



Community Development Product Council 2016 Winter Symposium: Housing Affordability

Wednesday, February 10th, 2016 || Green Valley Ranch Golf Club, 4900 Himalaya Rd, Denver, CO 80249

Agenda

Wednesday, February 10th

- 10:00am- 10:10am:** Meet at Oakwood Homes main office, located at 4908 Tower Road, Green Valley Ranch.
- 10:15am- 11:15am:** **Tour of Oakwood Homes**
Includes inside look at Carriage house affordable model, and a neighborhood walk w/ planning and density discussion. Tour leaders include representatives from development team, sales team, and planning team.
- 11:30am- 11:45pm:** **Check in and seated lunch**
Enjoy a self-serve barbeque lunch with fellow council members, provided by the Green Valley Ranch Golf Club Restaurant.
- 11:45pm- 12pm:** **Welcome/Introductions and opening remarks from council leadership**
- Speaker: **Jeff Handlin**, President, Oread Capital & Development
Mark Nickless, General Manager, North Canyons Development Company

Nearly everyone in Colorado community development has faced a few common questions lately: (a) are for-sale and rental prices getting too expensive for the market?; and (b) is building entry-level/attainable homes the only way for the Colorado markets to recover to the long-term average for-sale building permit volumes? As a result, ULI Colorado's CDC leadership believe AFFORDABILITY is the most salient topic for the Council: not the 'government-mandated affordability', but rather the 'market-driven, high-volume' affordability business model the current market cycle is lacking.

How do the Colorado markets' Affordability compare to other national markets? How do we design entry-level products that appeal to the New Consumer (old and young)? How do we design and install amenities that allow the product to remain affordable? How do we identify those jurisdictions that are committed to "affordability-friendly" fees, raw water requirements, codes, etc.? And, could 'Affordability' be the silver bullet to finally kill the resistance to construction defect liability reform?

Join us as we do our best to find those answers – and crystallize some best practices in the process.



Jeff Handlin is the President of Oread Capital & Development, a Denver-based company that acquires, develops, and manages large-scale residential and mixed-use communities. In addition to holding investments in residential communities in Florida, in December 2011, Oread Capital partnered with Wheelock Street Capital to acquire and manage the Anthem Colorado master planned community in Broomfield, Colorado. In addition to Anthem Colorado, Oread Capital acquired and operates additional residential communities in the Colorado market, including the 1,000-acre Rocking Horse master plan in Douglas County (with Wheelock Street Capital), and two Boulder County communities, Provenance and Somerset Meadows. Prior to founding Oread Capital & Development, Mr. Handlin served in executive roles at recognized national homebuilding and real estate development companies including: Founding Partner of Starwood Land Ventures; Officer and National Vice President for M.D.C. Holdings, Inc., the parent company of Richmond American Homes; and Vice President with Taylor Woodrow (currently known as Taylor Morrison).



Mr. Nickless has over 20 years of experience in community development. Mark Nickless manages the overall vision and implementation for The Canyons community including entitlements, design, marketing, negotiations and development work. Mr. Nickless is accountable for architectural product development overall marketing and sales coordination, financial modelling, land development, and permit approvals. Mr. Nickless has a breadth of knowledge in entitlement strategies and directing the internal and external design and development teams. Mr. Nickless has obtained full entitlements on over 10,000 home sites and 7,000,000 square feet of commercial development. Prior to The Canyons, Mr. Nickless was a project manager for a local homebuilder and the Development Manager at The Meadows while working for Castle Rock Development Company. Mr. Nickless has a BS in Civil Engineering from the University of Colorado and is a registered Professional Engineer in the State of Colorado and is a LEED AP through the United States Green Building Council.

12pm-12:30pm:

Session 1
National Update and Market Overview

Speaker:

Todd LaRue, Managing Director, RCLCO



Todd joined RCLCO in 2004 and leads our Austin, Texas office. Todd manages and directs engagements for developers, land owners, investors, and public sector entities seeking strategic development, investment, and/or planning advice regarding their real estate. His work has included consulting for numerous types of large-scale master-planned communities, high-rise mixed-use developments, resorts, and commercial developments throughout Texas, the Southeast, and Mexico. For these engagements, he conducts highest and best use analyses, market opportunity analyses, consumer research, economic development assessments, financial analyses, fiscal impact analyses, metropolitan

growth trends analyses, and various other analytical tasks to help guide clients' planning decisions and development strategies.

