

2008 Spring Council Forum



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2008 ULI Spring Council Forum

May 8-9, 2008

Dallas, TX

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ULI Programs

The Program

- 1. The Housing Marketplace: Views and Moves From the Bottom**
Where is the bottom? Are we there yet? Are we past? What should my company be doing at this juncture? What are the smart steps to make at or coming out of the bottom? Join with a seasoned panel of housing executives to find the answers to these questions, and yours.
- 2. What's Happening at the Margin in Tenant Land?**
With all that is happening in the market and with the economy there is still one thing that is not totally clear – how is this impacting the tenants? What do they want? What are owners willing to give? What concessions are needed to make viable deals? What are the leasing trends? Hear from landlords, tenants and brokers and learn what is happening out there in "Tenant Land".
- 3. Dollars and Sense of Sustainable Development: The Next Step**
Sustainable development has become more than just energy efficient light bulbs and using recycled material. It is about creating a quality of life that can sustain us into the future. Come here how developers are taking this next step in "sustainable development" and ensuring that the efforts to make a project "green" carry over into people's everyday lives. Noisette has been recognized as one of the largest sustainable urban redevelopments in the United States. Guided by a meticulous and ambitious community based master plan, John L. Knott, Jr. has a vision to turn the Noisette area into a model for the New American City. This redevelopment effort is a community partnership guided by sustainable principles to develop an environmentally conscious, socially just city for all in the 21st century. This project, and others, will be highlighted in the session.
- 4. Infrastructure Shortfall: Who's Going to Pay?**
In a rapidly globalizing economy, the financial and environmental costs of moving people and goods continue to increase. How the U.S. pays for maintaining and expanding infrastructure to remain economically competitive as a nation and accommodate expected population growth is a critical issue as infrastructure needs continue to grow beyond currently available funding. This session will provide insights on the topic as well as look more closely at some metropolitan regions to assess what should and can be done to address this growing problem.
- 5. Managing the Enterprise During Uncertain Times**
Be part of a high-level insightful and frank conversation among some of the country's leading players in the housing, resort, and community development arenas about how to manage a company through this market cycle in changing conditions. The focus will be on two main issues—managing the enterprise while the ground is shifting and setting a strategic course during these uncertain times.
- 6. The Capital Markets Outlook for Real Estate**
Join our distinguished panel who will highlight the major macroeconomic trends and issues that are affecting the real estate property and capital markets. What is going on out there? When will the debt markets normalize? And what is the definition of "normal" going forward? What will be the relative roles of portfolio lenders and the securitized debt markets in the future? Is ultra-high leverage a thing of the past? Where are the mezzanine lenders? How have recent events affected the decisions of equity providers? How has the recalibration in the debt markets affected property sales and pricing? Have prices/values declined enough to jump start deal flow and closings? Is there a two-tier pricing structure for A and B properties? Is the privatization trend dead or alive? What's up (or down!) with interest rates—is the Fed finished and will its actions cause lenders to open the spigot? These are the questions on everyone's mind.
- 7. The Promise of Privatization: Lessons From Military Housing**
The U.S. military has pioneered innovative privatization and public/private partnership programs to develop and manage critical elements of its infrastructure and real estate. As the Nation looks for ways to meet housing, community development, and infrastructure needs, the military's experience offers lessons for public policymakers, private developers and other stakeholders. This session will focus on the U.S. Army's Residential Communities Initiative (RCI), the Defense Department's largest real estate asset management program and one of the Federal Government's most far-reaching public/private partnership programs. RCI, celebrating its 10th anniversary in 2008, was established for family housing, and has spawned related programs for temporary lodging (-hotels-motels), unaccompanied housing (apartments), retail centers, office parks and warehouse developments. ULI and Army leaders will look at what has and has not worked, and discuss policies and practices that could be applied to meet other housing, infrastructure and community development needs through private enterprise. Representatives from Fort Hood, Texas, the Army's largest U.S. post and the second RCI project to be developed, will be on hand to discuss their experiences and the way ahead.

Package Prices:

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2008 Conferences

- 0281 Reinventing Retail: Community, Mixed-Use, and Environment**
February 2008, in Los Angeles, CA
- 0282 Developing Resort, Second Home, and Golf Course Communities**
February 2008, in Phoenix, AZ
- 0283 Developing and Investing Green: Creating Value through Sustainability**
April 2008, in Charlotte, NC
- 0284 Developing Master-Planned Communities: Denser, Closer, Smarter**
June 2008, in Washington, DC

2007 Conferences

- 0273 Developing Green: Integrating Sustainability with Success**
April 2007, in Pittsburgh, PA
- 0274 Developing Master Planned Communities: Learning from the Experts**
June 2007, in Huntington Beach, CA
- 0275 Place Making: Developing Town Centers, Transit Villages, and Main Streets**
September 2007, in Toronto, ON Canada

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2007 ULI Fall Meeting Top Ten Package

- 047-60 Real Estate Finance 301: Where to Go for Equity After Family and Friends?
- 047-36 Emerging Trends in Real Estate® 2008
- 047-48 Real Estate Finance 201
- 047-26 Housing Above Retail: How to Make It Work
- 047-06 How Going Green Pays Off
- 047-21 "Not Your Grandfather's Split-Level": Five Big Trends Driving Generation Y's Behavior in the Housing Markets
- 047-32 Managing the Enterprise During Uncertain Times
- 047-45 Entitlement Advocacy: Getting a "Yes" Vote From "Just Say No Officials"
- 047-GS1 True North: Discover Your Authentic Leadership
- 047-101 Pop! Why Bubbles are Great for the Economy

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