



ULI Colorado: Multi Family Product Council - Winter Symposium
Wednesday, March 23rd, 2016

Panel Sessions 7:30am – 12:00pm

Location: Colorado Housing and Finance Authority (CHFA) || 1981 Blake Street, Denver CO

Project Tour 12:15pm – 1:15pm

Location: Broadstone Blake Street Apartments || 2120 Blake Street, Denver

7:30 - 7:45 am:

Check-in and Breakfast

Arrive by 7:30am to find your nametag and enjoy breakfast with your council members. Breakfast and panel sessions will take place in the Community Room of the Colorado Housing and Finance Authority. There will be staff support and signage to help direct you.

7:45 – 8 am:

Chair's Opening Remarks & Round Robin Updates

Opening remarks are provided by your Multi-Family Product Council Chairs. Time is provided for each council member to give a brief introduction and share anything they are currently working on of pertinence to this council. Please keep these short in the interest of the day's scheduled activities.

Speakers: **Scott Conrad**, Vice President, Swinerton Builders
Jeff Hawks, Principal, Apartment Realty Advisors (ARA)



Scott is Division Manager for the Swinerton Builders Colorado Division. He brings over 30 years of comprehensive construction experience and proven leadership and talent to Swinerton Builders. Scott began his career in the field managing a wide range of construction projects. He quickly progressed to leading teams responsible for work procurement, design management, construction operations and turnkey project development. He has been involved in over 80 different projects ranging from healthcare, retail, high-tech, hospitality, multi-family, office, transportation and government, including the design-build contract for the comprehensive renovation of the Pentagon. As Division Manager, Scott is responsible for the establishment of policies, procedures and performance standards required of each project team. His ability to identify and manage cost and schedule risks on complex projects is one of his greatest strengths. Scott provides leadership and technical expertise and ensures all client expectations are met and that each project is successfully completed.



Jeff Hawks is a 40-year veteran of the real estate brokerage business. He is a principal in ARA, Apartment Realty Advisors. ARA is the nation's leading Apartment only brokerage company with more than 9 Billion in sales over the last 12 months. Jeff and his partner Doug Andrews have been the top apartment brokers in Colorado over the last 22 years and have sold more Colorado apartment properties than any other broker in Colorado history.

8 - 8:45 am:

Session #1: Mayor's Affordable Housing Revenue Plan

Denver area home prices are soaring. Denver's City Council and the Mayor's Office have begun constructing a plan to accelerate the pace at which affordable projects are constructed and current affordable housing options are preserved. Join us to learn about Denver's Affordable Housing Revenue Plan, a joint plan between City Council and the Mayor.

Speakers: **Robin Kniech**, Denver City Councilwoman
Albus Brooks, Denver City Council, District 8
Evan Dreyer, Deputy Chief of Staff, City and County Denver

Moderator: **Michael Leccese**, Executive Director, ULI Colorado



First elected to Denver City Council in 2011, and re-elected in 2015, Robin Kniech is one of two At-Large Council members. Councilwoman Kniech has dedicated her life to making Denver a better place for middle class families and those struggling to make ends meet, championing policies that support access to and funding for affordable housing, equitable regional transit, good paying jobs, and sustainability. With a law degree and more than fifteen years of policy experience prior to being elected to Council, including state government and leadership in community-based nonprofits, the Councilwoman has a record of bold accomplishments in housing policy. Her efforts helped secure the development of mixed income and affordable housing near the Denver Union Station transit hub and in other major redevelopments across this city, and she spearheaded updates to the city's Inclusionary Housing Ordinance in 2014. Councilwoman Kniech is currently co-leading a process to dedicate new, annual revenue for the creation and preservation of more than 6,000 units of affordable housing in the coming decade.



