



**Urban Land  
Institute**

**Utah**

utah.uli.org

ULI Utah Young Leaders are please to present  
**The Young Guns Take on the Shark Tank**

**DATE:** Friday, May 18, 2012  
**TIME:** 4:30 to 5:30 pm  
**LOCATION:** University of Utah School of Business,  
 Spencer Fox Eccles Business Building, Room 1110  
 Salt Lake City 84108  
**COST:** \$20 members and non-members / FREE for students  
**SOCIAL:** All attendees are invited to an optional social hosted by the U of U  
 MRED program following the Shark Tank event.

**\*\*\*You must register for this event. Student can attend at no charge, however you still must register.**

**About the Program**

The Utah Real Estate Challenge (UREC) is a real estate development plan competition for students throughout the state of Utah. The competition fosters the understanding of real estate development at the college and university level by giving students a chance to organize, direct, and present a plan to develop a real estate project to a panel of judges.

Now that the judges have weighed-in, we will throw the teams into our own "Shark Tank." The top two teams will pitch their project idea to the Shark Tank, a panel of local experts representing real estate equity and debt financing. Watch the experts quiz the project teams and learn about how finance professionals evaluate the financial viability of your projects.

Brian Rosander, ULI Utah's Young Leader Vice-Chair and an attorney specializing in real estate at Parsons Behle Latimer, will moderate the program.

**The Shark Tank**

- Flyn Dawson, Vice President / Sr. Relationship Manager in the Core Real Estate Banking Group at Zions Bank
- Ed Bailey, Managing Partner VCP Capital
- Rocky Derrick, Managing Director of Taylor Capital Group and the Mountain West Debt Fund
- Steve Sommers, Relationship Manager at Wells Fargo Bank Commercial Real Estate Group

**The Project Teams**

- University Station: Justin Earl, Nathan Erickson and Allen Argyle
- Eagle Mountain Storage: Craig Whiting and Dallas Reid

**TO REGISTER:**

- Download a registration form (on utah.uli.org events page) and fax it to 800-248-4585.
- Pick up the phone and call Customer Service at 800-321-5011.
- Go to utah.uli.org and click on "Events" to register online.

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 • **YOU MUST REGISTER FOR THIS EVENT ON OR BEFORE MAY 16TH.** •  
 • **WE WILL NOT BE ACCEPTING REGISTRATION AT THE DOOR.** •  
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Delivering the ULI mission at the local level depends on the generous support of ULI Utah Sponsors.

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