

LOCAL PRODUCT COUNCILS PRESENT

# WHAT'S NEW WHAT'S NEXT?



## MUC & HELSC

Mixed-Use

Health, Education &  
Life Sciences

### Health & Wellness Happens Where You Live, Learn, Work & Play

MODERATOR



**Cullum Clark**  
Bush Institute



**Angel Benschneider**  
Baylor, Scott & White  
Health



**Rey Sully**  
Edgemoor Infrastructure  
& Real Estate



**Jake Young**  
Lincoln Properties

Colleges, universities, academic medical centers, and healthcare systems play a vital role creating prosperity within cities across the country and powering transformational science and leadership. Meanwhile, people who engage these places to “learn and work” are also gravitating towards districts that provide places to “live, shop, and play.” Combining these forces into real estate that delivers mixed-use vitality, powered by educational and medical employment, poses real opportunity for community growth and impact. It will attract top talent, promote innovation ecosystems, and build opportunity-rich cities. *(cont.)*

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This session's panel members will highlight innovative placemaking strategies that blend high-performing "Eds and Meds" anchor institutions with "Mixed-Use Development" pursuing to promote local opportunity and destination-creation. They will share an array of successful real estate solutions characterized as urban in-fill, mid-market, and suburban centers in the form of health & wellness

campuses, re-purposed retail centers, and innovation districts with anchoring, mixed tenancy Public-Private-Partnership projects.

## BIOS

**Callum Clark** Callum Clark is Director of the Bush Institute-SMU Economic Growth Initiative and Adjunct Economics Professor at SMU. Cullum's work focuses on creating prosperous, high-opportunity cities as a path to improving economic mobility in America. He co-authored

the 2021 book *The Texas Triangle: An Emerging Power in the Global Economy*. Cullum's work has appeared in *City Journal*, *Real Clear Policy*, and numerous other publications, plus the *Freakonomics Radio* podcast. Cullum worked in investments for 25 years, founding two firms. He serves as Board Chair of the charter school network Uplift Education and on several foundation and endowment boards. He earned a B.A. in History from Yale, a Master's Degree in Political Science from Harvard, and a Ph.D. in Economics from SMU.

**Rey Sully** Rey has over 14 years of experience in real estate development, corporate finance and strategy, and operations. A Director at Edgemoor Infrastructure & Real Estate, Rey expands Edgemoor's presence in the higher education market, leveraging his higher ed development background to design creative public-private partnership (P3) solutions that leverage university assets to create innovative ecosystems. Edgemoor excels as a trusted development partner for university-anchored innovation and research centers that utilize the physical built environment to facilitate the alignment of academic research with commercial best practices. In designing, programming and developing these innovation ecosystems, Rey assists universities and industry unlock and realize the value of purposeful and meaningful collisions. Prior to his role at Edgemoor, Rey engaged in asset monetization efforts as the Director of Real Estate at Howard University, leveraging underutilized land to bring these assets to their best and highest use through P3 transaction structures. Through co-development, thoughtful planning and partnership efforts with local and national developers, Rey guided the university in delivering placemaking, high-density mixed-use projects that have transformed the surrounding Shaw – LeDroit Park – Pleasant Plains neighborhoods in DC into "Live-Learn-Play" activated environments.



## BIOS

**Jake Young** Jake Young is a highly experienced and successful real estate professional with a focus on office leasing and development in the state of Texas. As the Senior Vice President at Lincoln Property Company, he brings a wealth of knowledge and expertise in securing and managing large-scale office leases, particularly through his impressive track record

of build-to-suit (BTS) and ground up projects. With over 15 years of experience in the industry, Jake has established himself as a top-performing leader in the real estate market with a strong reputation for delivering results.

Jake has successfully secured major BTS office leases for high-profile clients like SRS Distribution 100,000rsf, Keurig Dr Pepper 350,000rsf, and TIAA 500,000rsf. His ability to understand and meet clients' unique needs has led to successful lease up in many projects, including entitlement, design, construction and lease up of 4 of DFW most prominent developments including 1900 Pearl 225,000rsf, 17 Cowboys Way 320,000rsf, 8111 Douglas 225,000rsf, and One Cowboys Way 400,000rsf. Jake has consistently demonstrated a deep understanding of the industry and a passion for delivering exceptional results for his clients.

**Angel Benschneider** Angel currently serves as the System Vice President for Transactional Real Estate with Baylor Scott & White Health and leads transaction management of a 24 MSF healthcare system portfolio, directing four teams on the execution of real estate transactions, accounting, lease administration, parking services, strategy, and finance. Prior to her current position with Baylor Scott & White Angel was a Senior Managing Director with CBRE and lead the real estate operations for McKesson, a Fortune 6 company consisting of office, medical and industrial. The 25MSF portfolio included transaction management, facilities management, variable project management, strategy, lease administration, and finance globally. Angel's position prior to McKesson was with CBRE serving as the main client point of contact for Baylor Scott & White Health leading the account team of 255 employees in transactions, facilities, project and occupancy management, lease administration, strategy, and finance. Angel has a Master of Science in Healthcare Administration, an MBA, and a Bachelor of Business Administration. She is a licensed broker in Texas.

## NOTES

