

## NOVEMBER 2016 NEWS



**Urban Land Philadelphia**  
**Institute**

Serving Eastern and Central Pennsylvania, Southern New Jersey, and Delaware

## Meet ULI Philadelphia's New Executive Director, Laura Slutsky



I'm delighted to welcome Laura Slutsky as our new Executive Director. Laura is returning to her native Philadelphia from the New York City Department of Housing Preservation and Development (HPD), the largest municipal housing finance agency in the country, where she developed and managed a portfolio of preservation finance programs as Executive Director for Green Preservation Initiatives. Prior to joining HPD, Laura served as Deputy Director for Policy & Strategic Partnerships in Mayor Bloomberg's Office of Housing Recovery Operations. She has significant government, nonprofit and political experience, including having served as a Presidential Appointee at the U.S. Department of Housing and Urban Development, Florida's Deputy Field Director for the Obama presidential campaign, Policy Director for an education nonprofit, and on Capitol Hill in the office of then-Senator Joe Biden.

Laura holds a master's degree in Public Administration from the Fels Institute of Government at Penn, and a bachelor's degree from Cornell. I've enjoyed getting to know her during the hiring process, and am sure you will enjoy working with her as well. Laura may be reached at [laura.slutsky@uli.org](mailto:laura.slutsky@uli.org). Laura and I look forward to seeking your input as we prepare for a new Five-Year Strategic Plan -- stay tuned for more.

Many of you just returned from the ULI Fall Meeting in Dallas, where many exciting ideas, research and projects were discussed. Read our round up [here](#) or share your feedback by emailing us directly or on our social media platforms.

Have you secured for our biggest forum of the year, "Real Estate Forecast 2017," on November 18 at The Union League? Be sure to register online at [www.philadelphia.uli.org](http://www.philadelphia.uli.org) before we're sold out.

Nearly all of what we do is based on your input and feedback so keep reaching out to me at [afs@SITIOau.com](mailto:afs@SITIOau.com) -- and see you at our next event!

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

Antonio Fiol-Silva, FAIA  
Chair, ULI Philadelphia



**Special Pre-'Forecast' Cocktail Party at the Sales Office at One Riverside**



Join ULI colleagues for an **intimate Members-only** reception the evening before our biggest conference of the year - "Real Estate Forecast 2017." Enjoy informal and off-the-record conversation, delicious food and drinks, and see a new model home.

**Open to the first 50 Members! For more information and to register [click here](#).**

## Registration Now Open for Our Biggest Event of the Year: 'Real Estate Forecast 2017'

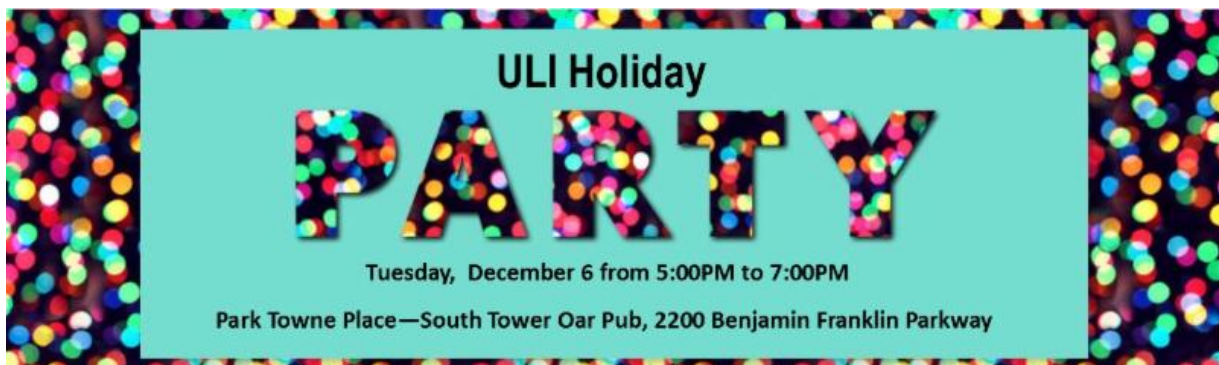
Get no-nonsense insights from leading experts on the biggest trends and what to expect in 2017 and beyond. **Mitchell M. Roschelle**, National Business Leader, Real Estate Business Advisory Services for **PricewaterhouseCoopers**, will present Emerging Trends in Real Estate 2017. Learn where to invest, which sectors and markets offer **the best prospects**, sources and flows of equity and debt capital, sector

opportunities and **which to avoid, rankings and assessments** of a variety of specialty property types, impact of social and political trends on real estate, and how and why locational preferences are changing. Each attendee receives a free copy. Then hear a panel of experts on **trends and innovations impacting regional real estate** over the next ten years including **Andrew Garnar-Wortzel**, Principal, Strategy Director, Consulting Practice Area Leader, **Gensler** (NY); **Douglas J. Green**, Managing Principal, **MSC Retail**; and **Jennifer S. Vey**, Fellow and Co-Director, Bass Institute on Innovation and Placemaking, **The Brookings Institution** Metropolitan Policy Program. The panel will be moderated by **Stephen P. Mullin**, President, **Econsult Solutions**.

