



Urban Land Institute

South Carolina

CAPITAL CONNECTIONS

3rd Annual ULI SC Capital Markets Conference
September 19 - 20, 2011
Kiawah Island, SC

CONFERENCE OVERVIEW

> The annual ULI SC Capital Markets Conference brings together the top players in the region - investors, developers, lenders, and advisors. Each year the program builds upon its reputation to bring clarity and innovative thinking to Capital Markets. This year **Capital Connections** is designed to bring together capital providers with delegates to discuss potential deals, how to structure and present deals to successfully obtain capital, and learn more about how investors and lenders are deploying capital.

REGISTRATION

	MEMBER	NON-MEMBER
PRIVATE	\$225	\$275
PUBLIC	\$200	\$250
YLG	\$200	\$250
STUDENT	\$200	\$225

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To Register Visit: www.southcarolina.uli.org
Call: 800.321.5011 or Email: southcarolina@uli.org

HOTEL ACCOMODATIONS

Reduced room rates of \$299 per night are available at the Sanctuary Hotel Kiawah Island. To book your room call 877-683-1234 & reference the Urban Land Institute or group number 9292. You can also email: group_reservations@kiawahresort.com.

2011 Annual Sponsors

Clemson Richard H Pennell Center for Real Estate Development • Elliott Davis • Estates, Inc. • Hughes Investments • LS3P Associates • MWV • Nexsen Pruet • Pacolet Milliken Enterprises •

Carolinaliving.com • Haynsworth Sinkler Boyd • McMillan Pazdan Smith • Parker Poe • Pratt-Thomas Walker • Seamon Whiteside • The Furman Co. • Thomas & Hutton Engineering, Co

KEYNOTE SPEAKERS

DEAN ADLER

CEO & CO-FOUNDER, LUPERT ADLER

Born and raised in Cleveland, Ohio, Dean S. Adler is CEO and Co-Founder of Lubert-Adler Partners, L.P., a real estate equity firm with over \$6.5 billion in equity and \$16 billion of assets under management. Dean is Head of the Investment Committee, and is responsible for leading the strategic direction of the team.

Currently, he is an Executive Committee Member and Research Sponsor for the Zell/Lurie Real Estate Center of The Wharton School and currently serves on the board of directors of Bed Bath & Beyond (NASDAQ: BBBY), and Developers Diversified (NYSE: DDR). He has been a keynote speaker for national real estate organizations such as the Urban Land Institute and the International Council of Shopping Centers.

JOHN BUCKSBAUM

CHAIRMAN, GENERAL GROWTH PROPERTIES

John Bucksbaum is Chairman of General Growth Properties, Inc. (GGP). He also serves on GGP's Board of Directors.

Bucksbaum received his bachelor's degree in economics from the University of Denver, Denver, Colorado in 1978. Professional affiliations include the following: past chairman and member of the Executive Committee of the International Council of Shopping Centers (ICSC); past chairman of the Zell/Lurie Real Estate Center at The Wharton School; trustee of the Urban Land Institute (ULI); trustee of the National Association of Real Estate Investment Trusts (NAREIT); a member of the National Realty Roundtable and the University of California Berkeley's Fisher Center for Real Estate and Urban Economics Policy Advisory Board. In addition, Bucksbaum serves on the boards of the University of Chicago Hospitals, The Field Museum, U.S. Ski & Snowboard Team, USA Cycling Team, World T.E.A.M. Sports and is a member of the Young Presidents Organization and the Advisory Board of the Chicago Chapter of the American Jewish Committee

BOB FAITH

FOUNDER, GREYSTAR

As founder and CEO of Greystar, Bob leads the Investment Committee, Operating Committee, and Advisory Board. Bob is responsible for the strategic planning and growth of the company and absolutely essential to this is his consistent focus on Greystar's Six Pillars of Excellence. Bob focuses on helping our business leaders and managers utilize these pillars to reach new goals in profitability and customer service.

After receiving a BS in Petroleum Engineering from the University of Oklahoma and an MBA from Harvard Business School, Bob began his real estate career with the Trammell Crow Company and served as a partner in their Charlotte, NC office. In 1991, he co-founded Starwood Capital Partners, L.P., a private investment company. After leaving Starwood, Bob founded Greystar Real Estate Partners in 1993 in Houston, TX. From February 1996 to December 1997 he founded and served as CEO of Homegate Hospitality, Inc. Bob also served from December 2002 until February 2006 as the Secretary of Commerce for the State of South Carolina.

SESSION HIGHLIGHTS

> OPENING SESSION

In this interactive discussion, **Bob Faith, Founder and CEO of Greystar**, and **Dean Adler, CEO and Co-Founder of Lupert Adler** will reveal how they have positioned their organizations for the future, survived the crisis, assessed risk, created and executed strategies to maximize asset values, and adapted to volatile economic conditions. They will share their guiding principles for investing, the best investment opportunities today and their biggest concerns over the next five years.

