



2014 CAPITAL MARKETS

Please join ULI South Carolina on September 29 – 30, 2014 at the Sanctuary Hotel for the 6th Annual Capital Markets Conference.

Each year more than 300+ investors, developers, lenders, owners, elected officials, attorneys, architects and builders come together at the Sanctuary Hotel on Kiawah Island to connect with peers, source deals and learn more about the strategies and trends that are driving real estate investment in our region.

The broad knowledge base and diverse expertise will provide invaluable take home value for you and your business. Over the past 6 years, this program has evolved into the premier Capital Conference in the southeast. Programming will focus on what works, where and how new partners will be found and how successful deals are structured.

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PROGRAM HIGHLIGHTS

The Millennial Generation's Influence on Real Estate Demand

Across the globe, millennials represent more than 87 million of tomorrow's future leaders. Knowing their preferences is a must for anyone planning or developing new communities. Their habits and preferences are poised to change the way we interact, shop, share information and live.

The Cigar Factory

In 2007, the Historic Cigar Factory on Charleston's peninsula was purchased for \$20 million. In 2009, the bank failed and the FDIC shut down the line of credit and the project. Now under new ownership the site is poised for redevelopment. Plans for the 244,000-square-foot property at East Bay & Columbus streets call for a mix of commercial uses, including offices, restaurants, event space and retail stores. The first phase should be complete in the first quarter of 2015.

Entrepreneurs Panel

New to the Capital Markets Program, the panel will highlight some of the most innovative and creative strategies to raise money and build a fund. The panel will address how they have leveraged online platforms to expand the number of investors in real estate, how they have positioned themselves in the market and long term strategy for raising capital.

Investing in the Carolinas

Investors increasingly looking beyond some of the traditionally popular markets to secondary markets. As a result, North & South Carolina have become

increasingly attractive to investors & developers from outside the region. The expert panel will discuss how they have evaluated these opportunities. They will share insight about how they have evaluated opportunities, targeted product types and location.

Trends across the Housing Market

For several years, we have observed the explosive growth of the multifamily market. However, as the economy continues to strengthen, so has the demand for single family residential and the second home market. Strong regional economic growth is fueling growth across all housing types. What level of activity can we expect in the next 12 - 24 months? Where are investors seeing the greatest return?

Industrial Breakout

Demand for industrial space has been a bright spot in the economic recovery. The industrial sector is experiencing the strongest demand for space in five years. The industry is benefitting from benefiting from the explosive growth in online retailing, increases in international trade and a revival in domestic manufacturing activity.

Retail Breakout Session

The next five years are expected to bring more change to the retail industry than the past 50 years combined. Technological innovation paired with fast-changing customer habits are forcing organizations and leadership to think differently to meet consumer demands.

VISIT WWW.SOUTHCAROLINA.ULI.ORG FOR MORE INFORMATION AND TO SEE WHO IS REGISTERED.



Urban Land South Carolina Institute

Agenda: September 29, 2013

8:30AM Mobile Site Tour, Downtown Charleston

Sponsored by: 
PATTERSON
REAL ESTATE ADVISORY GROUP

11:00AM Registration & Networking Lunch
GRAND BALLROOM | SANCTUARY HOTEL | KIAWAH ISLAND

Sponsored by: 

12:30PM Welcome & Opening Remarks
Matt Norton, Attorney, K&L Gates, Program Chair

12:45PM keynote presentation: **The Millennial Generation's Influence on Real Estate Demand**
GREGG LOGAN, MANAGING DIRECTOR, RCLCO

1:30PM project spotlight: **The Cigar Factory**
Moderated by: Ken Grimes, Patterson Real Estate Advisory Group
William Cogswell, Manager, WECCO
Bryan Kane, VP Acquisitions, Federal Capital Partners
Tim Keane, Planning Director, City of Charleston
Jay Weaver, Founding Partner, Weaver Capital Partners

2:45PM breakout sessions
industry spotlight: **The Retail Sector**
Moderated by: Alan Freeman, Operating Partner, the Shopping Center Group
Herbert Ames, VP Southeast, EDENS
Ben Carter, Founder & CEO, Ben Carter Real Estate
Arthur J. Kepes, Executive Vice President & CFO, WRS Inc.

industry spotlight: **The Industrial Sector**
Moderated by: Matt Good, Vice President, Capital Advisors
Hal Johnson, Chief Development Officer, NAI Earle Furman
Perry Major, Vice President, the Covington Group
Michael White, Broker-in-Charge, Charleston Industrial, LLC

development tools: **How Tax Credits become Capital**
Moderated by: Chris Hemens, Director of Economic Development, Charlotte City Partners
John Boyd, Founder, Tax Credit Marketplace
Mark Cooter, Partner, Cherry Bekaert
Richard Few, Partner, Smith Moore Leatherwood LLP
Stuart Nofsinger, Partner, Dixon Hughes

4:00PM panel discussion: **Entrepreneurs Panel**
Moderated by: Tom Finnegan, MUSC
Pat Carroll, Founder & CEO, the Carroll Organization
Bryan Dally, Co-founder & CEO, Ground Floor
Ryan Knapp, Co-founder & Co-managing Partner, Middle Street Partners

Sponsored by: 

5:00PM Reception
THE GREAT LAWN | THE SANCTUARY HOTEL | KIAWAH ISLAND

Sponsored by: 

7:00 PM Speaker / Sponsor Dinner (*INVITATION ONLY)
CASSIQUE CLUBHOUSE | KIAWAH ISLAND

Sponsored by: 



Urban Land South Carolina Institute : Agenda: September 30, 2014

7:30AM Networking Breakfast

8:45AM Welcome & Opening Remarks

Phil Hughes, Founder & CEO, Hughes Investments, District Council Chair

9:00AM

panel discussion: **CEO Spotlight**

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Moderated by: Steve Navarro, CEO, the Furman Company
Ben Carter, Founder & CEO, Ben Carter Real Estate
Bob Faith, CEO, Greystar

10:00AM

panel discussion: **Trends in the Housing Market**

Sponsored by:



Moderated by: Matt Norton, Attorney, K&L Gates, Program Chair
Russ Davis, CEO & Founder, Davis Property Group
Bobby Julien, CEO, the Kolter Group
Chris Randolph, Managing Partner, Southstreet

11:00AM

panel discussion: **Investing in the Carolinas**

Sponsored by:



Moderated by: Alex Okulski, Engler Financial Group
Pam Beam, Vice President - SE Regional Director, GE Asset Management
Will Beam, Vice President Acquisitions, Heitman
David Ginn, President & CEO, Charleston Regional Development Alliance
Peter Stone, Vice President of the Fortress Credit Funds, Fortress Investment Group

12:00PM

Adjourn Regular Programming

