



FY16 Annual Report Florida Product Councils July 2016

The following report is a brief synopsis of activities and major organizational milestones for the five Florida Product Councils (FPCs) during the past fiscal year. FY16 marked the third full year of operation for three of the councils (CHDC, HRDC & UDMUC), the second full year for a fourth council (MFDC), and the first full year for the fifth (MHDC).

The FPCs operate similarly to the national product councils, and each FPC self-selects a chair, assistant chair, membership vice chair, and programming vice chair. Membership is capped at 40 members per council. Each council develops its own meeting agendas with meaningful content, peer-to-peer dialogue, case studies, and development tours. Since inception, the FPCs have been staffed by ULI SE Florida/Caribbean, which has assisted with limited staffing to organize membership rosters, handle financial matters (accounting & dues invoicing), and with some venue details, but on the whole these councils are self-organizing. Effective July 1, 2016, staffing will be handled for FY17 & 18 by ULI North Florida.

Oversight for the program is provided by a five member FPC Executive Committee. Each District Council Chair appoints a member from his/her District Council to serve on this body, which screens applications, manages the budget, and assigns a member as liaison to each of the councils.

General Information on FPCs

- Membership & Council Leadership
 - The five Florida Product Councils are:
 - Community & Housing Development Council (CHDC), with 27 members
 - Hospitality & Recreational Development Council (HRDC), with 18 members
 - Medical & Healthcare Development Council (MHDC), with 15 members
 - Multi-family Development Council (MFDC), with 19 members
 - Urban Development Mixed Use Council (UDMUC), with 30 members
 - Pre-Summit membership numbers grew to more than 125 members for the 5 councils.
 - During FY16, Councils concentrated on recruiting member to fill geographic, demographic, or market segment vacancies on their councils through the use of guest invitations at both the Mid-Year and Summit Meetings. No statewide, centralized recruiting was undertaken.
 - At the compilation of this report, a number of new applications are pending from the Summit Meeting.
 - This year's meeting agendas were filled with both a wide variety of speakers and informational tours of the latest product types for the individual groups.
 - **Appendix A** contains a list of each council's leadership teams.
- FPC Executive Committee
 - As mentioned, this committee's membership is appointed by the District Council chairs.
 - Current members include:
 - Richard Bezold (Chair, FY15 & 16) of ULI SE Florida/Caribbean
 - Debra Dremann (Assistant Chair, incoming Chair FY17 & 18) of ULI Central Florida. (Will step down as ULI Central FL rep as of July 1, 2016)
 - Scott Sheridan of ULI Tampa Bay
 - Jason Session of ULI North Florida



- Christopher Wright of ULI SW Florida
- Effective July 1, 2016, Lisa Dilts of ULI Central Florida will become that District Council's representative on the Executive Committee
- Over the past year, the FPC EC has met in person or by phone 6 times to handle organizational matters and to process applications

Mid-Year Meeting in Lake Nona

- 2016 Mid-Year Meeting was held February 4-5, 2016 in Lake Nona
- Headquarter Hotel was the new Courtyard Marriott.
 - Joint FPC cocktail reception held at the hotel Thursday evening prior to Friday's Meeting
 - Most councils organized 'on-your-own' dinners following reception
- Each council organized its own meetings for Friday at venues around Lake Nona. Two of the Councils met at the hotel, due to scarcity of convenient off-site venues.
- Agendas of each council meeting, listing topics and speakers, is attached in **Appendix B**

Meetings at 2016 ULI Florida Summit in Aventura

- FPC meetings held just prior to 2016 Summit kicked off with a cocktail reception at the Turnberry Isle Resort on June 8th, which was again followed by 'on-your-own' dinners for most of the councils.
- On June 9th, four of the FPC meetings were held at the Turnberry, beginning with a 7:30 breakfast and adjourning at 1:15 pm after lunch. This shortened last year's meeting time to accommodate a Summit start time that was moved back to 1:30 pm.
- The fifth FPC, UDMUC, met at Akerman's Miami offices in the heart of one of the country's largest new mixed use, urban developments, Brickell City Center.
- The cocktail reception, breakfast and lunch are included at no extra cost to FPC members, but they must also be registered for the Summit to attend their FPC meeting. Over 120 members and guests were registered for the Summit.
- All 5 FPCs organized robust agendas for their meetings, which are attached in **Appendix C**

FPC Finances

- Through annual dues of \$250 per year, the budget funds the following items:
 - Mid-Year cocktail reception & lunch for all council attendees
 - June cocktail reception, breakfast and AV charges at Summit hotel.
 - Credit card fees as charged by ULI's central office
 - Specific FPC supplies, staff travel to the mid-year meeting, and other incidentals
 - An administration allocation for the District Council staffing the program
 - An annual reserve of no less than 15%
- The FY16 budget operated in the black, ending the year with approximately \$5K carry-forward into FY17.
- A copy of the FY16 budget is attached in **Appendix D**