> KEYNOTE SPEAKER

John Bucksbaum, Chairman of General Growth Properties, will walk us through his personal journey during the financial crisis. John will tell the story of the rise, fall, and eventual rebound of General Growth Properties, and how he navigated his company through troubling times.

PANEL DISCUSSIONS

> **EQUITY PANEL:** *Learn how to seek initial equity, find out what markets are hot, and identify institutional capital sources.*

> **CREATING ASSET VALUE:** *Maintain, build, and transfer asset value with capital improvements, leasing opportunities, and property management*

> **DEBT PANEL:** *Who is lending and under what circumstances and what lies ahead for CMBS?*

> **TRUE GRIT: BUYING DISTRESSED ASSETS:** *What do good projects look like today and how to access, underwrite, and finance them.*

> THE SHARK TANK

In this unique session based on the ABC Reality show **Shark Tank**, ULI South Carolina will provide two companies with the opportunity to present their deal to a panel made up of private equity leaders and lenders. After being given ten minutes to make a powerful pitch for their deal, the "investment committee" provide its honest and constructive comments, including whether or not they would consider funding your deal. The panel will challenge delegates to think about how to structure, package, and present their deals to the money.

SPEAKERS

Dean Adler

Co-Founder & CEO, Lubert-Adler

John Bucksbaum

Chairman, General Growth Properties

Ross Campbell

Lending Vice President, Wachovia Bank

Ross Cowan

Managing Director, Northwood Investors

Tom Dennard

CEO, Granbridge Capital, LLC

Marcus Durlach

President & CEO, Durlach Associates

Bob Faith

Founder & CEO, Greystar

Wes Fuller

Executive Director of Investment, Greystar

* David Klauka

Director of Real Estate, SC Retirement System

* Michael McDonald

Managing Director, Eastdil Secured

Jim Mehalso

Managing Director, Prudential Real Estate Investors

Doug Neal

Managing Director, Bank of America Merrill Lynch

Vinod Paidipalli

Principal, Lubert-Adler

Chris Riley

National Director of Asset Management, Greystar

Tim Ryan

Financial Advisor, Wells Fargo

Larry Spelts

Director of Asset Management Charlestowne Hotel

Christopher Wu

Managing Director, Carl Marks Advisory Services

**Invited not yet confirmed*



**Urban Land
Institute**

South Carolina

CAPITAL CONNECTIONS:

Identify capital sources, Learn how to successfully access capital, and Hear from industry leaders on where to invest and in what product lines. (81481205)

SEPTEMBER 19 - 20, 2011

SANCTUARY HOTEL

KIAWAH ISLAND GOLF RESORT

ONE SANCTUARY BEACH DRIVE

KIAWAH ISLAND, SC 29411

REGISTRATION FEES

	MEMBER	NON-MEMBER
PRIVATE	\$225	\$275
PUBLIC	\$200	\$250
YLG	\$200	\$250
STUDENT	\$200	\$225

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4 EASY WAYS TO REGISTER

ONLINE: WWW.SOUTHCAROLINA.ULI.ORG (CREDIT CARD PAYMENT ONLY.)

PHONE: 800-321-5011 (CREDIT CARD OR CHECK.)

FAX: 800-248-4585 OR 410-626-7148
(CREDIT CARD OR CHECK)

MAIL:

VIA REGULAR MAIL:
ULI SOUTH CAROLINA
DEPT 304

VIA EXPRESS MAIL (FedEx/UPS)
ULI SOUTH CAROLINA
1025 THOMAS JEFFERSON ST. NW,
STE. 500 WEST
WASHINGTON DC 20007

WASHINGTON, DC 20055-0304

> REGISTRATION

ULI Member # Informal Name for Badge

Title Company

Address

City State Zip

Telephone Fax

Email (*Confirmations sent the next business day*)

Check Credit Card

Visa Master Card Discover American Express Diners Club

Cardholders Name

Card Number Exp. Date

Signature

REFUND REQUESTS: MUST BE MADE IN WRITING NO LATER THAN SEPTEMBER 15, 2011; REFUND REQUESTS WILL NOT BE ACCEPTED AFTER THIS DATE. FAX REQUESTS TO:

800-248-4585
410-626-7148

PRE-REGISTRATION DEADLINE:

ONLINE: SEPTEMBER 15, 2011
ALL OTHER WAYS: SEPTEMBER 15, 2011

AFTER SEPTEMBER 15, 2011 CALL 843.513.9331

IF PAYMENT HAS NOT BEEN RECEIVED PRIOR TO THE REGISTRATION DEADLINE, A CREDIT CARD GUARANTEE WILL BE REQUIRED ONSITE. NO CREDIT CARD CHARGES WILL BE PROCESSED IF PAYMENT IS RECEIVED WITHIN 1 WEEK OF THE EVENT.



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