



## The State of Our District Council

The State of ULI Philadelphia is strong! This summer marks my "halfway" mark as Chair and it is exciting to bring you this good news.

By hosting the 2016 Spring Meeting we burst onto the national and global ULI scene and positioned ourselves for greater growth. ULI membership is nearly 40,000 worldwide and we are incredibly close to the psychologically-important number of **1,000 members**.

As you will see in one of the articles below, nearly all of our sponsors have renewed and we've added a few new sponsors, solidifying our **member engagement and fiscal sustainability**.

Programmatically we're headed for another terrific year. Major forums are being planned for Philadelphia (see September 27 story below and our biggest -- "Emerging Trends in Real Estate 2017" -- set for November 18), as well as the Lehigh Valley, Delaware, South Jersey and Central Pennsylvania. Keep a close eye on emails from [philadelphia@uli.org](mailto:philadelphia@uli.org) (and **make sure we are on your "safe senders" list**) so you don't miss anything.

We are also getting ready for a major staffing transition as our longtime (and only) Executive Director Susan Baltake will be leaving us to seek new adventures. I am working with a small team to interview the most qualified candidates and all will move forward seamlessly with the support of our other talented staff.

Rest assured that we are well-positioned, with your support, to strengthen the ULI brand and bring our mission to our members. I am always interested in hearing your feedback and new ideas, so please reach out to me at [afs@SITIOau.com](mailto:afs@SITIOau.com).

A handwritten signature in blue ink that reads "Antonio".

Antonio Fiol-Silva, FAIA  
Chair, ULI Philadelphia



## Capital Markets Luncheon in Wilmington on August 17

Learn about local commercial real estate capital market trends at this exclusive and open discussion luncheon in Wilmington on August 17. With \$300 million in CMBS loans nationwide coming due this year and the increasing cascade of regulations, **what is the outlook for commercial real estate capital markets?** Is there a shift in sentiment? Will asset managers change their allocations? Hear from panelists **John N. Taylor**, Managing Director, M&T Realty Capital; **Michael Margolis**, Senior Managing Director, Newmark Grubb Knight Frank; **Andrew**

**Manley**, Managing Director, Highbridge Advisors; and **Dean Pletz**, Vice President of Real Estate, The Onix Group. The panel will be moderated by **Jay White**, President, Apex Realty Advisors. Thank you to sponsors **M&T Bank** and Apex Realty Advisory. We are **limited to 25 attendees** so sign up today at [www.philadelphia.uli.org](http://www.philadelphia.uli.org).

## Lehigh Valley Outlook on September 7

The Lehigh Valley Planning Commission (LVPC)'s **BuildLV** report highlights the evolution of **housing types, new institutional development and quantifies commercial markets**. Learn **what to expect in the next 12-24 months**. Trends toward urbanization, the region's position as a **strategic inland freight hub**, and the global perspective will be presented.



Confirmed speakers are Michael Alderman, Vice President, **Liberty Property Trust**; Becky Bradley, Executive Director, **LVPC**; Rudy Husband, Resident Vice President at **Norfolk Southern**; Brian Knowles, investor and Founding Principal at **Lee & Associates of Eastern Pennsylvania**; Eric McAfee, Director of Community Planning, **LVPC**; Michael Rimer, Transportation Planning Specialist for Freight, **PennDOT**; Timothy J. Siegfried, **Norris, McLaughlin & Marcus**. Thank you to sponsor **Langan Engineering & Environment Services**. Interested in joining these sponsors? Contact [beshka.kandell@uli.org](mailto:beshka.kandell@uli.org). Registration is open at [www.philadelphia.uli.org](http://www.philadelphia.uli.org).

## Harrisburg Summer Tour and Happy Hour on September 15

Strawberry Square has been re-booted after 35 years with **\$25 million in redevelopment including a new 200,000-square-foot** master lease with the Commonwealth of Pennsylvania. Learn about three residential projects including **F@TT**, 15 apartments in a restored historic building; **SoMa on Third**, 14 apartments in 5 restored historic buildings along Third Street; and tour **The Flats at Strawberry Square**, 22-unit residential reuse project -- all led by Brad Jones, President and CEO of Harristown Development Corporation. Be one of only 50 people for this exclusive tour and **end-of-summer Happy Hour**. Registration is now open at [www.philadelphia.uli.org](http://www.philadelphia.uli.org).



STRAWBERRY  
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## 'Disruptive Technology, 10 Million People, and a Warmer Planet' on September 27

Registration is open for our first major forum of the "school" year. **How will the convergence of disruptive technology, demographics and environmental stewardship shape the destiny of the region?** What should we be doing now to enable businesses and communities to successfully adapt to change? What do future forces mean for policy tools such as planning, zoning, and long-term infrastructure investment?



Hear from award-winning **tech entrepreneur Felicite Moorman** on smart building technology; **Leslie Richards**, Secretary of Transportation, Commonwealth of Pennsylvania, on technology transfer and adaptations at the local, regional and state levels; and **Harriet Tregoning**, Principal

Deputy Assistant Secretary for the Office of Community Planning and Development, US Department of Housing and Urban Development, on the environmental drivers of density. This all-star panel will be moderated by **Barry Seymour**, Executive Director of the Delaware Valley Regional Planning Commission.

