

ULI Local Product Council Meeting

Capital Markets Council – Atlanta and Charlotte Exchange
August 25-26, 2025 | Federal Reserve of Richmond, Charlotte Branch



Access Instructions: Located at 530 E. Trade St. The bank is bordered by Trade, Fourth, Davidson, and Caldwell. There are plenty of surface lots near the building (a resource may be <http://www.bestparking.com/charlotte-parking/>). The entrance to the bank is on Trade Street, and by the front door, there is a speaker on the wall. Please announce yourself using the speaker and the security officer will open the door for you. **Please have a picture ID with you.** Upon entering the building, you will be asked to place all handheld items on a conveyor to be x-rayed and to walk through a metal detector. Security will notify a staff person to take you to the meeting room.

These procedures are routine for all visitors and usually take about 5 - 7 minutes, so you may want to arrive a few minutes early.

AGENDA

Monday August 25, 2025

6:00pm: **Optional Dinner at [Fahrenheit](#)** (222 S. Caldwell, 21st Floor) *pre-registration is required*

Tuesday, August 26, 2025

7:30am: **Continental Breakfast / Networking** (530 E. Trade St.)

8:00am: **Welcome**

Brian Richards, Beacon Partners, Krista Hunter, Truist, and Shawn Kimble, Barings – CMC Charlotte Co-Chairs

8:15am: **Macro Economic Update**

[Matt Martin](#), Federal Reserve Bank of Richmond

9:00am: **Developer Speed Round / Open Discussion**

Industrial – Hunter Miller, The Keith Corporation (CLT)

Retail – TBD

Residential/MF – Patrick Kassin, Woodfield Development (ATL)

Residential/SF – Jeff Cernuto, Princeton Communities (CLT)

Office – Paul Zarian, Hines-US (CLT)

Hospitality – Darice Rose, CBRE (ATL)

10:30am: **Adjourn / Networking** (until 11:00am)