



**ULI Colorado: Community Development Council (CDC) - Summer Symposium
Wednesday, August 26, 2015**

Optional Tour 10:30am-11:30am || Program 11:30am – 5:00pm || Reception 5:00pm– 6:30pm
Midtown – Pecos at West 67th || Garden Shed Community Center (The Shed)

10:30am- 11:30am

Walking Tour of Midtown

We hope you will join us for an optional walking tour of Midtown, provided by Brookfield Residential. Please meet at the offices of Brookfield Residential, located in their model home at 1730 w. 67th Ave., Denver CO 80221, by 10:30am to begin the tour.

11:30pm– 11:45pm

Check-in and Lunch

Please arrive to The Shed (see attached map) at 11:30am for registration and council lunch. A healthy lunch is provided by Café Options.

11:45pm– 12:00pm

Chair’s Opening Remarks – INNOVATION!!

Innovation within Community Development and Building tends to happen during mature phases of real estate/economic expansions: (a) developers, designers, architects and community managers can afford to take chances in those times; (b) more buyers and renters are looking for homes, including those from diverse and new consumer segments; and (c) more competition from numerous new projects necessitates innovation in order to distinguish your projects from the ‘sea of sameness’. The ULI Colorado CDC leadership team has worked diligently to assemble an entire day of thought-provoking sessions with lots of ‘take-home, immediately implementable’ ideas. Our venue this time will be Midtown, which is entering its next phase of innovation: purposeful and ground-breaking segmentation, adding loads of new and different home types to an already-successful infill community. We hope you enjoy the day.

Speaker: **Jeff Handlin**, President, Oread Capital and Development
Chair ULI Colorado CDC



Jeff Handlin is the President of Oread Capital & Development, a Denver-based company that has acquired, developed, and operated some of the largest and most successful master planned residential and mixed-use communities throughout the Denver, CO and Boulder, CO area. 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).

12:00pm– 12:30pm

Local MPC Market Overview

Speaker: **John Covert**, Director Colorado/New Mexico Region 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.

12:30pm– 1:45pm

The National Case for Segmentation – Are you segmenting enough?

Great communities today are segmenting in increasingly sophisticated ways. This panel will address segmentation by house size, lot size, product type (SFD, SFA, TH etc.), lifestyle, rent vs. buy, life stage and overall psychographic characteristics of the target markets and provide some real time examples currently underway in Midtown.

Moderator: **Tim Sullivan**, Practice Leader, Meyers Group, San Diego, CA

Speakers: **Nick Lehnert**, Executive Director, KTG Y Architecture and Planning

Mitch Black, Principal, Norris Design

Perry Cadman, Vice President, Housing Operations, Brookfield Residential



Tim Sullivan has more than 30 years' experience in analyzing and valuing real estate development opportunities all over the United States and Latin America. He has developed the ability to interpret diverse statistics and trends and translate them into actionable plans. During his career, Tim was senior manager with KPMG Peat Marwick's National Real Estate Consulting Group before serving as principal of Hanley Wood Market Intelligence's Real Estate Consulting Practice and his own firm. He earned an MBA with a concentration in marketing and finance from San Diego State University, and a bachelor's degree in economics from University of California, San Diego. He also holds a MIRM (Member of the Institute of Residential Marketing) from the National Association of Homebuilders.



Nick Lehnert, as an Executive Director, brings to the KTG Y Group a wealth of knowledge on the building industry, an understanding of disciplined design that matches client and project objectives, as well as in depth market and consumer knowledge that helps the firm continue to develop and advance innovative residential design concepts. Lehnert helps the 300+ - person firm maintain a leadership role in the industry through an aggressive research and development program. He is active in strategic marketing/branding and business development efforts. Prior to joining KTG Y, Nick's 40-plus year career in home building includes: owner/ partner in marketing and sales disciplined companies as well as positions of vice president of strategic marketing and product development for Centex Homes, South Coast Division, and vice president of sales and marketing for KB Homes, Zellner Communities, and Distinguished Homes.....working with valued clients in creating enhanced architectural value, he keeps asking the question...."What if"....



