



Sponsorship opportunities are available now!

Contact Jody Pokorski
jpokorski@swlaw.com

Title Sponsor:



Digital Program Sponsor:



Session Sponsors:



Dueling Economists Sponsor



Capital Markets Panel Sponsor



Office / Industrial Panel Sponsor



Multi-Family Residential Sponsor

Includes 6 hours CEUs AZ
Dept. of Real Estate;
6 AIA LUs, 6 AICP CMs
(Approval Pending)

Entrepreneurial Innovation for 2012 and Beyond!

Registration for Trends Day is Open!

Take Advantage of Lower Early Registration Fees

Thursday, January 26, 2012

Sheraton Phoenix Downtown, 340 North Third Street, Phoenix, AZ 85004

7:30 a.m.	Registration, Breakfast, and Networking
8:00 a.m. - 4:30 p.m.	Program – Includes Lunch
4:30 p.m. – 6:00 p.m.	Networking Reception

What to Expect...

Join us for a one day deep dive for both the public and private sectors. **If you don't attend any other "state of the state" conference this year, Trends Day is the one to attend!** **30+ Top Industry Experts** discuss up-to-the-minute ideas, issues and trends: the economy and capital markets, the future of master planned communities, development, where will change come from?



We will also have a look at today's economic environment, from the perspective of keynote speaker and banking industry leader Frederick Waddell. While speaking to events from the 2008 banking crisis, and how they are still reverberating in today's market, Mr. Waddell will also tie national trends to Northern Trust's operations in the Phoenix metro area and address conditions that impact the future vitality of the region.

Agenda at a Glance...

7:15 am	Registration and Continental Breakfast
8:00 am	Welcome
8:15 am	Dueling Economists
9:15 am	Multi-Family Residential
10:00 am	Office / Industrial
10:45 am	Capital Markets
11:30 am	Networking Lunch in Foyer and Ballroom
12:30 pm	Keynote – Frederick H. "Rick" Waddell, CEO, Northern Trust
1:30 pm	Homebuilding
2:00 pm	The Future of Master Planned Communities
2:30 pm	Retail
3:15 pm	Where Will Change Come From?
4:30 pm	Closing Remarks
4:45 – 6:00 pm	Post Trends Networking Reception

[Register Now...Click Here!!!](#)

VISIT US ONLINE AT www.arizona.uli.org

Sponsorship opportunities are available now!

Contact Jody Pokorski
jpokorski@swlaw.com

Event Sponsors:

APS
Alliance Bank of Arizona
ASU Foundation
Austin Commercial, LLP
BBVA Compass
Communities
Southwest
Downtown Phoenix
Partnership
El Dorado Holdings, Inc
Ernst & Young LLP
First American Title
Insurance Company
Gammage & Burnham
Greenberg Traurig
HSB Architects
Land Advisors
Organization
Nathan & Associates,
Inc.
Newland Communities
Northern Trust
PICOR Commercial
Real Estate Services
Silver Fern
Management, LLC
Snell & Wilmer L.L.P.
Wood Patel &
Associates, Inc.

Supporting Sponsors:

R.O.I. Properties
The Sieb Organization
DRA Communications

Media Sponsor:



Confirmed Speakers:

Dueling Economists

Dr. Paul E. Harrington, Professor and Director of the Center for Labor Markets and Policy,
Drexel University

Dr. Dennis Hoffman, Director, L. William Seidman Research Institute Professor, ASU
Department of Economics

Multi-Family Residential Panel

Jerry Brand, Senior Managing Director, Greystar

Kent Chantung, Director of Residential Development, Zaremba Group

Mark A. Forrester, Partner, Hendricks & Partners- **Moderator**

V. Jay Hiemenz, Chief Financial Officer, Alliance Residential

Office / Industrial Panel

Pete Bolton, Executive Vice President, Managing Director, Grubb & Ellis - **Moderator**

I. Michael Kasser, President, Holualoa Companies

David R. Krumwiede, Executive Vice President, Lincoln Property Company

Christopher E. Toci, Executive Director, Capital Markets Group, Cushman & Wakefield

