



ULI SPRING MEETING 2013: SPOTLIGHT ON HOUSING

The ULI Terwilliger Center invites you to join us May 15-17 in San Diego for the 2013 ULI Spring Meeting. You will get fresh thinking, insights, and contacts to take your business to the next level. Recognized as a hub of innovation, San Diego is a leader in the creative use of real estate and urban development as a driver of economic prosperity. The meeting will draw on these experiences and examples from across the globe to explore where real estate is going next and what you can do to shape it.

Interested in sessions focused on residential development? Take a look at the highlights below to make the most of your Spring Meeting experience. You can learn more about these sessions; explore the full program planned for San Diego; see a current list of who is attending and register on-line at <http://www.ulispring.org/>.

Wednesday, May 15

Mobile Workshops and Special Interest Tours

8:00 a.m. to 5:00 p.m.

The mobile workshops and special interest tours provide an opportunity to explore innovative development in San Diego and in surrounding communities. Separate registration is required.

Boomers and Gen Y: The Barbells of the Market

3:00p.m. – 4:30p.m.

Representing over half the US population, Boomers and Generation Y-ers will be the dominant drivers of real estate demand over the coming decade. Their preferences for location and environments for working, living and playing will define the products we should be developing and acquiring. Evidence suggests that these preferences will be quite different than of those of prior generations. Importantly, many seem to prefer an integrated cross-generational environment, rather than the age-segregated urban areas of the past. This session will “go deep” in defining these preferences and in suggesting “what works.”

Interested in this topic? Check out related resources from the recent Housing Opportunity 2013 conference: <http://www.uli.org/forums-convenings-events/ho-thur11-demand/>

Thursday, May 16

Product Council Meetings

7:30 a.m. to 4:00 p.m.

ULI offers a number of housing-focused product councils that will convene during the Spring Meeting. Meetings are open to product council members and invited guests only. Learn more about the product councils here: <http://www.uli.org/councils/product-councils/>.

Is Micro the New Macro?

10:45a.m. – 12:00p.m.

How are developers creating smaller multi-family deals while maintaining sound exit strategies? Learn new strategies for urban infill apartment developments that attract Echo, Baby Boomers, and the interest of

institutional capital providers. Focusing on real life case studies see how innovative developers are successfully defying conventional multi-family wisdom.

Interested in this topic? Check out related resources from the recent Housing Opportunity 2013 conference: <http://www.uli.org/forums-convenings-events/ho-fri1045-microunits/>

POP! Real Estate Developments as Art

1:00p.m. – 2:15p.m.

What happens when the real estate development process begins to look more like an artist's process than a banker's process? Listen to two different visions for how Art informs and integrates into the DNA of a large scale and small scale case studies in San Diego and Brooklyn which both bring together the community through art to create more successful projects. The I.D.E.A. District in San Diego, a 93 acre mixed use development, will create a new community for the creative class in downtown San Diego as compared to Atlantic Gardens, the redevelopment of 8 brownstones in Brooklyn, NY.

Building Vertical in a Horizontally Minded Community

1:00p.m. – 2:15p.m.

Population for San Diego County is projected to increase 1.4 million by 2050. What are the planning steps physically, financially and psychologically that are necessary to prepare to implement this kind of growth. Come hear how the process is currently working from the perspectives of a small entrepreneurial developer, a large mixed use developer, a city planning director and a community planning committee chair from a smart growth oriented community.

Interested in this topic? Check out related resources from the recent Housing Opportunity 2013 conference: <http://www.uli.org/forums-convenings-events/ho-thur15-infrastructure/>

General Session: Focus on the Future of Housing

4:30p.m. – 6:00p.m.

Members of the Bipartisan Policy Center's Housing Commission will share the Commission's recently released recommendations and discuss the impact these changes to federal housing policy will have on the future of the housing industry.

Moderator:

J. Ronald Terwilliger

Chairman Emeritus, Trammell Crow Residential

Discussion Leaders:

Ed Brady

President, Brady Homes

The Honorable Henry Cisneros

Former Secretary, U.S. Department of Housing and Urban Development and Chairman, CityView

Nicolas P. Retsinas

Director Emeritus, Joint Center for Housing Studies, Harvard University and Senior Lecturer in Real Estate, Harvard Business

Hosted by



**Urban Land
Institute**

Terwilliger Center for Housing

Interested in this topic? Check out related resources from the recent Housing Opportunity 2013 conference: <http://www.uli.org/forums-convenings-events/ho-thur9-gen/>

Friday, May 17

The Future of Housing and Transportation in America: Where Are We Going?

9:30a.m. – 11:00a.m.

How satisfied are Americans with their communities? When they think about their next move, will they be upsizing or downsizing? Renting or buying? Will they prioritize walkability or public transit? What kind of community do they want to live in? A new, national survey from the ULI Infrastructure Initiative and ULI Terwilliger Center for Housing helps answer these questions, shedding new light on the shifting housing and transportation choices and preferences of Americans. Come hear what U.S. residents of different age and income groups say they want in communities of the future, and what these trends mean for real estate.

Introduction:

Lynn Ross

Executive Director, Terwilliger Center for Housing, ULI-the Urban Land Institute

Moderator:

Rachel MacCleery

Vice President, Infrastructure Initiative, ULI-the Urban Land Institute

Discussion Leaders:

Nancy Belden

Partner, Belden Russonello Strategists

Dara Kovel

Vice President, Multifamily Housing, Connecticut Housing Finance Authority

Peter A. Pappas

President and Managing Partner, Pappas Properties, LLC

Hosted by



Multi-Family 3.0: Multi-Family 3.0: Redefining Value Add Investment Strategies in Today's Market

9:30a.m. – 11:00a.m.

Most investment groups are in search of yield and many are turning to new, unique value-add investment strategies on older apartment assets in good locations. This session offers a macro look at value-add metrics across the country, and a micro look at specific case studies that go beyond “lipstick and makeup” renovations. We will hear about fund-level strategies and asset-specific strategies, including some of the highest-profile deals done in the current market.

The New Style in Lifestyle Living: Development Is Back

9:30a.m. – 11:00a.m.

It's always been about lifestyle, but there hasn't been much living in the development world these past few years. That seems to be changing now. Learn what is happening in this post-recession world from three

seasoned developers active in the United States, Caribbean and Mexican markets. These thought leaders will share their point of view and how they are positioning and amenitizing new ground up development as well as distressed acquisitions. This session is programmed to actively engage the audience in this discussion. Come ready to share and learn.