Thank you to our returning title sponsors **Key Bank** and **First American Title Insurance Co.**, plus supporting sponsors *Ballard Spahr*, *M&T Bank* and *RSM*. Space is filling up so register online quickly at [philadelphia.uli.org](http://philadelphia.uli.org). **ULI members receive a discount on registration.**



**Emerging Trends in Real Estate®**



## ULI Holiday Party

Mingle with ULI colleagues and friends while enjoying hors d'oeuvres and unlimited beer and wine. Don't miss out on our most popular networking event of the year - no program, no speakers, just fun. This event sells out every year so make sure to register [here](#).



## Shark Tank Registration is Open

Tailored after the popular TV show, and following the huge success of Shark Tank at ULI Fall Meetings, ULI Philadelphia is bringing together expert money and real local deals, including a panel of "sharks" moderated by **Anthony Rimikis**, Brandywine Realty Trust, to evaluate the proposals, and offer the audience a look behind the closed doors of an investment committee.

Thank you to our event sponsor **Earp Cohn P.C.** Don't miss this inaugural event, register [here](#).

## Welcome New Members!

**Welcome to Our Newest Members:** **Roger Brush**, President, Gibraltar Capital and Asset Management; **Maple Chen**, Acquisitions Associate, Resource Real Estate; **John Christen**, Commercial Mortgage Group, KeyBank Real Estate Capital; **Matthew Cofone**, Project Executive, The Rock Brook Consulting Group; **David Curtis**, Principal, Maneto Strategies LLC; **Nicoletta De Simone**, Acquisitions Analyst, Toll Brothers Apartment Living; **Dan Dean**, Real Property Capital, Inc.; **Eric Detweiler**, Student, Wharton School of Business; **Chad Dixon**, AICP, PP, Regional Manager, RETTEW Associates; **Robert Dransite**, Vice President, Wells Fargo Bank; **Brenner Green**, Owner, Real Property Capital, Inc.; **Kevin Hollenbeck**, Project Designer, HOK Architects; **Warren Horvath**, Vice President - Capital Markets, Michaels Development Company; **Wesley Hung**, The Wharton School ; **Martin Majcher**, Project Architect, Heckendorn Shiles Architects; **Thu-Huong Nguyen**, Student, The Wharton School; **Aviad Oren**, MBA Student, The Wharton School; **James Ronon**, Managing Partner, Cheswold Real Estate Group; **Matthew Ryan**, Real Estate Analyst, Miller Investment Management; **Michelle Santoro**, Director-Business Development, Skanska USA Building Inc.; **Brian Simel**, Student, Wharton Business School; **Lester Simpson**, MBA Student, Wharton; **Suzanne Singletary**, Interim Associate Dean, New Academic Initiatives, Philadelphia University; **Daniel Sirotkin**, Student, Wharton School of Business; **Daniel Tedesco**, MBA Intern, CRH; **Michael Willey**, Associate, Patterson Woods & Associates LLC; **G. Stephen Williams, Jr.**, Vice President, Commercial Banking Services, Wells Fargo; **Alexandra Zeuli**, Finance Associate, Toll Brothers; **Marc Zollinger**, Real Estate Analyst, Miller Investment Management.

## 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."

## Call For Mentors



We are currently accepting applications for a year-long mentoring program designed to develop emerging talent in real estate and foster mutually beneficial relationships within ULI. Our Young Leaders Council will **pair younger ULI members with more experienced members, based on shared interests, backgrounds, and goals.** Each match will meet at least four times a year at their convenience for lunch, coffee, after work, or at a ULI program or event. **Interested?** Apply

at <http://philadelphia.uli.org/get-involved/young-leaders/mentorship-program/> before the **November 15 deadline.**

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

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

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**Young Leaders Title Sponsors:** [TD Bank](#); [The Daniel M. DiLella Center for Real Estate](#), [Villanova University School of Business](#); [TimHaahs](#);

**Young Leaders Supporting Sponsors:** W.S. Cumby.

**Women's Leadership Title Sponsor:** [Commonwealth Land Title Insurance Company](#).

**Major Forum Sponsors:** [Cozen O'Connor](#); [First American Title Insurance Company](#); [Key Bank](#); [Liberty Property Trust](#); [M&T Bank](#).

## Deadlines, Related Events and Opportunities

**November 9-12: Design on the Delaware** is again partnering with NeoCon East to present a world class conference and trade show at the Pennsylvania Convention Center. Tours will be offered all day on November 11 and there will be an all day Emerging Professional's Day on November 12. Program and registration at <https://aiaphiladelphia.org/design-delaware-0>

ULI Philadelphia - the Urban Land Institute - online at [www.philadelphia.uli.org](http://www.philadelphia.uli.org)

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1818 Market Street, Suite 3300, Philadelphia, PA 19103

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