With great appreciation to **title sponsor Cozen O'Connor** and perpetual supporting sponsor **M&T Bank**. We still have room for **two more sponsors** with great benefits -- email [bridget.donovan@uli.org](mailto:bridget.donovan@uli.org). As always we will be offering CEUs for many professionals. Remember to sign up at [www.philadelphia.uli.org](http://www.philadelphia.uli.org).

## More Members-Only Added Value with Free Local Councils

Did you know that ULI has more than a dozen Members-only Councils where you can **engage with colleagues on shared issues**? Download the form at [www.philadelphia.uli.org](http://www.philadelphia.uli.org) and click on "Get Involved":

August 3: Technical Assistance Council  
August 11: Young Leaders Council  
August 19: Central Pennsylvania Regional Satellite Council  
August 23: Lehigh Valley Regional Satellite Council  
September 13: Delaware Regional Satellite Council  
Sept 14: Women's Leadership Initiative Summer Happy Hour  
Sept 15 Capital Markets and Development Councils (joint)  
October 6: Policy and Land Use Council  
October 14: Planning, Design and Construction Council

## Welcome to Our Newest Members

Welcome to: **Serge Brice**, Realtor, Country Home Real Estate, Inc.; **Gin Dawson**, Developer, Michaels Development Company; **Bryan Fenstermaker**, Executive Director, Passyunk Avenue Revitalization Corporation; **Michael Freedman**, President, Freedman Properties; **Thomas Gorman**, Senior Vice President, CBRE; **Hans Hesselein**, Principal, Apiary Studio, Landscape Architecture; **Owen Jones**, Vice President- Relationship Manager; **Christian Jordan**, Principal, PJA Architecture; **Fred Kaplan**, Director, WeiserMazars LLP; **Kevin Michals**, Managing Partner, Cross Properties; **Michael Phillips**, Partner, Obermayer, Rebmann, Maxwell & Hippel LLP; **Rachel Reardon**, student, The Wharton School, University of Pennsylvania; **Jeremy Sande**, Environmental Permitting Manager, SolarCity; **Thomas C. Yankanich**, Kreisler Miller.

## Thank You to All Sponsors -- Returning Friends & New Faces

**Annual Diamond Sponsors:** [Brandywine Realty Trust \(RENEWED!\)](#); [Langan Engineering & Environmental Services \(RENEWED!\)](#); [PECO/Smart Ideas \(RENEWED!\)](#); [Scannapieco Development Company \(RENEWED!\)](#).

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(RENEWED!); High Concrete Group (NEW SPONSOR!); Kitchen & Associates Architects (RENEWED!); SITIO architecture + urbanism (NEW SPONSOR!); The Flynn Company (RENEWED!); US Bank Commercial Real Estate (RENEWED!); Wallace Roberts & Todd.

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**Young Leaders Title Sponsors:** TD Bank (RENEWED!); TimHaahs (RENEWED!); Young Leaders Supporting Sponsors: The Daniel M. DiLella Center for Real Estate, Villanova University School of Business; W.S. Cumby (NEW SPONSOR!)

**Women's Leadership Title Sponsor:** Commonwealth Land Title Insurance Company (RENEWED!).

**Major Forum Sponsors:** Cozen O'Connor (RENEWED!); First American Title Insurance Company (RENEWED!); First Niagara Bank/Key Bank (RENEWED!); Liberty Property Trust; M&T Bank (RENEWED!); Morgan Lewis & Bockius.

## Deadlines, Related Events and Opportunities

**September 2:** Deadline to submit entries for **AIA Philadelphia's Design Awards Competition**, PEAPrize and Young Architect Award. And save the date for the Design Awards gala on October 19.

**September 15:** Join **innovative real estate developer and author Jonathan F.P. Rose** to hear about his new book, *The Well-Tempered City: What Modern Science, Ancient Civilizations and Human Nature Teach Us About the Future of Urban Life*. From 6-7pm at The Center for Architecture + Design, 1218 Arch Street, Philadelphia. Free - no registration required! Books will be available for signing.

**September 16:** **RFP deadline** for purchase and rehab of the **former Germantown YWCA** from the Philadelphia Redevelopment Authority. Plans should be sensitive to the building's historic context, façade preservation and sustainability. Details available at <https://www.philadelphiaredevelopmentauthority.org/rfps/prs-invites-proposals-purchase-and-rehab-former-germantown-ywca>.

**September 21-23:** Federal Reserve Bank of Philadelphia's biennial conference, "**Reinventing Our Communities: Transforming Our Economies**," at the Hilton Philadelphia Penn's Landing. See the full agenda and register at [www.philadelphiafed.org/roc2016](http://www.philadelphiafed.org/roc2016).

**September 29:** ULI Northern New Jersey's inaugural **Suburban/Urban Redevelopment Marketplace**, "**Real Places, Real Projects, Real Deals**," at the NJ Convention & Expo Center in Edison. This daylong conference will feature mayors and public officials as well as ULI Senior Fellows Tom Murphy and Maureen McAvey. See the full agenda and register at [www.nnj.uli.org](http://www.nnj.uli.org).

**October 24-27:** Head to Texas for **ULI's Fall Meeting, to be held in Dallas.** See the full schedule, speakers and everything else at <http://fall.uli.org/register/>.

ULI Philadelphia - the Urban Land Institute - online at [www.philadelphia.uli.org](http://www.philadelphia.uli.org)  
Please do not reply to this email. For assistance please contact us at [philadelphia@uli.org](mailto:philadelphia@uli.org)

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