12:30pm- 1pm:

Session 2

Colorado Housing Affordability Overview

Speaker:

John Covert, Regional Director, Metrostudy



John Covert, Director of Metrostudy's Colorado-New Mexico Region, has been researching and analyzing housing markets since 1999. He regularly meets and consults with many of the top homebuilders in Colorado, as well as with lenders, developers, investors, suppliers, utilities, school districts, and local governments concerning trends in the local economy and their effect on the real estate market. John launched Metrostudy's office in the Denver/Colorado Springs market during the fall of 2001, and is responsible for all operations there including surveying, consulting and managing local client relationships. In the spring of 2004, he opened Metrostudy's market research and consulting practice in the Albuquerque and Santa Fe markets.

1pm- 1:45pm:

Session 3

Cost Effective Density and Design

How do you create product with the appropriate density, and how do you construct it effectively while controlling costs?

Speakers:

Carl Koelbel, Development Associate, Koelbel & Co. (Moderator)

David Bracht, President, Colorado Division, Oakwood Homes LLC

Chetter Latcham, President, Shea Homes Colorado

Moderated by: **Eliot Hoyt**, Principal, Valley Crest Design Group



Carl Koelbel is currently working at Koelbel & Company where he carries on a three-generation tradition of real estate development in the Denver Metro area. His primary focus is on development of land currently held by the firm as well as identifying and securing future development opportunities. Additionally he started the Koelbel Urban Homes division which focuses on developing for-sale, infill homes. He also works extensively developing affordable housing in Colorado. In under 5 years Koelbel and Company will have delivered over 300 units of affordable housing in five different projects. Before joining Koelbel and Company Carl received his Masters of Business Administration with a concentration in Real Estate and Finance from the University of Colorado in Boulder.



As Denver division president, Bracht is responsible for all homebuilding operations in Denver including sales, construction purchases and land acquisitions and development. David joins the Oakwood Homes team as a 25-year veteran of the homebuilding industry, with 16 years in the Denver market. Bracht most recently was the Midwest regional president for the Drees Co. in Fort Mitchell, Kentucky. At Drees, he drove revenue growth, improved operating efficiencies to maximize regional growth and grew the region with strategically targeted land acquisitions. Prior to Drees, Bracht was the division president for Lennar in Colorado, where he managed statewide operations for five years.



Chester T. “Chetter” Latcham is President of the Colorado Division of Shea Homes. In this capacity, he oversees the build-out of the master-planned communities of Highlands Ranch (22,000-acres), Reunion (3,000 acres in Commerce City), and Stepping Stone (300 acres in unincorporated Douglas County), as well as other new home communities throughout the greater Denver metropolitan area. Before becoming President in 2002, Chetter was VP of Shea Properties for four years supervising all commercial development for the Division. Under his tenure, Shea Homes Colorado has built over 4,700 homes and 1.5 million square feet of commercial projects; and has acquired 3,400 acres of land and over 1 million square feet of commercial property.



Eliot Hoyt is a project leader at ValleyCrest Design Group, with expertise in project management, urban design, and planning for resort and new community developments. In addition to his planning experience, Eliot has an MBA from University of Colorado Denver (UCD), and has worked as a market and financial analyst for real estate projects across the country. As a part of the Brickman ValleyCrest Companies, a \$2 billion landscape services company, the ValleyCrest Design Group has access to expertise in construction, maintenance, tree propagation and care, golf course design and more; enabling the design team to provide unparalleled services to its clients. With projects across the U.S. and in select foreign markets, Eliot has worked on master planned communities, warm and cold weather resorts, industrial parks, mixed use centers, and urban redevelopments.

1:45pm- 2pm:

BREAK

2pm- 3pm:

Session 4
Regulatory Issues

Learn which jurisdictions are welcoming affordable product and which aren't.

Speakers:

Cherie Talbert, Senior Vice President, Home Builders Association of Metro Denver

Robert Detrick, Partner, Husch Blackwell

Moderated by: **Jeff Handlin**, President, Oread Capital & Development



Chérie Talbert is the Senior Vice President of the Home Builders Association of Metro Denver as well as the Executive Officer of the Metro Housing Coalition Political Committee. She manages and directs HBA advocacy and political strategy throughout 8 counties and 34 municipalities within the metro Denver region. Chérie has an unprecedented record of advocating one of the most complicated issues the residential home building industry faces – construction defects. She has tirelessly taken on this state preempted issue by working through local municipalities. To-date, 2.3 million Coloradans now live in communities that have prioritized attainable housing through construction defect reform measures. Additionally, Cherie advocates and lobbies daily for industry issues that include but are not limited to impact fees, tap fees, stormwater regulations, architectural design standards, zoning codes, administrative approvals, IHO's, residential fire sprinklers and more. Prior to her tenure at the HBA of Metro Denver, she managed multiple Title 32 Metro and Special Districts and started her career as a Downtown Development Authority (DDA) Director and Downtown Manager of a city in West Michigan.