Mitch Black enjoys leading a variety of land development, entitlement, design and construction projects. His practice has focused on master planning, site planning, landscape architecture, preparation of design guidelines and branding for mixed-use projects across the US and internationally. His ability to work effectively with both the public and private sectors allows for creating successful solutions for clients. As lead planner for Midtown, Mitch coordinated planning and entitlements for this new community northwest of downtown Denver that boasts modern architecture and a main street anchored by a cutting edge urban garden. Midtown is just one of many communities Mitch is involved with throughout the region. As a principal of Norris Design, Mitch is involved in day-to-day management and design of projects as well as the financial and strategic operations of the firm.



Perry Cadman, as the Vice President of Housing Operations for Brookfield Residential, oversees day to day operations including construction, purchasing, customer service, finance, information systems, sales and marketing. He works on long term strategic goals and mentor and coach department Directors. He assists in procuring outside financing and partnership relations including new and maintaining existing relationships, as well as managing legal issues and disputes. He has extensive involvement in land acquisition and product development with architects and planners.

1:45pm– 2:00pm

Break

2:00pm– 3:00pm

Roundtable Discussions – Design Innovation - These interactive round table discussions will address ways that our industry is pushing the edge of creative new design concepts for communities. Choose the discussion that interests you most and come prepared to participate in a lively discussion around these topics. The last 15 minutes of this session will be the Table Moderators from each session presenting key takeaways to the overall group.

Table One – The Healthy Community Initiative: Can Health Sell?
Moderator: Khanh Nguyen, Portfolio Director, Healthy Living, Colorado Health Foundation

Table Two – Product Innovation for Today’s Trends
Moderators: Nick Lehnert; Tim Sullivan (Bio’s above)

Table Three – Rentals for the Aging Boomer
Moderator: Jeff Bedard, Managing Partner, Providence Partners



Khanh Nguyen is the portfolio director for the Colorado Health Foundation. In this role, she leads the Healthy Living philanthropy team that focuses on reducing Colorado’s obesity rate by investing in nonprofits throughout the state. Previously, Nguyen served as a consultant for various local foundations including the Denver Foundation, Piton Foundation, and Caring for Colorado Foundation. Prior to consulting, she served as a program officer and director of the Colorado Grants Program for the Daniels Fund. Nguyen has a bachelor’s from the University of Denver, masters of Arts from the University of Colorado-Denver, and a law degree from the University of Denver.



Jeff Bedard has over 25 years of experience developing sustainable communities and buildings across the United States. He is the founder and managing partner of New Providence Company and Providence Partners, a mixed-use builder developer focused on developing resource efficient, sustainable, residential, retail, hotel and office projects in high-density urban locations. Jeff is also currently assisting the US Army to develop over \$7 billion of renewable energy projects throughout the continental US. Prior to founding Providence, Jeff was a partner with Continuum Partners; the developer of Belmar in Lakewood, CO which when originally constructed included the largest building integrated solar project constructed in the State of Colorado. While at Continuum Jeff was also the development director for the 125 acre Bradburn neo-traditional neighborhood in Westminster, CO.

3:00pm– 3:15pm

Break

3:15pm– 4:15pm

The Urban Infill Phenomenon – Denver is host to some of the best examples of large, exciting, demand driven urban mixed use projects. RINO, LoHi, LoDo, Highlands, Curtis Park and the list goes on. This panel will review some the areas most innovative projects and provide an overview of what's 'on the boards' and coming out of the ground now.

Moderator: **Eliot Hoyt**, Principal, ValleyCrest Design Group

Speakers: **Todd Wenskoski**, City and County Denver – Deputy Director, North Denver Cornerstone Collaborative

Chris Waggett, CEO, D4 Urban

Cassie Wright, Project Manager, Urban Ventures



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. He brings many perspectives to bear on every new project with his project management skills, abilities as an interpreter of complex content, and understanding of the business of real estate development.



