



## DOWNLOAD THE ULI EVENTS APP – FALL MEETING

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## Industrial & Office Park Development Council - Blue

<b>Chair:</b> Steve Coyle	<b>Phone:</b> (617) 357-6402, (917) 941-6922	<b>Email:</b> scoyle@bentallkennedy.com
<b>Assistant Chair:</b> Doug Schwartz	<b>Phone:</b> (212) 648-2103	<b>Email:</b> douglas.a.schwartz@jpmorgan.com
<b>Membership Vice Chair:</b> Maureen Joyce	<b>Phone:</b> (617) 261-9569	<b>Email:</b> mjoyce@aew.com
<b>Vice Chair:</b> Timur Tecimur	<b>Phone:</b> (310) 354-2460	<b>Email:</b> ttceimur@onprop.com
<b>Vice Chair:</b> Dave Clark	<b>Phone:</b> (414) 665-7095	<b>Email:</b> daveclark@northwesternmutual.com

## Council Reception – October 21st 2014

**Pre-Meet-up:** We will meet at **High Line at the Hudson Yards** at 6:00pm. This is located on West 34<sup>th</sup> St. between 11<sup>th</sup> Avenue and the West Side Highway. It is the Northern most part of the Highline (Steve's cell 917-941-6922, if you have any problems). We will then walk down the Highline together to the restaurant.

**Council Reception Location:** Trestle on Tenth

**Dinner:** Cocktails and hors d'oeuvres 6:30-7:30, dinner 7:30-9:00

**Address:** 242 10th Ave @ 24th St

**Transportation:** People are on their own to get to Hudson yards and from the restaurant

**RSVP contact:** Please rsvp ASAP to [ellen.s.berman@jpmorgan.com](mailto:ellen.s.berman@jpmorgan.com)

**Cost:** \$275/per person, guests only must pay. Council members are charged through their dinner fee.

## Council Day Agenda – October 22nd 2014

### New York Hilton & Towers (Sutton Complex, Regent Parlor), 1335 Ave. of the Americas

7:30-8:00      Networking Breakfast

8:00-8:15      Chair's Welcoming Remarks/Introductions/General Announcements/Business Session

- Introduction of Speakers and Guests
- Reminder to Complete Attendance Sheet
- Reminder to Complete Evaluation Form
- 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
  - Receptions on Wednesday May 13<sup>th</sup>, 2015
  - Council Meetings on Thursday May 14<sup>th</sup>, 2015

8:15-9:00      **Intros and "News You Can Use"**  
 IOPC Blue Members and Guests  
 Name, Rank and Serial Number  
 Headline that caught your eye over the past several months – Maximum one sentence!  
 It can be fun, thought-provoking or just plain crazy!

- 9:00-9:45 Demographic Changes and What They Mean for Demand  
Steve Coyle  
Senior Portfolio Manager, Bentall Kennedy to Present and Lead Discussion  
Boston, MA
- 9:45-10:30 Real Deal #1: Downtown LA Comes Alive: PacMutual Building  
Christopher Rising  
President & COO, Rising Realty Partners, LLC  
Los Angeles, CA
- 10:30-10:45 Break
- 10:45-11:30 Hudson Yards Presentation  
Phillippe Visser  
SVP Development for Hudson Yards, Related Properties  
New York, NY
- Jeff Rosen  
Director of Real Estate , Metropolitan Transportation Authority
- 11:30-12:15 What to do with a 1980s Office Building  
Rob Jernigan  
Principal, Gensler  
Santa Monica, CA
- 12:15-1:00 Real Deal #2 : The Crossings @ 880, Fremont, CA  
Timur Tecimer  
President & COO. Overton Moore  
Gardena, CA
- 1:00-1:20 Get Lunch/Break
- 1:20-2:05 Working Lunch – Foreign Investor Panel
- Mary Sullivan  
Senior Managing Director, HFF  
Denver, CO
- Gabe Potyondy  
Senior Vice President & Market Manager, BBVA Compass  
Irvine, CA
- Barry Green  
Director, Ghaulston & Storrs  
Boston, MA
- Moderator: Maureen Joyce  
Director, AEW Capital Management  
Boston
- 2:05-2:15 Break

2:15-3:00 Real Deal #3: Hawaii 177 Acre Industrial Land Development

Perry Pinto  
Principal, Walton Street  
Chicago, IL

Christine Camp  
President & CEO, Avalon Development Company  
Honolulu, HI

3:00-3:30 Debt Panel

Richard Flohr  
Managing Director, Prudential Mortgage Capital  
Chicago, IL

Michael Nagin  
Senior Vice President, Wells Fargo Bank  
Los Angeles, CA

Moderator: Dave Clark  
Senior Vice President, Northwestern Mutual  
Milwaukee, WI

3:30-3:45 Wrap up and Setting the Stage for Next Time  
Steve Coyle

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

Guests:

Tony Iannazzo Varde Partners, guest of Michael Klein  
Bryan McGowan, Shea Properties guest of Doug Schwartz  
Jill Sharif, First American Title guest of Maureen Joyce

Kahan Fellows:

Molly Ekerdt, Preservation of Affordable Housing, Project Manager  
Collin McKenna, Golub and Company, Director of Acquisitions

Speakers:

Christine Camp, President & CEO, Avalon Development Company  
Barry D. Green Goulston & Storrs, guest of Steve Coyle  
Rob Jernigan, Principal, Gensler  
Michael Nagin Wells Fargo guest of Timur Tecimur  
Gabe Potyondy BBVA Compass, guest of Doug Schwartz via Larry Casey  
Jeff Rosen, Director of Real Estate, Metropolitan Transportation Authority  
Phillippe Visser, SVP Development for Hudson Yards, Related Properties

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.