



Urban Land Institute Philadelphia

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

Change is in the Air: Global Fall Meeting in Dallas, plus 'Real Estate Forecast 2017'

Check your mailbox this month for the arrival of our 2016-2017 **Membership Directory and Annual Report**, a handy book that will enable you to connect and engage in furthering ULI's mission.



Later this month more than 6,000 colleagues will convene at the **ULI Fall Meeting in Dallas**, October 24-27. The Hon. George W. Bush and Roger Staubach, JLL Americas, are just a few of the speakers you will see online at www.fall.uli.org as well as all who are registered. As in past years there will be a special reception for those attending from the Northeast Corridor on the evening of October 26 -- free but you have to register in advance at <https://my.uli.org/events/details/12adbbf5-f2f6-4bdd-875d-d4b630e32038>.

Get ready for our biggest forum of the year, "**Real Estate Forecast 2017**," on November 18 at The Union League -- registration is open and we always sell out, so don't miss it.

A change in staff leadership takes place on October 17th, when Laura Slutsky takes the reins as the new Executive Director of ULI Philadelphia, and we say farewell to our longtime (and first) Executive Director, Susan Baltake, as she leaves for new adventures. Please join me in wishing Susan all the best, and in thanking her for her defining tenure as she helped cultivate ULI Philadelphia from a start-up to the formidable network it is today. Look for a profile of Laura in next month's newsletter, we have rousing plans underway for expanding upon the sturdy foundations and dynamic membership of our Council!

Nearly all of what we do is based on your input and feedback so keep reaching out to me at 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

New Member Breakfast Oct. 20

If you are a new member or a long-term member who wants to become more engaged in ULI, join our next breakfast on October 20 at the eclectic offices of The Flynn Company, 1621 Wood Street, Philadelphia. **FREE!** Space is limited, email Bridget.Donovan@uli.org.



Welcome to Our Newest Members: **Michael App**, Director of Architecture, Timothy Haahs & Associates, Inc.; **Adam Goldberg**, Staff Scientist, Langan Engineering & Environmental Services; **Tia Harris-Wilson**, Producer, Aon; **Matthew Henry**, Managing Director, Chatham Financial; **Eric Hoffman**, Real Estate Analyst, JP Morgan Asset Management; **Timothy Jones**, General Counsel, The Commonwealth Group; **Lynn Laurent**, Business Services Officer - CRE, BB&T; **Stacey Mosley**, Founder & CEO, FixList; **Eric Popp**, student, New York University; **Christopher Soto**, Manager, Audit & Accounting, Kreisler Miller; **Mary Tracy**, President, Scenic America.

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

It's back and bigger than ever and is sold out every year! Don't miss our **17th annual emerging trends conference, "Real Estate 2017,"** on November 18 at The Union League.

Get no-nonsense expert 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 **Pricewaterhouse-Coopers** (pictured at right) 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** (retail value \$49.95) of this robust study by PricewaterhouseCoopers and ULI, based on hundreds of industry leader interviews and surveys.



Emerging Trends in Real Estate®

Then hear a panel of experts on trends and innovations impacting regional real estate over the next ten years with **Andrew Garnar-Wortzel**, Principal, Strategy Director, Consulting Practice Area Leader, with **Gensler** in New York, focusing on innovative workplaces with a broad perspective of what companies are planning next; **Douglas J. Green**, Managing

Principal, **MSCRetail**, on retail innovations driving real estate trends; and **Jennifer S. Vey**, Fellow and Co-Director, Bass Institute on Innovation and Placemaking, The **Brookings** Institution Metropolitan Policy Program, on competitiveness and quality of life of older industrial cities and metros in the next economy, especially innovation districts. The panel will be moderated by **Stephen P. Mullin**, President, Econsult Solutions.

Thank you to our returning title sponsors **First Niagara Bank/Key Bank** and **First American Title Insurance Co.**, plus supporting sponsors *Ballard Spahr*, *M&T Bank* and *RSM*. We will be capped at 500 registrants so register online quickly at www.philadelphia.uli.org.

If you are a sponsor please remember to verify your complimentary registrations with bridget.donovan@uli.org, and get "a little more visibility and a little more legroom" by being a table host.

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 and click on "Get Involved":

October 5: Technical Assistance Council
October 6: Policy and Land Use Council
October 11: Delaware Regional Satellite Council
October 13: Young Leaders Council
October 13: Planning, Design and Construction Council
October 18: Scholarship Council
October 19: South Jersey Regional Satellite Council
October 21: Central Pennsylvania Regional Satellite Council
October 25: Lehigh Valley Regional Satellite Council
November 19: Women's Leadership Initiative Council
November 16: NEXT Philadelphia Council
January 19: Capital Markets Council
January 19: Development Council



Call For Mentors and Mentees

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 pair 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 1 deadline.



We are soliciting proposals from savvy real estate entrepreneurs to **pitch development projects at ULI Philadelphia's inaugural Shark Tank**. Chosen presenters will gain exposure to industry professionals including a wide array of lenders, private investors, developers, architects, and others who could provide both capital and expertise to help bring their project to fruition. Candidates will be chosen based on real estate development experience, the ability to make a concise and captivating presentation, an active and interesting deal, and a healthy sense of humor. **The Shark Tank program will be held later this year, and proposals are due by October 28. Interested?** Contact Young Leaders Council co-chair **Matt Wittemann** at 610.328.5353 or mwittemann@cumby.com.

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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Architects; Kaplin Stewart; Klehr Harrison; Kreisler Miller; Land Dimensions; LCOR; LF Driscoll; MacIntosh Engineering; Manko Gold Katcher & Fox; Newmark Grubb Knight Frank; NORR/formerly Environetics; Pennoni Associates; Saul Ewing; T&M Associates; The Harman Group; Walker Parking Consultants; Wohlsen Construction.

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

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

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

Deadlines, Related Events and Opportunities

October 19: Pre-submission conference at 10:00am for Philadelphia Redevelopment Authority for competitive **proposals to purchase and develop the parcel at 800-830 Vine Street**, Philadelphia. Currently a surface parking lot, the parcel is zoned for high-rise development and could include a broad range of uses. All proposals will be due by December 14 and applicants may upload or send submissions at www.philadelphiaredevelopmentauthority.org.

October 19: The 2016 **AIA Philadelphia Design Awards Gala**, celebrating architecture, architects, leaders, rising stars and advocates. From 6-9pm at the Kimmel Center. More at <http://aiaphiladelphia.org/events/2016-aia-philadelphia-designawards-gala>

October 24-27: Everything's bigger in Texas! **ULI's Fall Meeting** is in Dallas this year. See the full schedule, speakers and the thousands already registered at <http://fall.uli.org>. And don't miss the **free reception for all ULI attendees from the Northeast Corridor** on October 26. Sign up at <https://my.uli.org/events/details/12adbbf5-f2f6-4bdd-875d-d4b630e32038>.

November 4: "**Building on our Strengths -- Investing in Greater Philadelphia's Centers**," with a focus on available development sites, transit-oriented development, and centers-based investment, presented by the Delaware Valley Regional Planning Commission at the Chemical Heritage Foundation. \$25 cost includes breakfast and lunch! See the full agenda and register at www.dvrpc.ticketleap.com/centers.