Major Goals for FY17 (July 1, 2016-June 30, 2017):



Florida Product Councils

- Since it has been two years since a recruitment drive has been held involving all Florida ULI members, outreach to the full membership during the early fall months will be undertaken.
- Increased involvement of the council chairs in the set up for Mid-Year meetings is also a goal for this year.
- Establishment of a modest sponsorship program is a high priority.
- Incorporation of a FPC tabletop display at the annual Summit, perhaps staffed during appropriate time by various council representatives, was strongly suggested.
- Developing materials (PPT slides, distributed application forms, etc.) to promote FPCs at District Council events during the year is a priority.
- The Executive Committee will continue its discussion on establishment of new councils and second flights of existing councils, especially those that are nearing the 40-member cap.

Appendix A

Florida Product Council Leadership Teams as of July 2016

Community & Housing Development Council (CHDC)

Chair: Greg Witherspoon of Canin Associates (ULI Central Florida)

Assistant Chair: Lisa Dilts of Compspring (ULI Central Florida)

Vice Chair, Programming: Charles Brecker of Stearns Weaver (ULI SE Florida/Caribbean)

Vice Chair, Membership: Kristine Smale of John Burns Real Estate Consulting (ULI SW Florida)

Hospitality & Recreational Development Council (HRDC)

Chair: Keith Morrow of Stantec (ULI SW Florida)

Assistant Chair: Dan Peek of HFF (ULI Tampa Bay)

Vice Chair, Membership: Isabelle Claver Dengra of PwC (ULI SE Florida/Caribbean)

Vice Chair, Programming: Jorge Garcia of Garcia Stromberg (ULI SE Florida/Caribbean)

Asst. Vice Chair, Programming: Ari Tenzer of Tenzer PLLC (ULI SE Florida/Caribbean)

Medical & Healthcare Development Council (MHDC)

Chair: William Long of Starling Senior Living (ULI North Florida)

Assistant Chair: Terry McLaughlin of BayCare Health System (ULI Tampa Bay)

Vice Chair, Programming: TBA

Vice Chair, Membership: Rex Lowe of Lincoln Harris CSG (Nashville) and Al Rex of Walker Dunlap (ULI SE Florida/Caribbean)

Multi-Family Development Council (MFDC)

Chair: Dan Wilson of Atlantic Pacific Communities (ULI SE Florida/Caribbean)

Assistant Chair: Byron Moger of Cushman & Wakefield (ULI Tampa Bay)

Vice Chair, Programming: Jamie Telchin of Luxury Resorts (ULI SE Florida/Caribbean)

Vice Chair, Membership: Mary Hurley of Land Advisory Capital (ULI Central Florida)

Urban Development Mixed Use Council (UDMUC)

Chair: Douette Pryce of Pryce Resources (ULI SE Florida/Caribbean)

Assistant Chair: Jim Sellen of VHB Miller Sellen (ULI Central Florida)

Vice Chair, Membership: Brett Porak of Moss & Associates (ULI SE Florida/Caribbean)

Vice Chair, Programming: Michael Phillips of Lubert-Adler Partners (ULI Tampa Bay)

Asst. Vice Chair, Programming: Patton Chillura of Lubert-Adler Partners (ULI Tampa Bay)

Appendix B

Council Agendas from Mid-Year Meetings



Community and Housing Development Council Agenda

February 4th and 5th, 2016

Summit Council Day Meeting – February 5th, 2016

Chair: Greg Witherspoon Phone: 407-668-7646 Email: gwitherspoon@canin.com
Assistant Chair: Lisa Dilts Phone: 407-952-0134 Email: ldilts@compspring.com
Mem. Chair: Kristine Smale Phone: 239-300-5057 Email: ksmale@realestateconsulting.com

Council Dinner & Reception – Thursday, February 4th

Venue: Marriott Courtyard Orlando Lake Nona – 6955 Lake Nona Blvd. Orlando, FL 32827, 407-856-9165)
Cocktail Reception with the all product councils at the Marriott 5:30-7:00 pm
Council Dinner 7:30: Canvas, Lake Nona: http://canvaslakenona.com/

Council Meeting/Activities – Friday February 5th, 2016

Location: Marriott Courtyard Orlando Lake Nona

7:30-8:00 Breakfast on your own then travel to Celebration on your own – Meeting location at David Weekley Model Homes in Celebration: Riddick Model, 1358 Ponce Drive, Celebration, FL 34747

8:30-11:00 Project tour and program

Celebration – A Unique Master Planned Community

Leader: Kathy Hattaway, HCI Planning and Design
Speaker, Brent Bartholomew, Division President with David Weekley Homes

An exclusive project tour and presentation spanning the inception and most recent developments of the Celebration community. We will hear exclusive inside stories of how Disney brought the project to life and how David Weekley homes is continuing to build in this successful master planned community.

