Industrial and Office Park Development Council (Silver) Council Day Agenda – October 20-21, 2020
Day 1- 3:00PM-6:00PM EDT / Day 2- 3:00PM-5:00PM EDT

Day 1- All times EDT

3:00 PM-3:15 PM  Welcoming Remarks
New Members & Guests Intro, DEI subcommittee intro

3:15 PM-3:45 PM  Occupier Discussion - Office
The temporary and permanent trends that have emerged from 2020.

  Speakers:
  Liz Hart
  Vice Chairman, Newmark Knight
  Frank San Francisco, CA

  Tamar Mahru
  Senior Director, Global Real Estate & Workplace, Twilio
  San Francisco, CA

  Jen Nguyen
  Executive Vice President & Head of Workplace, Hello Office San Francisco, CA

3:45 PM-4:15 PM  Occupier Discussion Industrial

  Moderator:
  Dan Poulin

  Speakers:
  Adam Faulk (NKF)
  Vice Chairman, Newmark Knight
  Frank Dallas, TX

  Jose Restrepo
  Director, Facilities & Real Estate at McLane Foodservice Distribution Dallas, TX
4:15 PM-5:00 PM  Roundtable Discussion

Moderator:
Ani Vartanian

5:00 PM-6:00 PM  Optional Breakout Happy Hour
Networking

Day 2 - All time EDT

3:00 PM-3:45 PM  Economy Update

Speaker:
Brian Bailey
Subject Matter Expert, Commercial Real Estate, Federal Reserve Bank of Atlanta
Atlanta, GA

3:45 PM-4:15 PM  Regulatory Environment Discussion

Speaker:
Chris Hartung
Executive Director, Fisher Center for Real Estate & Urban Economics
Tiburon, CA

4:15 PM-4:45 PM  Capital Markets Discussion

Speaker(s):
Kevin Shannon
President, West Coast Capital Markets, Newmark Knight Frank
El Segundo, CA

Frank Petz
Managing Director, Colliers International
Boston, MA

Stephen Van Dusen
Managing Director, Eastdil Secured Santa Monica, CA

4:45 PM-4:55 PM  Breakout Discussion (time permitting)

4:55 PM-5:00 PM  Wrap-up (Bryan Thornton/Kristy Heuberger)
**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.
- 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 District Council programs in each member’s area.