Commercial and Retail Development Council (Silver)
Council Day Agenda – October 22, 2020 | 3:00-7:00PM EST

3:00 PM-3:05 PM  Chair’s Welcoming Remarks/Introductions/General Announcements
Welcome, Sara Doelger
Principal, Argosy Real Estate Partners
Wayne, PA

3:05 PM-3:35 PM  Economic Update-Victor Cananog
Victor is a nationally recognized expert and speaker on the relationship between real estate and
the macro economy, as well as regional economies. Lately, he has published several articles on
COVID and the convergence of retail and industrial, as well as COVID and the distress in the
CMBS market. Victor will address where the economy and real estate have been recently and
where he sees them going.

Speaker:
Victor Calanog
Head of CRE Economics, Moody’s Analytics
New York, NY

3:35 PM-4:30 PM  Capital Markets – Mark Gibson, Unplugged
Many of us know Mark and know that he likes to tell it like it is—or at least the way the institutional
market sees it. As the longtime managing principal and CEO of Holliday Fowler Fenoglio (HFF)
and now leader and CEO of JLL, Capital Markets, Mark has a one of a kind perspective on the
debt and equity industry in the US and abroad. He will share that perspective with us as he is
interviewed on topics ranging from “Big” real estate strategy, to contrarian thinking, to what is left
for the entrepreneur to do and where can it be done.

Speaker:
Mark Gibson
CEO, Capital Markets, JLL
Dallas, TX

Moderator:
Ryan Moore
Managing Partner and Co-Founder, Last Mile Investments
Cincinnati, OH
**4:30 PM-5:00 PM**  
**Introduction of members and guests**

One of the benefits of zoom is that we can include a large number of guests at the same time we reach our entire Council. We have reserved some time for the traditional introductions (keep it brief), but with an emphasis on hearing from our guests and what they are doing.

**5:00 PM-6:00 PM**  
**Town Hall**

This has been one of the more popular sessions lately and is your chance to more fully interact with your Council. We’ll go where the discussion takes us and the more discussion the better. So, be ready with input, questions and maybe even some answers.

**Moderator:**
Sara Doelger  
Principal, Argosy Real Estate Partners  
Wayne, PA

**6:00 PM-6:45 PM**  
**In the Retail Trenches**

As we kicked off a new decade, there was already plenty of pressure on retailers to adapt and the outbreak of COVID-19 has rapidly accelerated the challenges retailers face as they head towards 2021. This panel of experts has been assembled from around the US to share their “in the trenches” perspectives on how they are adapting, the biggest challenges for their sector, and how they are shifting future operating strategies to thrive in the years ahead.

**Panel:**
Ryan O’Sullivan  
PetSmart, Vice President, Real Estate & Development  
Phoenix, AZ

Ryan O’Sullivan is the Vice President, Real Estate & Development for PetSmart, Inc. He has been with the company for 14 years and leads all Real Estate functions for the company. He is an active ICSC member and is currently the OAC Summit Conference Chair. Ryan lives in Phoenix, Arizona and received both his undergraduate degree and MBA from Arizona State University.

Susan McGuire  
Foundry Commercial, Head of Retail  
Charlotte, North Carolina  
www.foundrycommercial.com/people/charlotte/susan-mcguire.stml

Adam Shane  
Barry’s, Chief Development Officer  
Los Angeles, California  
www.linkedin.com/in/adam-shane-b204468/

**Moderator:**
Laura Sagues Barr  
Senior Vice President, CBRE  
San Francisco, CA  
https://www.cbre.us/people-and-offices/laura-sagues-barr

**6:45 PM-7:00 PM**  
**Closing Remarks and wrap-up**

We’ll leave time to look back at the Council meeting as a whole to touch on what we liked, what was beneficial, what worked and what did not work as well. If you desire, relaxing with a beverage will not be frowned upon.

**Moderator:**
Sara Doelger  
Principal, Argosy Real Estate Partners  
Wayne, PA
ULI’s Mission
The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

ULI is committed to:
• Bringing together leaders from across the fields of real estate and land use policy to exchange best practices and serve community needs;
• Fostering collaboration within and beyond ULI’s membership through mentoring, dialogue, and problem solving;
• Exploring issues of urbanization, conservation, regeneration, land use, capital formation, and sustainable development;
• Advancing land use policies and design practices that respect the uniqueness of both the built and natural environments;
• Sharing knowledge through education, applied research, publishing, and electronic media; and
• Sustaining a diverse global network of local practice and advisory efforts that address current and future challenges.

ULI’s Content Pillars
The ULI Content Pillars provide a bridge between our broad mission and the programs that deliver it. The Pillars represent the timeless topics or concerns of the organization, within which the program of work must fit.

Housing and Communities
This pillar is firmly grounded in the founding of the organization in 1936. References to housing products and policy, and specifically to the provision of affordable housing, are included in ULI’s Articles of Incorporation. ULI fundamentally believes that housing is a fundamental underpinning of healthy and thriving communities.

Real Estate Finance and Investment
A great deal of ULI’s value to our members and ability to meaningfully deliver our mission relates to our activities in real estate capital markets, including providing a forum for the providers and users of capital to convene. ULI’s traditional focus has been on connecting capital to real estate through the creation of value. This pillar also encompasses the market and economic factors that affect the supply and demand forces that drive land use change.

Sustainability and Economic Performance
Specifically referred to in ULI’s mission, and embedded in ULI’s dedication to the creation of long-term value, sustainability is more than energy efficiency or adaptation to climate change. It encompasses environmental, social, and governance issues as they relate to efficient use of resources and creating and maintaining a sustainable and resilient built environment.

Innovation in Development Practice
ULI’s applied research and education programs are based principally on best practices, on “what works,” and the process of real estate development remains central to the mission and to our members’ activities. We foster innovation, but look to practical experience and knowledge sharing to advance the state of the art. This pillar refers primarily to activities, at various scales, that are considered site-specific. ULI traditionally takes a case study approach, using real-world examples to illustrate broadly applicable principles and practices.

Shaping Successful Cities and Regions
Site-specific development occurs within a broader physical and policy context shaped by numerous actors and decision-makers. This larger context, from neighborhood to metropolitan region, is the subject of this pillar. Here, activities and issues transcend property boundaries and encompass land use planning and development policy, infrastructure, metropolitan growth strategies, and transportation issues.
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: Council 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.