Capital Markets Panel

Chris DeSavino, Western Region Director, JPMorgan Chase

Jeff Friedman, Co-Chief Executive Officer, Mesa West Capital - **Moderator**

Jahm Najafi, Chief Executive Officer, Najafi Companies

Thomas W. Roberts, Executive Vice President and Head of Real Estate Investments, Cole Real
Estate Investments

Keynote Speaker

Frederick H. (Rick) Waddell, Chairman, President, and CEO of Northern Trust Corporation

Homebuilding Panel

Steven J. Hilton, Chairman and CEO, Meritage Homes Corporation

Timothy P. Sullivan, Principal, John Burns Real Estate Consulting - **Moderator**

Andy Warren, President and Chief Executive Officer, Maracay Homes

The Future of Master Planned Communities Panel

Steven A. Betts, Chair, ULI Arizona and former CEO, SunCor Development - **Moderator**

Drew Brown, Chairman, DMB Associates, Inc.

John W. Graham, President, Sunbelt Holdings

Retail Panel

Arthur M. Coppola, Chairman and Chief Executive Officer, Macerich

Dan Gardiner, Founder and Principal, Phoenix Commercial Advisors - **Moderator**

Jim Pederson, Founder/Chairman, The Pederson Group

Where Will Change Come From? / Future Issues Panel

Steven A. Betts, Chair, ULI Arizona and former CEO, SunCor Development

Amy Liu, Co-Director and Senior Fellow, Metropolitan Policy Program, The Brookings Institution

Dr. Phil Regier, Executive Vice Provost, Dean of ASU Online

Wellington "Duke" Reiter, Senior Vice President, ASU Foundation - **Moderator**

Scarlett Spring, President, VisionGate Inc

Greg Stanton, Mayor-Elect, City of Phoenix



2012 ULI Arizona Real Estate Trends Conference

January 26, 2012

24/7 Online Registration: www.arizona.uli.org

Registration Types and Fees

Registration Type	ULI Member Registration Fee Through 1/13/2012	Non-Member Registration Fee Through 1/13/2012	ULI Member Registration Fee 1/14-1/23/2012	Non-Member Registration Fee 1/14-1/23/2012	After 1/23/2012 or at the Door	Registration Fee Plus One Annual Membership through 1/13/2012 <i>New Members Only</i>
Private (employed by a corporation or self-employed)	\$275	\$325	\$300	\$350	Add \$25	\$570 (Save \$125)
Public (employed by a public agency or a non-profit)	\$150	\$200	\$175	\$225	Add \$25	\$275 (Save \$100)
Young Leader – Under 35 years of age (proof of age required)	\$175	\$200	\$200	\$225	Add \$25	\$325 (Save \$140)
Student (full-time student ID required)	\$95	\$120	\$120	\$145	Add \$25	\$185 (Save \$25)

To register by phone, please call 1-800-321-5011 or fax registration form with credit card information to 1-800-248-4545.

Early-Bird Registration: Before January 13, 2012 **Standard Registration:** January 14-23, 2012

Includes 6 hours CEUs AZ Dept. of Real Estate; 6 AIA LUs; 6 AICP CMs

Registrant Information

ULI Member ID# _____ or Not a Member

Name: _____ Informal Name for Badge: _____

Title: _____ Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ E-Mail: _____

ULI Meeting Code 8127-1202

PAYMENT OPTIONS:

Credit Card: Visa MasterCard American Express Discover

Cardholder Name: _____

Credit Card Number: _____ Exp. Date: _____

Amount Enclosed: _____ Cardholder Signature: _____

If mailing a check: Please call ULI customer service: 1-800-321-5011 to pre-register to ensure inclusion in the meeting registry of attendees, and to obtain a prepared name badge.

Make Check Payable to: ULI Arizona District Council, P.O. Box 418363, Boston, MA 02241-8363

Purchase Order (Public Agencies Only): Fax copy of signed P.O. and completed registration form to 1-800-248-4585 to ensure inclusion in the meeting registry of attendees and to obtain a prepared name badge.

Reminder to Event Sponsors: Please E-Mail your guest registration information to arizona@uli.org

Refund requests must be submitted in writing by *December 30, 2011*. No refund requests will be accepted after this date. Registrations received after 1/23/2012 cannot be guaranteed a prepared name badge or inclusion in the meeting registry. Confirmations will be sent via E-Mail only.

VISIT US ONLINE AT www.arizona.uli.org