

2011 ULI ARIZONA REAL ESTATE TRENDS CONFERENCE

"It's All About Jobs"



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COMPANIES

When: Thursday, January 27th, 2011 **Where:** Sheraton Phoenix Downtown
7:15 A.M. - 6:00 P.M. 340 N. 3rd Street, Phoenix, AZ 85004

ULI Arizona Real Estate Trends Day Conference features expert keynote speakers and panelists addressing the most compelling issues affecting real estate development in the region. **In today's market, you can't afford not to be there!**



Keynote Speaker: Ali Velshi

Connecting the news through finance, global issues, contemporary governance, education and big ideas, CNN's Ali Velshi executes several roles across CNN as the network's chief business correspondent, anchor of CNN Newsroom, host of Your \$\$\$\$ and host of the "Ali V" podcast.

In addition to his anchor responsibilities, Velshi frequently reports from the field on breaking news events, politics, and in-depth personal profiles that offer insights into national issues. He has extensively reported on the global financial meltdown since 2008; the financial collapses of Fannie Mae, Freddie Mac, AIG and Lehman Brothers; the U.S. government's bailout plan; and the battle over the fate of the nation's big three automakers.

Velshi's in-depth reporting for CNN's "How The Wheels Came Off" was honored with a National Headliner Award for Business & Consumer Reporting in 2010. He anchored CNN's breaking news coverage of the attempted attack on a flight in Detroit, delivering CNN's worldwide news gathering for which the network was nominated for a 2010 Emmy. He was also honored with a 2010 Alumni Achievement Award from his alma mater, Queen's University.

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Phoenix, AZ 85016
Suite 300
2850 East Camelback Road
Phoenix, AZ 85050
Urban Land Institute Arizona

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AGENDA

7:15 A.M.
REGISTRATION &
CONTINENTAL BREAKFAST

8:00 A.M.
WELCOME

8:15 A.M. NATIONAL ECONOMIST



Bret Wilkerson
Managing Director
Hawkeye Partners
Austin, Texas

LOCAL ECONOMIST



Stephen Happel
Professor of Economics
Arizona State University
Tempe, Arizona



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9:15 A.M. SESSION 1 - OFFICE/INDUSTRIAL/RETAIL



Moderator:
Mike Haenel
Executive Vice President
Cassidy Turley/
BRE Commercial
Phoenix, Arizona



Office:
Mindy Korth
Executive Vice President
CB Richard Ellis
Phoenix, Arizona



Industrial:
Michael Hammond
President & CEO
PICOR Commercial
Real Estate Services
Tucson, Arizona



Retail:
Scott Rehorn
Partner, Leasing
RED Development, LLC
Scottsdale, Arizona



Owner/Developer:
Kurt Rosene
Senior Vice President
The Alter Group
Mesa, Arizona

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DEVELOPMENT ASSOCIATION
ARIZONA CHAPTER

10:15 A.M. SESSION 2 - SINGLE FAMILY/MULTI-FAMILY/MPC/SENIOR LIVING



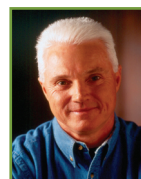
Moderator:
Gadi Kaufmann
Managing Director & CEO
Robert Charles Lesser & Co.
Washington, D.C.



MPC:
Ken Abrahams
Executive Vice President
Diamond Ventures, Inc.
Tucson, Arizona



Multi-Family:
Brian Kearney
COO
Gray Development Group
Phoenix, Arizona



Single Family:
Tom Lewis
Owner & CEO
T.W. Lewis
Tempe, Arizona



Senior/Continuum Care:
Sean Cunningham
Vice Chairman
CB Richard Ellis
Phoenix, Arizona

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11:30 A.M.
NETWORKING LUNCH

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12:30 P.M.
ULI ANNOUNCEMENTS

12:45 P.M. KEYNOTE SPEAKER



Ali Velshi
Chief Business
Correspondent
CNN
New York City

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2:00 P.M. SESSION 3 - THE NEW CAPITAL MARKETS/SHOW ME THE MONEY



Moderator:
Charlie Williams
Managing Partner
Keystone Commercial
Capital
Phoenix, Arizona



Panel:
James DuMars
Senior Vice President
& Managing Director
Northmarq
Phoenix, Arizona



Bridge Lender:
Steve Fried
Director
Mesa West Capital
Los Angeles, California



Panel:
Todd A. Harrop
Vice President
Real Estate Investments
Nationwide
Columbus, Ohio



Panel:
Brian Selander
Executive Director
CIBC World Markets
Salt Lake City, Utah

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3:15 P.M. SESSION 4 - ECONOMIC DEVELOPMENT TRENDS



Moderator:
Mike Bidwill
President
Arizona Cardinals
Tempe, Arizona



**Education
Perspective:**
Chas Edelstein
Director & Co-CEO
Apollo Group, Inc.
Chicago, Illinois



Governor's Office:
Eileen Klein
Chief of Staff
Arizona Office of Governor Brewer
Phoenix, Arizona



**Regional Economic
Developer:**
Barry Broome
President & CEO
GPEC
Phoenix, Arizona



**Legislative
Representative:**
Kirk Adams
Speaker of the House
Arizona House of Representatives
Phoenix, Arizona



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Business & Economic Incentives
Jones Lang LaSalle
Dallas, Texas

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ECONOMIC COUNCIL**

4:15 P.M. WRAP UP



Ali Velshi
Chief Business
Correspondent
CNN
New York City



Duke Reiter
Phoenix, Arizona

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COMMERCE
AUTHORITY**

4:45 - 6:30 P.M.
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SAVE THE DATE! 2011 ULI Real Estate Summit at the Spring Council Forum Phoenix, Arizona • May 18-20, 2011

REGISTER ONLINE AT: WWW.ULIAZTRENDSDAY.COM