Program and Lunch at Columbia restaurant in Celebration Town Center

11:15-11:45 Florida and SE Market update
Kristine Smale, John Burns Real Estate Consulting

12:00-1:00 Networking Lunch provided during program:

1:00-2:45 Biggest Challenges in our Industry

Leader: Greg Witherspoon

This will be a moderated open discussion format session with our group focused on a number of industry challenges as identified by our council members

2:45-3:00 Takeaways and Ideas for our Next Meeting – Bus will return group to Model Home

Hospitality and Recreation Development Council Agenda – 2016 Mid-Year Meeting

Reception:

5:30-7pm Thursday, February 4 – Courtyard Orlando Lake Nona (Lake Nona Room)
Dutch Treat Dinner (optional)
Four Seasons WDW (tour 7:45pm / cocktails 8:15pm / dinner 8:45pm)

Program Venue:

Date: Friday, February 5 – Lake Nona Room, Residence Inn / Lake Nona
Sister hotel directly across the street
Only coffee and lunch will be provided (breakfast on your own)

Agenda:

8am	Welcome / Introduction of Guests
8:20am	State of the State.....a brief market overview Dan Peek, HFF
9am	Lightning Round Market Chatter Notable / Interesting Trends M+A Discussion
9:45am	Hard Rock Hotels Update Marco Roca, EVP + Chief Development Officer
10:30am	Coffee Break
10:45am	Tavistock Update Ralph Ireland, Vice President, Development Operations
11:30am	Babcock Ranch.....a sneak peek Debra Dremann, SVP Planning + Strategic Initiatives / Kitson + Partners
12:15pm	Buffet Lunch / Networking
12:45pm	Luncheon Keynote – Four Seasons Orlando Alinio Azevedo, Four Seasons, Vice President, Development - Americas Thomas Steinhauer, Regional VP / General Manager, Four Seasons WDW
1:30pm	Wrap up and adjourn Sign in Sheet Review topics / details for Summit Meeting

Multifamily Development Council (MFDC) Agenda – 2016 Mid-Year Meeting

Chair: Dan Wilson	Phone: 305-357-4733	Email: dwilson@apcommunities.com
Assistant Chair: Byron Moger	Phone: 813-204-5316	Email: Byron.moger@cushwake.com
Vice Chair-Membership:	Phone:	Email:
Vice Chair-Program: Jamie Telchin	Phone: 561-239-5817	Email: jtelchin@luxuryresorts.com

Florida Product Council Reception – Thursday, February 4, 2016

Location: Marriott Courtyard Orlando Lake Nona, 6955 Lake Nona Blvd., Orlando, FL 32827
Time: 5:30 p.m. - 7:00 p.m.

MFDC Council Dinner – Thursday, February 4, 2016

Location: **Giovanni's Italian Restaurant, 10663 Narcoosee Road, Orlando, FL 32832**
Time: 7:30 p.m.

MFDC Council Meeting – Friday, February 5, 2016

Location: Lake Nona Golf and Country Club, 9100 Chiltern Drive, Orlando, FL 32827

- 9:00 - 9:15 Chair's Welcoming Remarks/Introductions/General Announcements**
Dan Wilson, Atlantic Pacific Communities, Miami, FL
- Introduction of New Members and Guests
 - Reminder to Complete Attendance Sheet
 - Reminder to Complete Evaluation Form
 - Our Next MFDC Meeting - 2016 ULI Florida Summit (June 9th and 10th), Turnberry Isle Miami, Aventura, FL
- 9:15 - 10:00 Council Introductions**
Each councilmember will present a single PowerPoint slide that contains up to 4 pictures that describes who they are (outside of their career). One minute per presentation please.
- 10:00 – 10:45 Market Trends: A Florida Perspective**
This insightful presentation will be provided by Sarah House, Vice President and Economist at Wells Fargo Securities. The presentation will cover statistical trends throughout the State of Florida including local market dynamics and an overview of existing economic conditions.

Moderator: Byron Moger, Cushman and Wakefield, Tampa, FL
- 10:45 - 11:00 Break**
- 11:00 - 12:00 Case Study: Lake Nona**
Scott "Skipper" Peek, Vice President of Tavistock Development Company, will present their 7,000-acre master-designed community in Orlando, Lake Nona which features a variety of neighborhoods, world-class education, medical and recreational facilities, a life sciences cluster, sports innovation and performance district, diverse workspaces, and retail centers, all built on a gigabit network making it the first Cisco Iconic Smart + Connected community in the United States.



The renowned life sciences cluster, Lake Nona Medical City, is a 650-acre cluster in the heart of Lake Nona - home to the annual Lake Nona Impact Forum and anchor tenants focused on collaborative medical research, treatment, and education with both local and global impact.

