm)(c) President Highgate Holdings	
10:00 am - 10:15 am	Networking Break	Louis XVI, Second Floor
10:15 am – 11:00 am	The Titans of Real Estate: World Trade Center Speaker Larry A. Silverstein (nm)(i) Chairman Silverstein Properties	Versailles, Second Floor
	Martin S. Burger (f)(c) Chief Executive Officer Silverstein Properties	
11:00 am – 11:45 am	Contrarian Capital Speaker Jonathan D. Gray (nm)(i) Global Head of Real Estate Blackstone	Versailles, Second Floor
	Tyler Henritze (nm)(c) Senior Managing Director Blackstone	
11:45 am – 12:45 pm	Networking Lunch	The Vault, First Floor
12:45 pm – 1:30 pm	The Titans of Real Estate: Hudson Yards Speaker Kenneth A. Himmel (f)(c) President and CEO Related Urban	Versailles, Second Floor

Council Day Agenda – Thursday, October 23, 2014

1:30 pm – 2:15 pm	New York Dynasty	Versailles, Second Floor
	Speaker Jonathan Tisch (nm)(c) Chairman Loews Hotels	
2:15 pm - 2:30 pm	Dessert and Networking Break	Louis XVI, Second Floor
2:30 pm – 3:15 pm	The Entrepreneur	Versailles, Second Floor
	Speaker Drew Nieporent (nm)(c) Owner Myriad Restaurant Group	
3:15 pm – 3:30 pm	HDC Hotel Investment Survey	
	Speaker Rob Kline (f)(c) President & Co-Founder Chartres Lodging Group	
3:30 pm - 4:45 pm	HDC Open Forum An interactive session with all HDC members and guests	
	Moderators Richard Gomel (f)(c) Partner Junius Real Estate Partners	Simon M. Turner (f)(c) President, Global Development Starwood Hotels and Resorts Worldwide
4:45 pm - 5:00 pm	Closing Remarks	
	<ul style="list-style-type: none">▪ Reminder to Complete Attendance Sheet▪ Reminder to Complete Online Evaluation▪ ULI Foundation▪ Comments regarding Future Council and Concurrent Meeting Programs▪ ULI Spring 2015 Meeting Wednesday, May 13 – Thursday, May 14 Houston, Texas▪ ULI Fall 2015 Meeting Tuesday, October 6 – Thursday, October 8 San Francisco, California	



Urban Land Institute

Product Councils

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.