Bob Detrick focuses on real estate development and transactions, with an emphasis on master-planned communities, resorts, other mixed-use projects and healthcare facilities. A member of the firm's Real Estate, Development & Construction industry team, he has extensive experience in acquisitions, annexations, zoning and other development approvals, construction, financing, leasing, marketing and the operation of residential and nonresidential projects. In addition, Bob frequently represents hospital systems and physician groups in connection with acquisition, development and leasing matters.

3pm- 3:45pm:

Session 5

Breakout Sessions: Amenities and Affordability

Breakout Session 1: Urban Amenity Design and Affordability w/ Jonathon Alpert

Breakout Session 2: Changing Nature of Active Adult Components/amenities w/ Mark Nickless

Breakout Session 3: Suburban Amenity Design and Affordability w/ Denise Hogenes



Jonathan Alpert was born and raised in Denver, beginning his real estate career in 2003 as a retail broker for Sullivan Hayes. He then went to work as a project manager for Shea Properties (one of the largest private developers in the country) where he specialized in mixed-use and retail development. While honing his craft over the last 12 years through real world experience and tireless research, Jonathan created Imagine Infill to pursue his dream of building urban, energy efficient, design driven homes for cultural-creatives and city dwellers. Under the Imagine Infill brand, he developed and sold the award-winning Sustainable Stuart, a LEED Gold-certified, two-family residence with many green features, and truly innovative design. Jonathan is a partner at TreeHouse Brokerage & Development, where he is currently building FRAMEWORK at Sloan's Lake, a LEED for Homes 28 unit townhome project and Lumina, a 61 unit luxury apartment project. Jonathan also works with his family, Alpert Corporation, on their land and community assets that stretch throughout metro Denver.



A master of both the art and science of community association management, Denise Hogenes serves as CCMC vice president for the western division, overseeing all CCMC communities in Colorado. Denise joined CCMC in 2008, as community manager for Anthem Highlands, Colorado. Under her exceptional leadership, the community was named 2010 Community Association of the Year by the Rocky Mountain Chapter of CAI. In 2011, she was promoted to community manager for Anthem Ranch, an active adult neighborhood in Broomfield, Colorado. In 2013, Denise was named CCMC director of client fulfillment for the central division. In this role, she was responsible for the training and development of eight community managers and their teams. Her goal was simple: build teams that can deliver the country's highest quality community management, amenity services and lifestyle programming. Prior to joining CCMC, Denise served as facilities manager for the city of Lafayette, Colorado.

3:45pm- 4pm:

BREAK

4pm- 4:45pm:

Session 6

Capital Markets: How are debt, equity and special district markets evolving with this evolving market cycle?

Speakers:

Scott Cox, Partner, IHP Capital Partners

Sam Sharp, Managing Director, Special District Group, DA Davidson

Ron Tilton, President, FirstBank of Denver

Moderator: **Randy Goodson**, CEO, Ranch Capital Real Estate and Accretive Investments



Scott Cox joined IHP in March of 2004 and is a Partner and member of IHP's Investment Committee. His primary responsibility is leading deal origination and asset management for the Midwest and East Coast from IHP's Virginia office. Prior to joining IHP, Scott was the Western Region Manager at Guaranty Bank where he was responsible for the bank's residential real estate lending in California, Phoenix, Salt Lake City and Las Vegas, as well as fund level financings, including IHP. Prior to his last nine years at Guaranty, his experience includes positions with Wells Fargo and Bank of America and a small homebuilder in Reno, Nevada. He is a Licensed Architect and worked for the Luckman Partnership, a LA-based large architectural firm, for three years. Scott received his undergraduate degree at California Polytechnic.



Sam Sharp leads the Special District Group of D.A. Davidson & Co., working primarily with Colorado Special Districts. Since 2001, this group has underwritten over \$3 billion in total bond principal for Colorado Special Districts and Urban Renewal Authorities, representing over 65% of the total underwritten in the last three years. A few sample clients of Mr. Sharp's include: Southglenn Metropolitan District, Central Platte Valley Metropolitan District, and Southlands Metropolitan District.



Randy Goodson specializes in the development, management and investment of mixed-use communities in Colorado in Southern California. Currently, Mr. Goodson is leading the development teams for Superior Town Center in the Town of Superior, Boulder County, Colorado (1400 homes and 1,000,000 sf of commercial/mixed use space) and Lilac Hills Ranch in the Town of Bonsall, San Diego County, California (1,746 homes, 200 assisted living units, 90,000 sf of commercial/mixed use). Prior to Accretive and since 1994, Randy worked initially as an asset manager and advisor to Leucadia National Corporation and then later as an officer of HomeFed Corporation.

4:45pm- 5pm:

Wrap Up!

5pm- 6:30pm:

Networking Reception, Green Valley Ranch Golf Club Restaurant & Bar