Moderator: Byron Moger, Cushman and Wakefield, Tampa, FL

12:00 - 1:00 Networking Lunch

1:00 – 1:45 Hot Topics: Roundtable Discussion - “What Are You Hearing/Seeing?”

Members will share challenges, opportunities, and solutions in the areas of trade relations, land acquisition, marketing, profitability, financing and people. Also, what trends are occurring that effects our segment of the industry?

Moderator: Jamie Telchin, LXR Luxury Resorts & Hotels, Boca Raton, FL

1:45 – 2:30 Breakout Groups: Various Discussion Topics

1. Site Acquisition Strategies
2. Design Changes - Demographics/Target Markets
3. Florida Job Creation and How It Is Effecting the Multifamily Sector

Members will break into round table discussions to discuss each topic and a discussion leader in the group will report the summary findings to the larger group as part of a broader interactive discussion.

Moderator: Jamie Telchin, LXR Luxury Resorts & Hotels, Boca Raton, FL

2:30 - 2:45 Takeaways and Ideas for our Next Meeting

2:45 Close of Council Meeting - Sign Attendance Sheet and Turn in Evaluation Sheets

Medical & Healthcare Development Council
(MHDC)
Agenda – 2016 Mid-Year Meeting

Chair:	Bill Long	Phone: 904-301-9103	Email: blong@starlingliving.com
Assistant Chair:	Terry McLaughlin	Phone: 727-781-3155	Email: terence.mclaughlin@baycare.org
Vice Chair-Program:	Ron Rayvevich	Phone: 941-685-8734	Email: raymarfla@aol.com
Vice Chair-Membership:	Rex Lowe	Phone: 615-463-8600	Email: rlowe@lpc.com
Vice Chair-Membership:	Al Rex	Phone: 954-389-7607	Email: arex@walkerdunlop.com

**Florida Product Council Reception – Thursday,
February 4, 2016**

Location: Marriott Courtyard Orlando Lake Nona, 6955 Lake Nona Blvd., Orlando, FL 32827
Time: 5:30 p.m. - 7:00 p.m.

MHDC Council Dinner – Thursday, February 4,

2016 Location: Members and guests are encouraged to congregate in groups or pairs for dinner off-site
Time: Following the Florida Product Council Reception

**MHDC Council Meeting – Friday, February 5,
2016**

Location: Tavistock Meeting Room, 1st Floor of host hotel (Marriott Courtyard)

- 8:30 – 8:45 Welcoming Remarks/Introductions/General Announcements**
- Introduction of New Members and Guests
 - Reminder to Complete Attendance Sheet
 - Reminder to Complete Evaluation Form
 - Next MHDC Meeting - 2016 ULI Florida Summit (June 9th and 10th), Turnberry Isle Miami, Aventura, FL
- 8:45 – 9:30 Lightning Round**
Councilmembers and guests will spend 5 minutes each discussing unique projects in which they are involved.
- 9:30 – 10:15 Health System Owned CCRCs: An Operational Perspective**
- A unique look into the operations of John Knox Village, a not-for-profit Continuing Care Retirement Community owned by St. Joseph's Hospital and part of the BayCare Health System that is responsible for more than 500 residents and 400 team members. The John Knox Village campus consists of a 163-bed nursing home and rehabilitation center, a 163 bed assisted living facility, 254 independent living apartments and a private duty home health agency.
Moderator: Lisa Lyons, CPA, NHA – Executive Director, John Knox Village of Tampa Bay, Inc.
- 10:15 – 10:30 Depart to Project Tour** (**members and guests to carpool; directions provided on final page*)
- 10:30 - 11:30 Project Tour: Watercrest of Lake Nona**



Guided tour by the Executive Director of Lake Nona's recently constructed, first-class assisted living and memory care community.

Location: 9682 Lake Nona Village Place, Orlando, FL 32827

11:30 – 11:45 Reconvene at Meeting Room

11:45 – 12:45 Lunch & Keynote Speaker

Acquisition and market trends in the medical office industry will be presented by Michael Seton of Carter Validus, which has acquired more than \$2B in data center and healthcare properties across 21 states since the firm's inception in 2009.

Moderator: Michael Seton, Co-CEO - Carter Validus Advisors, President - Carter Validus Mission Critical REIT (Lunch will be catered)

12:45 – 1:00 Break

1:00 – 1:45 Design Trends in Seniors Housing

An interactive presentation on the evolution, trends and outlook of seniors housing design will be led by one of the industry's preeminent designers with a long list of award winning projects across the country and clients spanning small owner/operators to large institutional funds.

