



## 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](http://www.uli.org/mobile)



## Residential Neighborhood Development Council (Blue Flight)

Chair:	Robert Bowman	Phone: 717-490-8007	Email: <a href="mailto:rbowman@charterhomes.com">rbowman@charterhomes.com</a>
Membership Vice Chair:	Duncan Slidell	Phone: 858-947-2700	Email: <a href="mailto:dslidell@bozzuto.com">dslidell@bozzuto.com</a>
Vice Chair:	Jerry James	Phone: 612-371-2033	Email: <a href="mailto:jsj@erjames.com">jsj@erjames.com</a>
Vice Chair:	Kenneth S. Perlman	Phone: 858- 558-8384,151	Email: <a href="mailto:KPerlman@realestateconsulting.com">KPerlman@realestateconsulting.com</a>
Vice Chair:	Teri Slavik-Tsuyuki	Phone: 858.875.8208	Email: <a href="mailto:tslavik-tsuyuki@newlandco.com">tslavik-tsuyuki@newlandco.com</a>

## Council Reception – October 21<sup>st</sup> 2014

Dinner Reception Location: Bocca Di Bacco Chelsea

Address: 169 9<sup>th</sup> Avenue (corner of 20<sup>th</sup> St), New York, NY 10011, 212.989.8400

Time: 6:30 – 9:30 pm

Transportation: Approximately 15 minute walk from Javits Convention Center or approximately 5 minute taxi ride

Dinner cost & RSVP: \$125.00 per guest/ RNDC members paid with Council Dues; Rob Bowman [rbowman@charterhomes.com](mailto:rbowman@charterhomes.com)

## Council Day Agenda – October 22<sup>nd</sup> 2014

**Dream Downtown – Center Gallery**  
355 West 16th Street, New York, NY 10011

7:30-8:00      Networking Breakfast

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

- Introduction of Members 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

8:15-9:15      **Economic & Housing Market Overview**

Ken Perlman, Senior Vice President of John Burns Real Estate Consulting, will share his insights and summarize trends and economic influencers shaping the housing market today and over the next few years. His insight into housing trends and economic conditions around the nation will be of interest to all as we look at how the recovery has taken shape and how to prepare for what may lie ahead.

Introduction:    Rob Bowman (f, c) Council Chair

**Presenter:** Ken Perlman (f, c)  
Principal  
John Burns Real Estate Consulting  
La Jolla, CA

**9:15-10:00am Idea Slam**

In one minute or less, round the room sharing of something new you've tried and what happened, good, bad, shocking or otherwise. Breakout tables will pick one of the ideas shared and discuss learnings and application to your business in quick 20-minute roundtables.

**10:00-10:45am NYC Capital Panel**

The panel will feature investors from both public and private real estate investment firms who will engage in a moderated discussion about trends and availability of capital, and speak to topics like: how do they look at deals, what thresholds or motivating factors contribute to them selecting one investment over another? More than ever, we are competing beyond our industry for capital, we're competing for global manufacturing companies creating the next widget, to the likes of Uber, and other sharing economy ideas – how do we keep our industry appealing and what do investors look for in existing or new deal structures?

**Moderator:** Hector M. Calderon (f, p) Managing Director, Encore Funds/Builder Advisory Group  
San Francisco, CA

**Speaker(s):**

Aimee Martin, Vice President, Originations, Rockpoint Group, Dallas, TX  
Jonathan Ellenzweig, Managing Director, Trion Capital Group, San Francisco, CA

**10:45-11:00am Break**

**11:00-12:00pm Roundtables: Shark Tank: Getting it Funded!**

Two Council members will have the opportunity to “workshop” their investment needs/opportunity in a 20-minute roundtable breakout session. Following the breakouts, each group will “pitch” their idea to the capital panel and receive feedback on their ideas and investment opportunities.

**Moderator:** Hector M. Calderon (f, p) Managing Director, Encore Funds/Builder Advisory Group  
San Francisco, CA

**Speaker(s):**

Aimee Martin, Vice President, Originations, Rockpoint Group, Dallas, TX  
Jonathan Ellenzweig, Managing Director, Trion Capital Group, San Francisco, CA

**12:00-1:00pm Lunch**

**Location:** Dream Downtown – Center Gallery

**1:00-2:00pm Non-traditional Higher Density Residential Forms: A Real Deal Case Study**

With increasing land scarcity, and affordability concerns, there are some interesting non-traditional higher density single family development products being designed, on the boards and being put on the ground. Nick Lehnert, Executive Director of Business Development for KTG Group Architects will show some real-world examples comparing what we used to do, with new innovative solutions for better livability and increased density. He will even reveal some never seen before plan designs.

**Introduction:** Teri Slavik-Tsuyuki (f, c) Senior Vice President & CMO, Newland Real Estate Group  
San Diego, CA

**Speaker(s):**

Nick Lehnert, (nm, c) Executive Director, Business Development, KTG Group  
Irvine, CA

**2:00-3:15pm Highline Walking Tour**  
The High Line is a public park built on a historic freight rail line elevated above the streets on Manhattan's West Side. It is owned by the City of New York, and maintained and operated by **Friends of the High Line**. Founded in 1999 by community residents, Friends of the High Line fought for the High Line's preservation and transformation at a time when the historic structure was under the threat of demolition. We will take a short walking tour of the Highline and end our last session of the day in a venue overlooking the park.

**3:15-4:00pm Sips & Signals from a Panel of Millenials**  
Our day in NYC will end in classic NYC style, with cocktails and good discussion. Enjoy wine or beer and a talk show-style discussion with a panel of Millenial thought-leaders as we learn about their values, attitudes and motivators around home, finances, family, career and leisure, as they relate to new home purchase decisions. No question is off-limits as we learn what makes these important buyers tick.

**Moderator: Teri Slavik-Tsuyuki (f, c) Senior Vice President & CMO, Newland Real Estate Group  
San Diego, CA**

**Speaker(s):  
Jeremy Sharpe, (f, c) Vice President, Community Development, Rancho Sahuarita Company  
Tuscon, AZ**

**Monica Jindia, (f, c) Vice President, Business Development, Commonwealth Land Title Insurance Company  
Philadelphia, PA**

**Justin Lax (nm) Director of Emerging Media & Digital Marketing, Cecilian Worldwide, Flemington, NJ**

**4:00-4:10pm Chair's Wrap-up**  
Council Day survey, ideas for next meeting

**Jacob K. Javits Convention Center**

**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  
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](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?

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.