Councilman Albus Brooks is the City Council District 9 Representative for the City and County of Denver. His district, which encompasses downtown and most of North Denver, is not only the economic engine for the region, but also the cultural hub. In 2011, Councilman Brooks was elected to his first term on City Council where he represented the Great District 8. An eclectic yet disconnected district, Councilman Brooks campaigned under the motto, "Connecting Diverse Communities," a rallying cry that spoke to the values of the community and helped him defeat his 38 challengers. Before serving on City Council, Mr. Brooks helped then-Mayor John Hickenlooper get elected Governor of Colorado, acting as his Outreach and Political Director, managing field and constituency outreach operations. Before his time in the political arena, Mr. Brooks served as the Director of the Issachar Center for Urban Leadership (ICUL), investing in emerging leaders by leading a program that provided full-ride college scholarships and urban leadership training to Denver's low-income minorities.



8:45 - 9:45 am:

Session #2: Developer's Response Panel to Impact Fees & Funding Sources for Affordable Housing

Denver's Housing Plan aims to raise at least \$15 million a year to subsidize projects that provide income-qualified units. This could be enough to create or preserve 6,000 affordable apartments, condos and other housing units over 10 years. To pay for it, the Mayor and City Council are proposing the imposition of impact fees. Learn what impact fees are and engage with a response panel of local developers.

Speakers: **Buz Koelbel**, President, Koelbel & Co
Bruce Heitler, Owner, Heitler Development Inc.
George Thorn, President, Mile High Development

Moderator: **Michael Leccese**, Executive Director, ULI Colorado



WALTER A. (BUZ) KOELBEL, JR. is president of Koelbel and Company, one of the longest continually-operating real estate companies in Colorado. The company's efforts are focused on development of office parks, master-planned residential communities, urban in-fill homes, low-income tax-credit apartments, and real estate investments. Projects include: The Preserve at Greenwood Village, Pinehurst Country Club, The Breakers, Centennial Valley Business Park, and Rendezvous in Winter Park. New company platforms include Koelbel Urban Homes, LIHTC development, and Catalyst in RiNo. Koelbel is a native of Colorado and graduated from the University of Colorado in 1974 with a degree in finance. His professional memberships include the Urban Land Institute, Denver South Economic Development, Colorado Council on Economic Education, and Denver Museum of Nature and Science.



Bruce Heitler has developed, owned and managed commercial real estate in Denver for over 30 years. Heitler is a graduate of Yale College and the Yale Law School, and has a Master of City Planning degree from the University of California, Berkeley. For twelve years, he served as the Chairman of the Board of Directors of the Lowry Redevelopment Authority which was responsible for the redevelopment of the former Lowry Air Force Base into the 1,800 acre Lowry Neighborhood.



George Thorn is the Founder and CEO of Mile High Development LLC. Mile High Development is a veteran of large scale mixed use projects including Colorado Center, a \$100 million mixed use project at I-25/Colorado Blvd. in central Denver in conjunction with TIAA-CREF, the world's largest private pension fund, which launched its first phase in 1986 and completed the second and third of the ultimate six phases in 1999. The project features a 9 screen United Artists Theatre with an IMAX Theatre, and 600,000 square feet of Class A office space in two 12 story towers, and 1600 structured parking spaces. Mile High Development was also the Developer of the Wellington E. Webb Municipal Office Building in downtown Denver, a \$200 million, 700,000 square foot Class A office project developed for the City and County of Denver in 2001/2002. Mile High Development is the Co-Developer of Museum Residences, an \$90 million condominium and hotel project developed in conjunction with the expansion of the Denver Art Museum. Today, Mile High Development is focused on various mixed-use TOD opportunities at existing light rail stations along the southeast I-25 corridor, including the Apartments at Yale Station and University Station. Mr. Thorn received a

Bachelor of Science degree in Aerospace and Mechanical Engineering from the University of Arizona in 1967. He is a former Board member of NAIOP, and is a Full member of the Urban Land Institute (ULI) and a member of the ULI Executive Committee. He is a former Denver Urban Renewal Authority (DURA) Commissioner, and was Chair of Downtown Denver, Inc., in 2002 & 2003, and Chair of the Downtown Denver Partnership in 2004.