Todd Wenskoski is the Deputy Director of the North Denver Cornerstone Collaborative (NDCC) and is charged with building collaboration between the city's internal and external teams who are working on the six major projects north of downtown Denver. In early 2013, Mayor Michael B. Hancock of Denver recognized the need to align all of the efforts in Globeville, Elyria and Swansea and River North under one coordinated vision as part of creating a world class city. The resulting North Denver Cornerstone Collaborative (NDCC) is a coordinated effort to ensure integrated planning and deliberate connections among the converging projects are taking place. Todd began his career working on large urban design and public space projects, most notably the 16th Street Mall Extension and Millennium Bridge at Riverfront Park in Denver, Colorado.



Chris Waggett has over 30 years' experience working in the UK, Continental Europe, Australia and for the past 9 years the USA, in both Development and Funds Management, with sector experience in industrial, business-park, CBD office, apartment, single family and master planned community development, as well as operational experience within the age-restricted/senior living sector. On February 1st, 2011, Chris joined established investors, Warren Cohen and Jim Frank, in the formation of "D4 Urban LLC" (*Denver Design District Development*, www.d4urban.com) as a Partner and CEO of a new, Denver based development company that focuses on sustainable, mixed-use, transit-orientated, urban development. Chris has been responsible for the establishment of D4 and securing its initial projects as catalysts for the redevelopment of the iconic ~67 acre, Denver Design District and associated properties. D4 intends that the project will become a model for sustainable urban development in Denver and the USA.



Cassie Wright is the Project Manager for Urban Ventures, LLC, and a real estate company that is dedicated to creating healthy, sustainable communities. In her position, Cassie works on all aspects of real estate development: from land acquisition to project construction. She tests the financial feasibility of projects, actively participates in the site planning and design processes, develops marketing and sales related materials and closely interacts with project partners. Additionally, Ms. Wright consults on real estate projects that focus on the relationship between the built environment and healthy living. Cassie holds a Master of City Planning degree from the University of Pennsylvania and a B.A. in Sociology/Anthropology from St. Olaf College. She is a LEED Green Associate with ten years' experience in urban planning, real estate development and environmental sustainability.

4:15pm– 4:45pm **Issues Affecting Community Development** – These quick overview panels will highlight current legislation and issues related to the MPC business. Come prepared with questions for these experts in their field.

Moderator: **Mark Nickless**, General Manager, Alpert Companies

Construction Defect – Quick Update

Speaker: **Amy Hansen**, Shareholder, Polsenelli

State Historical Preservation Office and Army Corps of Engineers – Changes in the Works

Speaker: **Rhonda Sandquist**, Shareholder, Brownstein Hyatt Farber Schreck



Mark 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.



Amy Hansen focuses her career on assisting clients who are developing raw land or underutilized properties and transforming them into thriving locations. Amy draws upon her experience to provide practical, business-minded approaches to sophisticated legal issues. Her knowledge and experience in working on the front lines of development projects translates into a unique insight for both developer and lender clients. Prior to joining Polsinelli, Amy worked with developers on the creation of governance structures for resorts, transit-oriented and other mixed-use projects, as well as master-planned communities.



Ronda Sandquist serves as a strategic advisor to clients on environmental, regulatory and legislative approaches for major projects and legal compliance. She also represents municipal entities and land development companies on approvals for complex projects and regulatory compliance. Ronda counsels owners and developers of major projects on environmental and natural resource permitting and regulatory compliance – the scope, magnitude and complexity of which often trigger federal environmental reviews under the National Environmental Policy Act (NEPA). She applies extensive knowledge of environmental frameworks and alternative compliance strategies throughout the project approval process.

4:45pm– 5:00pm

Wrap and Chair’s Remarks
Jeff Handlin, Oread Capital

5:00pm– 6:30pm

Council Reception (Generously sponsored by GeoLens)

ULI Colorado CDC Leadership team: Jeff Handlin, Oread Capital; Eliot Hoyt, Valleycrest,; Mark Nickless, Alpert Companies; Sandi Thomas, Sinclair McLean Inc.

Thank you to our reception sponsor:

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