Moderator: Dean Maddalena, AIA, President, studioSIX5, Austin, TX

1:45 – 2:00 Council Organization & Closing

- Recruitment
- Leadership
- Agenda Items for Summer Meeting
- Sign Attendance Sheet
- Turn in Evaluation Forms

Moderator: Bill Long, Co-Founder, Starling Senior Living



Urban Development Mixed Use Council (“UDMUC”) Agenda

Feb 4th - 5th, 2016 Council Day Meeting

Location: Lake Nona, Orlando, FL

Hotel: Marriott Courtyard, 6955 Lake Nona Blvd., Orlando, FL 32827

Friday – February 5, 2016

Location: Laurette Park Lakehouse, 13623 Sachs Ave, Orlando, FL 32837 (1.2 miles from Hotel)

7:30am - 8:00am **Networking Breakfast & Introduction Breakfast**

8:00am - 8:15am **Introduction:** Paul Ellis - CNL - *Chair*

- Introduction of new members and guests
- Reminder to complete attendance sheet
- Reminder to complete evaluation form
- ULI Foundation announcement and update

8:15am - 11:00am **Economic Engines and the Favored Quarter: The Influence of Orlando International Airport Expansion and Development of the Medical City at Lake Nona on the Orlando Marketplace:** *Orlando International Airport and the Lake Nona Medical city*

Moderator: James Sellen – VHB, Inc. – *Program Vice Chair*

Panelist: **Gregg Logan** – *Managing Director @ RERC*
Elizabeth Dang - *Chief Planner @ City of Orlando*
David Ruohomaki – *Snr. Director of Engineering, Planning & Construction, Orlando International Airport*
Jim Zboril - *President of Tavistock Development*

This program will focus on the market, transportation and governmental factors that have led to the development of one of the most successful urban developments in the Southeast United States. The Orlando International Airport is in the process of construction a south Terminal that will include not only the normal airside but a station for All Aboard Florida and a Light Rail connecting the Airport to SunRail and the Orange County Convention Center.

We will highlight the catalysts that created the development opportunity, how the market has responded, the relationship and connectivity between the Airport, the role of the city of Orlando and what new development is planned for the future.

Based on the economic engine of the Orlando International Airport, Tavistock Development Company has been successful in creating the Medical city including a 650-acre Health and Life Sciences Park that includes:

- Florida Hospital Health Park
- Nemours Children’s Hospital



- Sanford Burnham Medical Discovery Institute
- University of Central Florida Health Services Campus
- University of Florida Academic and research Center
- V A Medical Center

11:00am – 11:15am Break

11:15am – 11:45am Operational Round Table - *Discussion of the most significant issues you'll face over the next 6 months and sharing the ideas to address them.*

Moderator: Douette Pryce, PRL- *Membership Chair*

Members will share challenges, opportunities and solutions in the areas of trade relations, land acquisition, marketing, profitability, financing and people.

11:45am – 1:00pm UDMUC Member Topics for general discussion.

We ask the group to come up with two key items of which they would like to discuss. With participation by all. Be creative and don't be afraid to come with a definitive topic to discuss if given the opportunity.

1:00pm – 1:15pm Roundtable Wrap-Up

Final Words: Paul Ellis - CNL - *Chair*

Paul will close regarding the best takeaways from the day's discussions, as well as promote brief member discussion regarding ideas for UDMUC's next meeting. Enlisting of new leadership volunteers Membership Chair, Program Chair.

Appendix C

Council Agendas from June Meetings

Community and Housing Development Council Agenda June 8th & 9th, 2016

Chair: Greg Witherspoon	Ph: 407-668-7646	Email: gwitherspoon@canin.com
Assistant Chair: Lisa Dilts	Ph: 407-952-0134	Email: ldilts@compspring.com
Membership Chair: Kristine Smale	Ph: 239-300-5057	Email: ksmale@realestateconsulting.com
Program Chair: Chuck Brecker	Ph: 305-428-4542	Email: cbrecker@arnstein.com

Council Reception & Dinner

5:30-7:00 pm	Cocktail Reception with the all product councils @ Turnberry
7:30-9:30 pm	Council Dinner
	Hyde Beach Kitchen, 111 S Surf Road, Hallandale Beach, FL 33009
	<i>Transportation on your own, estimated cost is \$55 - \$75 pp. "Caribbean Attire"</i>

Council Meeting/Activities – Thursday, June 9, 2016

Venue: Turnberry Isle Miami Resort – 19999 W Country Club Dr., Aventura, FL 33180

