



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



Multi-Family Council (Silver Flight) Agenda

Chair: Mark Stern	Phone: (312) 948-4560	Email: mstern@wallc.com
Assistant Chair: Steven Eggert	Phone: (916) 444-9808	Email: sle@antonllc.com
Vice Chair: Laura Beuerlein	Phone: (512) 505-5016	Email: LBeuerlein@heritage-title.com
Vice Chair: Alison Hawkins	Phone: (213) 683-4191	Email: alison.hawkins@cbreglobalinvestors.com
Vice Chair: Mark Petersen	Phone: (949) 798-4125	Email: mpetersen@hfflp.com
Vice Chair: Edward Ryder	Phone: (312) 499-1917	Email: eryder@pearlmarkrealestate.com

Council Reception – October 21, 2014

Council Reception Location:	The Metropolitan Club (NOTE – Jacket & ties required)
Address:	Presidents Ballroom, 3 rd Floor 1 E. 60 th Street, New York
Time:	6:30 pm – 8:30 pm
Transportation:	Not Provided
RSVP contact and cost:	Cost of reception is included in "Council Dinner Fees" and billed to members along with their Annual Council Dues. Call Shannon Nichols (512) 380-8982 snichols@heritage-title.com

Council Meeting – October 22, 2014

Location –	The Metropolitan Club, One E. 60th St. - West Lounge (NOTE: <u>Jacket & ties required</u>)
7:00 – 8:00	Breakfast
	Opening remarks: TBD
7:30	Presentation: Micro units

MF Council – Silver Flight Session

Location: The Metropolitan Club, One E. 60th St. - Main Bar

8:15 - 8:30	Silver Flight Housekeeping – Mark Stern, Waterton Associates
	1. Guest Introductions
	2. Annual Fund Update
	3. Reminder to Complete Attendance Sheet and Evaluation Form
	4. Announce ULI Spring Council Meeting

- 8:30 – 9:00 **Get To Know Your Council Members**
 Council members will be assigned to a table. Each person will spend a few minutes one-on-one with all the other people at their table.
- 9:00 – 10:00 **State of the Markets**
 Three economists will discuss current economic conditions and the state of the multifamily sector.
- Introduction: Steve Eggert, St. Anton Partners
- Panelists: Ron Witten, President – Witten Advisors
 Jay Parsons, Director of Analytics & Forecasts - MPF Research RealPage
 Tim Cornwell, Principal – The Concord Group
- 10:00 – 10:15 Break
- 10:15 – 11:00 **Real Deals - Condo Conversions**
 Where are we in the Condo Conversion Cycle? A sample of real deals will be discussed from both an equity and debt perspective.
- Moderator: Roland Merchant Jr., Director - Eastdil Secured
- Panelists: Katie Keenan, Principal – Blackstone
 Dale Gruen, CIO – Blackrock Real Estate
 Eric Hopkins, Director of Finance – Bizzi & Partners Development Co.
- 11:00 – 11:45 **Single Family Home Rentals**
 Now that this sector has had time to mature in the public markets, our panelists will discuss their business models and how the companies have been performing since their IPOs.
- Moderator: Ed Ryder, Managing Director - Pearlmark Real Estate Partners
- Panelists: David Miller, CEO - Silver Bay Realty Trust
 Pat Whelan, former CEO - Beazer Pre-Owned Rental Homes
 Jim Fox, CFO - Home Partners of America
 David Bragg, Managing Director - Green Street Advisors
- 12:00 – 1:00 Lunch – all flights
 Location: The Metropolitan Club – West Lounge
- 1:15 - 1:30 PROPERTY TOURS (2): Members of each council will disburse to their respective bus for their property tours
 Members will be directed to their respective council bus for each tour.
- 1:30 – 3:30 Property 1: Gotham West – 550 West 45th Street
- Property 2: AVA Highline / Avalon West Chelsea – 525 West 28th Street
- 3:45 - 4:30 Joint Council Reception and property tour: One 57 and the Park Hyatt (153 W. 57th)

**4:30-6:00 General Session: Capital Markets: A Global Perspective
Jacob K. Javits Convention Center**

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.