



**Urban Land  
Institute**

**Baltimore**

ULI Revitalization and Reuse Product Council

## ULI Council Member Expectations

- Council membership is a privilege desired by many ULI members and the value of the Council experience is determined by the quality and participation of its members. Each Council member is therefore expected to be a committed and participating part of the Council, contributing as much value to the Council experience as they take home.
- OPEN, HONEST, SPECIFIC INFORMATION AND EXPERIENCE: Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.
- CONFIDENTIALITY: Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible.
- REAL DEALS, REAL NUMBERS: The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, successes as well as lesson learned.
- RESPECT FOR OTHERS: Help make discussions productive and high value by engaging your fellow council members respectfully with your most relevant information and experience.
- NO SELF-PROMOTION: Councils members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.
- NO MOBILE DEVICES: It should go without saying that you cannot be fully engaged in your council while checking your email. The scheduled break is designed to allow members to check in and stay connected a few times during the day.
- ATTEND EVERY MEETING AND ATTEND ALL DAY: Each Council member has been chosen for the value that their unique background and experience brings to the Council. Missing a Council meeting or part of a Council meeting reduces the value for every other member of your Council. Your empty seat could easily be filled by someone else who has value to bring to the table.

# Agenda



1:30pm-2:00pm

## The Partnership for Building Reuse

Speakers:

**Tom Liebel**, Moseley Architects

Moderator:

**Scot Foster**, BCT Architects

2:00pm-5:00pm

## Station North Arts and Entertainment District

2:00pm-2:55pm

### Past

Panel One:

**Joe McNeely**, Founding Executive Director,  
Central Baltimore Partnership

**Amy Bonitz**, Anthem Communities

**Andy Frank**, Andy Frank Advisors

Moderator:

**Alyssa Domzal**, Ballard Spahr

2:55 pm-3:10pm

### Break

3:10 pm-4:05pm

### Present

Panel Two:

**Ed Morris**, INPHL Development

**Yonah Zahler**, Zahlco

**Ted Rouse**, Healthy Planet

Moderator:

**Dominic Wiker**, Washington Place Equities

4:05pm-5:00pm

### Future

Panelists

**Ellen Janes**, Central Baltimore Partnership

**Tim Pula**, Beatty Development /  
Penn Station Partners

**Brian Traylor**, Amtrak

Moderator:

**John Renner**, Cross Street Partners

5:30pm-7:00pm

Unofficial Happy Hour to follow in Station North, location TBD

# Revitalization and Reuse Product Council

## Mission Statement

The Baltimore Revitalization and Reuse Council is an invited group of multi-discipline, industry professionals who meet twice a year in the Baltimore region. The role of the council is to actively educate and promote best practices of redevelopment and reuse in our city and surrounding counties. Our goal is to encourage the redevelopment and reuse of land and buildings by facilitating collaboration between sectors, fostering personal relationships and drawing on our collective experience to propose solutions to some of the obstacles that hinder infill and adaptive reuse projects.