7:30 AM – 8:30 AM:	Buffet breakfast with all Product Councils
8: 30 – 8:45 AM:	Transfer to Echo Condominiums (<i>transportation is on your own</i>) 3250 NE 188th Street, Aventura
8:45 – 10:00 AM:	Guided tour of Echo Condominiums
10:00 – 10:45 AM:	CDD Panel <ul style="list-style-type: none"> • Brian Goguen, <i>Barron Collier Company</i> • Tom Hoban, <i>Kitson</i> • Justin Rowan, <i>Piper Jaffray & Co.</i> • Jonathon Johnson, <i>Hopping Green & Sams</i>
10:45 – 11: 30 AM:	Design Panel discussing trends in Multifamily vs. Single-family new construction <ul style="list-style-type: none"> • Greg Witherspoon, <i>Canin</i> • Andrew James & Dan Wolfe, <i>Nichols Brosch</i>
11:30 - 12:00 PM:	Wrap-up session and transfer back to hotel
12:00 – 1:00PM:	Garden Room 1 Buffet lunch Roundtable discussion: How Have Recent Governmental Changes & Regulations Affected Your Business? (<i>Moderator: Chuck Brecker</i>)
1:00 – 1:15PM:	Takeaways and Ideas for our Next Meeting
1:30 PM:	Florida Summit Begins

Hospitality + Recreation Development Council

June 8-9, 2016

Reception:

5:30-7pm Wednesday, June 8 – Turnberry Isle Miami Resort (Aventura, FL)
Garden Room I

8pm Makoto @ Bal Harbor Shops / 9700 Collins Ave -- (305) 864.0606
Optional Dutch Treat Dinner (+-100pp prix fixe)

Program Venue:

Date: Thursday, June 9 – Turnberry Isle Miami Resort (Aventura, FL)
Salon IV and V

Agenda:

- 7:30 **Breakfast Buffet**
- 8am **Welcome / Introduction of Guests**
- 8:20am **Local Market Overview**
Carlos Molinet, Sr VP, Greater Ft. Lauderdale Convention & Visitors Bureau
- 9am **Food as the New Amenity**
Yavuz Pehlvanlar, CEO / Coya Management Group
- 9:45am **Coffee Break**
- 10am **Four Seasons Surfside**
Michael Conaghan, CFO / Fort Partners
- 10:45am **Trends Discussion / What else is happening of Interest in FL**
Robbie Karver, Sr. Manager / Real Estate + Hospitality / Ernst and Young
NYU Update
Sports Tourism (Babcock / Lake Nona)
Cuba
- 11:30am **Lunch / Networking**
- 12:00pm **Luncheon Keynote / JW Marriott @ Miami World Center**
Igor Reyes, Principal / NBWW
- 12:50pm **Wrap up**
Final summary / Content for Spring Meeting
- 1:15pm **Adjourn / Join Summit Program**

Multifamily Development Council (MFDC)

Agenda

Chair: Dan Wilson	Phone: 305-357-4733	Email: dwilson@apcommunities.com
Assistant Chair: Byron Moger	Phone: 813-204-5316	Email: Byron.moger@cushwake.com
Vice Chair-Membership: Mary Hurley	Phone: 407-425-5988	Email: MHurley@landadvisorscapital.com
Vice Chair-Program: Jamie Telchin	Phone: 561-239-5817	Email: jtelchin@luxuryresorts.com

Florida Product Council Reception – Wednesday, June 8, 2016

Location: Turnberry Isle Miami, 19999 W Country Club Dr. Aventura, FL 33180

Time: 5:30 p.m. - 7:00 p.m.

MFDC Council Dinner – Wednesday, June 8, 2016

Location: **Yard House**
The Village at Gulfstream Park, 601 Silks Run #1490, Hallandale Beach, FL 33009

Time: 7:30 p.m.

MFDC Council Meeting – Thursday, June 9, 2016

7:30 - 8:00 FPC Networking Breakfast

8:00 – 8:15 Chair’s Welcoming Remarks/Introductions/General Announcements/Business Session

Dan Wilson, Atlantic Pacific Communities, Miami, FL

- Introduction of New Members and Guests
- Reminder to Complete Attendance Sheet
- Reminder to Complete Evaluation Form

8:15 – 9:15 Hot Topics: Roundtable Discussion - “What Are You Hearing/Seeing?”

Members will share challenges, opportunities, and solutions in the areas of trade relations, land acquisition, marketing, profitability, financing and people. Also, what trends are occurring that effects our segment of the industry?

Moderator: Jamie Telchin, LXR Luxury Resorts & Hotels, Boca Raton, FL



9:15 - 9:30 Break

9:30 - 10:30 Case Study: Prive at Island Estates

Charlie Phelan, Principal with BH3, will present their 160 unit, two 16 story tower luxury condominium situated on 8 acres with water on all sides. The property is currently under development and is very closely situated to the Aventura Mall, Turnberry Country Club and Resort as well as Gulfstream Park.

10:30 - 11:30 Breakout Groups: Various Discussion Topics

4. Status of the condo/rental markets in Florida
5. Where are the buyers/renters coming from?
6. Where/How do affordable rentals come into play in Florida?

Members will break into round table discussions to discuss each topic and a discussion leader in the group will report the summary findings to the larger group as part of a broader interactive discussion.

