

2013 ULI
SPRING
MEETING

INNOVATE

REAL ESTATE

MAY 15-17, 2013 • SAN DIEGO, CALIFORNIA

Join us for this major global real estate conference, May 15–17, 2013, in San Diego.



New Solutions.

Get practical solutions in residential, retail, industrial, office, and resort development, as well as the latest thinking on cutting-edge topics affecting every sector of real estate.

New Models for Success.

Get a behind-the-scenes look at innovative developments during mobile workshops and special-interest tours on Tuesday, Wednesday, and Thursday.



New Relationships.

Connect with industry leaders during interactive sessions and special networking events.

Industry leaders from every sector of real estate will be there.

View the attendee list and register at www.ulispring.org.

2013 ULI SPRING MEETING PROGRAM

WEDNESDAY, MAY 15

1:30 P.M.–2:45 P.M.

Opening General Session

Noted futurist **Paul Saffo** will kick off the meeting as part of a panel discussion on how to harness innovation for short- and long-term gain.

3:00 P.M.–4:30 P.M.

Town Hall Sessions

- ▶ Cities as the Next Innovation Engines
- ▶ Resilience: How to Bounce Back
- ▶ Boomers and Gen Y: The Barbells of the Market
- ▶ Healthy Communities: Innovating New Live/Work/Play Spaces

5:00 P.M.–6:00 P.M.

General Session

Geoff Colvin of the *Economist* will explore the current state of the economy and what it means for real estate.

6:00 P.M.–7:00 P.M.

Full Member Reception *(Full members only)*

EVENING

Council Dinners *(Council members only)*

THURSDAY, MAY 16

7:30 A.M.–4:00 P.M.

Council Meetings *(Council members only)*

Concurrent Sessions

9:00 A.M.–10:15 A.M.

- ▶ Succeeding in Secondary Markets: Real Examples of Success Outside the Core
- ▶ Retail in the Gen-Y Era: How Can Investors and Developers Respond to a Dramatically Changing Sales Experience?
- ▶ Winning Cities: What Magic Separates Them from the Rest?
- ▶ How Technology Is Changing the Workplace: What It Means for Real Estate and Infrastructure
- ▶ DNA of Place: How Cities Evolve and Reinvent Themselves, and How You Can Get a Vision for Growth

10:45 A.M.–12:00 P.M.

- ▶ Capital Migration: Investing in Emerging Niche Strategies
- ▶ Cross-Border Development: It Works Both Ways
- ▶ Profiting from Innovation

- ▶ The San Diego–Tijuana Mega-Region: Laboratory for Innovation and North American Competitiveness
- ▶ Is Micro-Development the New Macro?

1:00 P.M.–2:15 P.M.

- ▶ Innovative Tools for Financing Public/Private Partnership Deals
- ▶ Pop! Real Estate Development as Art
- ▶ Breaking Through: Innovation, Opportunity, and Transformation in Mexico
- ▶ The Way We Work: The Role of Real Estate in a Knowledge-Based Economy
- ▶ Building Vertical in a Horizontally Minded Community

2:45 P.M.–4:00 P.M.

- ▶ The Next Best Bet: Making the Case in a Capital-Constrained Market
- ▶ Health Care Consolidation and Decentralization: Land Use Perspectives on the Development of Wellness Facilities
- ▶ The Impact of Expansion of the Panama Canal on Your Town, Your Business, and Global Logistics
- ▶ New Tools for Community Engagement in Real Estate
- ▶ Catalyst for Growth in Urban Pockets: How Creative Developments Create Change around Themselves

4:30 P.M.–6:00 P.M.

General Session: What's on the Housing Horizon?

J. Ronald Terwilliger, chairman emeritus of Trammell Crow Residential, will moderate a panel discussion of the Bipartisan Policy Center's recently released recommendations and the impact these changes to federal housing policy will have on the future of the housing industry. The panel will include: **Ed Brady**, president of Brady Homes; **Henry Cisneros**, former secretary of the U.S. Department of Housing and Urban Development; and **Nicolas P. Retsinas**, director emeritus of the Joint Center for Housing Studies at Harvard University.

6:00 P.M.–7:30 P.M.

Cocktail Reception on the USS *Midway* *(Open to all attendees)*

7:30 P.M.–10:00 P.M.

Trustees and Leadership Dinner *(Invitation only)*

FRIDAY, MAY 17

8:00 A.M.–9:00 A.M.

General Session

Capital Markets: Who Has the Capital and Who Is Getting It

Hear about the latest trends in capital flow from leading lenders and users.

9:30 A.M.–11:00 A.M.

Case Studies and Solutions, Presented by ULI Council Members

- ▶ With Retail Centers in a Tailspin, How Do Investors and Developers Respond?
- ▶ Multifamily 3.0: Value-Add Strategies That Are Working Today
- ▶ Builder and Developer Partnerships: Innovative Solutions to Improve Profitability
- ▶ What's Now and What's Next in Industrial Properties
- ▶ Lifestyle Living: How At-Home and At-Play Are Trending
- ▶ ULI's Role as a Disaster Second Responder: Past, Present, and Future
- ▶ The Future of Housing and Transportation in America: Where Are We Going?

11:30 A.M.–12:30 P.M.

Closing General Session

Former U.S. Senator **Kay Bailey Hutchison** will draw on her two decades of experience in the Senate to close the meeting by sharing insights on the value of innovative leadership during difficult times.

1:00 P.M.–4:00 P.M.

ULI Beach Fest at the Del *(Optional ticketed event)*

View a complete program and register at www.ulispring.org.

PLATINUM SPONSORS



Registration Rates

(\$200 additional after April 12, 2013)

This is a ULI members-only meeting, but nonmembers may join ULI at the time of registration. To register, visit www.ulispring.org or call 1-800-321-5011.

\$1,050 ULI Member
\$450 Government, Academic, Nonprofit, Young Leader, or Retired Member
\$200 Student Member