9:45 – 10 am: Table Talk/ Break

10 - 10:30 am: Session #3: Construction Defect Reform Update

Speakers: **Jeff Weist**, President, Weist Capitol Group
George Thorn, President, Mile High Development



Jeff crafts sound public policy on behalf of corporate, government, non-profit and trade association clients, and works closely with legislators and regulators to advance balanced legislative solutions. For nearly 20 years, clients have consulted with Jeff for all aspects of government relations, including strategic planning, lobbying, political fundraising, coalition building, grassroots campaigns and communications. He left corporate America in 2002 and has spent the last 13 years as a contract lobbyist. Jeff now heads the bi-partisan Weist Capitol Group. Weist Capitol offers a full slate of government affairs services, including association management, event planning, public/press relations, PAC management and campaign finance expertise, grass-roots/grass-tops campaigns, regulatory, local and federal government relations, real-time legislative tracking and monitoring with the latest online tools, coalition- and relationship-building, creative and effective writing, strategic planning, and legal and business research.

10:30 - 11:15 am: Session #4: Public & City Processes/ Navigating the Building Approval Process

What is the most efficient way to get upcoming projects approved? Hear from Executive Director and Deputy Director of Denver's Community Planning and Development Department to better understand how to navigate and troubleshoot the building approval process.

Speakers: **Brad Buchanan**, Executive Director, Denver Community Planning and Development
Jill Jennings Golich, Deputy Director, Community Planning and Development, City and County of Denver
Moderator: **Scott Conrad**, Vice President, Swinerton Builders



Brad Buchanan was appointed executive director of Denver Community Planning and Development by Mayor Michael B. Hancock in 2014. In this role, he is responsible for implementing visionary city planning and ensuring safe, responsible, sustainable building throughout Denver. The Department of Community Planning and Development is in charge of managing, planning and building within Denver, including designing and implementing citywide and neighborhood plans, establishing construction and design standards, coordinating revitalization efforts, managing historic preservation and performing code enforcement and education. Before

joining the City and County of Denver, Brad was a principal and board member at RNL, a full-service design firm specializing in sustainable, integrated design.



Jill Jennings Golich has a bachelor's degree from the University of Denver, and a Master's in Public Administration from the University of Washington. Jill worked with CRL Associates in their Development Services division, and then moved to Design Workshop. From 2007-2014, Jill worked at the Auraria Campus eventually serving as the Director of Campus Planning. While there she led the effort to update the campus's master plan and worked on plan implementation including new monument signage, the renovation of the campus' library and relocation of a RTD light rail station. On April 28, 2014, Jill was appointed as a Deputy Director for the City of Denver's Community Planning and Development Department. While serving as Deputy Director, Jill led the successful adoption of the 2015 International Codes, and serves as point person for CPD related to regulation of the marijuana industry.

11:15 – 12 pm:

Session #5: Investment Trends in Denver's Multi-family Housing Market.

Learn about current investment trends in Denver's Multi-family Housing Market from Jeff Hawks of ARA, and then engage in discussion with local Multi-family market experts and developers through a moderated Q&A.

Speakers: **Larry Stark**, president of National Valuation Consultants, Inc. (NVC)

Jeff Hawks, Principal, Apartment Realty Advisors



Larry Stark serves as president of National Valuation Consultants, Inc. (NVC), a full-service real estate valuation and consulting firm providing services throughout the U.S., Canada, Mexico and the Caribbean. NVC is the largest privately held commercial real estate appraisal company in the United States with focus on quality of product and customer service; catering to institutional real estate clients. NVC operates multiple valuation divisions, including: office, retail, multi-family, hospitality, land, condos, resorts and ranch properties, and health care. Additionally, Mr. Stark leads NVC's Real Estate Advisory Services division, currently managing over \$60 billion in institutional real estate.

12 pm:

Wrap Up/ Chairs Closing Remarks

12:15 pm - 1:15 pm:

Tour of Broadstone on Blake (light lunch provided)

Join ARA Newmark to tour this new downtown project, and learn about the underwriting, the pricing, and taking this product to market. Enjoy a light lunch in the new café of Broadstone on Blake over conversation about the property, and then join in on a guided tour of the various amenities.

*Tour led by **Anna Stevens**, Transaction Manager, ARA Newmark; and **Jeff Hawks**, Principal, ARA Newmark*