Moderator: Jamie Telchin, LXR Luxury Resorts & Hotels, Boca Raton, FL

11:30 – 11:45 Takeaways and Ideas for our Next Meeting

11:45 Close of Council Meeting – Sign Attendance Sheet and Turn in Evaluation Sheets

12:00 - 1:15 FPC Lunch

**MEDICAL & HEALTHCARE DEVELOPMENT COUNCIL (MHDC) AGENDA –
June 8 & 9, 2016**

Chair:	Bill Long	Phone: 904-301-9103	Email: blong@starlingliving.com
Assistant Chair:	Terry McLaughlin	Phone: 727-781-3155	Email: terence.mclaughlin@baycare.org
Vice Chair-Program:	TBA	Phone:	Email:
Vice Chair-Membership:	Rex Lowe	Phone: 615-463-8600	Email: rlope@lpc.com
Vice Chair-Membership:	Al Rex	Phone: 954-389-7607	Email: arex@walkerdunlop.com

FLORIDA PRODUCT COUNCIL RECEPTION – WEDNESDAY, JUNE 8, 2016

LOCATION: TURNBERRY ISLE RESORT MIAMI @ AVENTURA, 19999 W. COUNTRY CLUB DR., AVENTURA, FL 33180
ROOM: GARDEN ROOM I
TIME: 5:30 P.M. - 7:00 P.M.

MHDC COUNCIL “ON YOUR OWN” DINNER – WEDNESDAY, JUNE 8, 2016

LOCATION: TBA. MEMBERS AND GUESTS ARE ENCOURAGED TO CONGREGATE IN GROUPS OR PAIRS FOR DINNER OFF-SITE.
TIME: TBA. FOLLOWING THE FLORIDA PRODUCT COUNCIL RECEPTION.

MHDC Council Meeting – June 9, 2016

7:30 – 8:00 am **Continental Breakfast**

8:00 – 8:15 am **Chair’s Opening Remarks & Announcements**

- Introduction of new members and guests
- Reminder to complete attendance sheet and evaluation form
- Leadership positions
- Next meeting (location TBA) in late January/early February 2017

8:15 am **Travel to Tour of Vi at Aventura**

Location: 19333 W. Country Club Dr., Aventura, FL 33180

8:30 – 10:00 am **Tour of Vi at Aventura**

Directions: The community is approx. 1 block south of the host hotel (estimated 5 minute walk). Directions are enclosed on the last page of the agenda.

Moderator: **Todd Miller**, Executive Director, Vi at Aventura

Overview: Vi at Aventura is a luxury CCRC (Continuing Care Retirement Community) that provides its residents a full range of lifestyle, care and support services in an on-site continuum of care setting offering independent living, assisted living, memory support, and skilled nursing care. Mr. Miller will lead an interactive tour and discussion of his successes and challenges at one of South Florida's premier senior living communities.

Note to MHDC Visitors: MHDC members and guests are to notify the security guard at the main entrance that they are with the Medical & Healthcare Development Council. If you chose to drive, then (after checking in with security) proceed to the entrance of the independent living building where valets will meet you to park your vehicle as there is no self-parking at the community.

10:00 – 10:15 am Travel back to Turnberry Isle Resort

10:15 – 11:00 am Florida Market Trends: What's Hot and What's Not

Speaker: **Grant Killingsworth**, First Vice President, CBRE

Overview: An interactive presentation on current real estate trends in the Florida will be led by Grant Killingsworth, who brings over 15 years of experience at several top-tier brokerages and institutional property owners. Mr. Killingsworth currently serves as First Vice President for CBRE in the Occupier Services Group in South Florida.

11:00 – 11:45 am Roundtable Discussion – Debt & Equity Capital Markets

Moderators: **Bill Long**, Principal & Co-Founder, Starling Senior Living
Al Rex, Senior Vice President, Walker & Dunlop

Overview: MHDC members and guests will discuss recent experiences capitalizing projects as well as current observations of a shifting debt and equity capital markets landscape specific to medical office and seniors housing development.

11:45 – 12:00pm Break

12:00 – 1:15 pm Lunch & Keynote Speaker – Market Opportunities and Observations

Speaker: **Roni Soffer**

Overview: Mr. Soffer is the past President of Gazit-Globe (NYSE;TSX;TASE: GZT), one of the world's leading multinational real estate companies engaged in the acquisition, development and management of income-producing properties. Gazit-Globe currently operates in more than 20 countries, owns and manages 451 properties with a gross leasable area of approximately 6.6 million square meters, has a consolidated total asset value of about US\$21.0 billion and a gross annualized income of approx. US\$1.7 billion.

1:15 pm Adjourn

Reminder: Complete attendance sheet and evaluation form



Urban Development Mixed Use Council (“UDMUC”) Agenda

June 8th - 10th, 2016 ULI Summit

Location: Turnberry Isle, Aventura, FL

Hotel: Turnberry Isle Miami, 19999 W Country Club Dr., Aventura, FL

Leadership Position

FPC Chair:	<u>Name</u>	<u>Phone</u>	<u>Email</u>
	Douette Pryce	954-258-2727	dpryce@pryceresources.com
FPC Assistant Chair:	James Sellen	407-839-4006	jsellen@vhb.com
FPC Program Vice Chair:	Michael Phillips	404-457-1999	mphillips@lubertadler.com
FPC Asst. Program Vice Chair:	Patton Chillura	813-928-3899	pchillura@lubertadler.com
FPC Membership Chair:	Brett Porak	954-769-8056	BPorak@mosscom.com

Wednesday – June 8th, 2016

Location: *Turnberry Isle Miami, 19999 W Country Club Dr., Aventura, FL*

5:30pm - 7:00pm **Joint Council Reception**

7:30pm - 9:00pm **UDMUC Dinner / Cocktails**
Location: TBD
(Cost is not covered by ULI / UDMUC)

Thursday – June 9th, 2016

****PLEASE NOTE UDMUC MEETING WILL BE OFFSITE FROM SUMMIT.**

Location: *Akerman Miami Office, Brickell City Center, 98 Southeast Seventh Street, Suite 1100, Miami, FL 33131 (18 miles from Hotel) See attached Map***

7:30am - 8:00am **Networking Breakfast & Introduction Breakfast**

7:45am – 7:55 am **Introduction:** James Sellen – VHB Inc. – Vice-Chair

- Introduction of new members and guests
- Reminder to complete attendance sheet
- Reminder to complete evaluation form
- ULI Foundation announcement and update

7:55am - 8:45am **Recent and upcoming Mixed Use Developments and its impacts on Downtown Miami and surrounding developments:** *Miami Downtown Development Authority*

Introduction: **Brett Porak** – *Moss- Membership Chair*

Panelist: *Sonja Bogensperger – Deputy Director, Miami DDA*

This program will focus on the market, transportation and governmental factors that have led to the development of one of the most successful urban developments in the Southeast United States.

We will highlight the catalysts that created the development opportunity, how the market has responded and what new development is planned for the future.

The DDA will focus on current and recent large scale mixed-use developments in Downtown Miami and how these projects have been a catalyst for new development.

8:45am – 9:45am **Brickell City Center, Anatomy of a Mixed Use complex:** *Swire Properties*

Introduction: Michael Phillips – *LT – Programs Vice Chair*

Panelist: *Chris Gandolfo – Senior Vice President, Development – Swire Properties*

This program will focus on the development of the Brickell City Centre project, an ambitious 5.4 Million square feet mega mixed use project in the heart of downtown Miami.

We will discuss how the Brickell City Centre came to fruition, beginning with the grand vision and the assemblage of land. Swire will discuss the hurdles that they had to overcome, including the trials of building a multi-level below grade multi-block parking garage. They will discuss the design of the project, future plans and the current stage of leasing.

9:45am – 10:45am **Walking tour of Brickell City Center Project**

10:45am – 11:00am **Break.**

11:00am – 12:15pm **Question and Answer/Open Discussion and Lunch**

12:15am – 12:30pm **Final Words:** James Sellen - *VHB – Vice-Chair*

James will close regarding the best takeaways from the day's discussions, as well as promote brief member discussion regarding ideas for UDMUC's next meeting.

12:30pm-1:30pm **Adjourn and travel back to Summit at Turnberry.**

Appendix D

FY16 FPC Budget
As of 6.15.16

Florida Product Council
Financial Plan FY16 **6.15.16 Update**



INCOME

\$ 4,958	Carry over from FY15
\$ 30,071	Dues received as of 6.15.16
\$35,029	FY16 revenue

EXPENSES

\$ (7,500)	Fiscal Agent & Admin. Cost
\$ (150)	Name badges for mid-year meeting
\$ (393)	Travel Expenses for Staff to Attend Mid-Year Meeting (actual)
\$ (310)	FPCEC Meeting Cost (originally budgeted \$500)
\$ (8,353)	Misc. expenses for FY16
\$ (2,454)	Mid-Year Reception (Actual; Budgeted \$2,750)
\$ (5,485)	Mid Year Meetings (Actual; Budgeted \$5,100)
\$ (33)	Printing for Mid-Year Meeting
\$ (862)	Credit Card Fees for FY12-FY16 - transfer to SE FL/Caribbean
\$ (12,100)	Summit 2016 Anticipated Expenses - approx. \$110 per person @ 110 attendees
\$ (29,287)	Total Anticipated FY15 Expenses
\$ 5,742	Balance going into FY17 (Slightly more than required Reserve of \$5,236)

** This amount is transferred to the Summit budget to assist in paying for meeting rooms, av, Wednesday reception and Thursday breakfast. It includes partial funding for Thursday lunch, but does not fully cover these costs. In FY16, additional amount absorbed by Summit Budget.