



Urban Land
Institute

Arizona



From Hindsight to Insight

15th Annual
TRENDS DAY

FEBRUARY 26, 2020

WEDNESDAY | 7:00am - 4:00pm

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AGENDA AT A GLANCE

7:00am | Registration and Networking Breakfast

7:45am | Welcome

Gwyneth Jones Cote, President, Americas, Urban Land Institute

Heidi Kimball, Senior Vice President, Sunbelt Holdings; Chair, ULI Arizona District Council

Amy Malloy, Managing Principal, Evolve Ventures; Chair, Trends Day 2020

8:00am | ECONOMIC OUTLOOK

Ali Wolf, Director of Economic Research, Meyers Research LLC

8:30am | QUICK HIT VIDEO: Arizona Through the Generations – An Economic, Historic and Cultural Retrospective

Rick Collins, President, Western Division, Ryan Companies US, Inc. – Narrator

8:40am | Real Estate Through the Decades

Maria Baier, Vice President of Communications, Phoenix Suns - Moderator

Drew Brown, Co-Founder, DMB Associates

Anne Mariucci, Board of Directors, Taylor Morrison Home Corporation

Fife Symington, Former Governor, State of Arizona

9:10am | The Future of Commercial Development

Steve Betts, Founder/President, Betts Real Estate Advisors - Moderator

Sharon Harper, President and Chief Executive Officer, Plaza Companies

David Krumwiede, Executive Vice President, Lincoln Property Company

David Scholl, Partner, Vintage Partners

Keri Silvyn, Partner/Owner, Lazarus & Silvyn, P.C

9:55am | QUICK HIT: Trade, Tariffs and Twitter - Impacts to Real Estate

Ludmilla Kasulke, Senior Associate, Squire Patton Boggs

10:05am | How Global Trade Impacts Arizona Growth

Glenn Hamer, President and Chief Executive Officer, Arizona Chamber of Commerce and Industry - Moderator

Marco Lopez, Jr., Chief Executive Officer, Intermestic Partners

Sheryl Palmer, Chairman and Chief Executive Officer, Taylor Morrison Home Corporation

R. Glenn Williamson, Founder and Chief Executive Officer, Canada Arizona Business Council

10:35am | QUICK HIT: Addressing Affordable Housing and Homelessness

Howard Epstein, National Executive, OREO/Real Estate Asset Sales, Bank of America; Founder, Arizona Housing Fund

10:45am | The New Market for the Built Environment

Steve Lindley, Executive Director – Capital Markets, Cushman & Wakefield - Moderator

Kristina Floor, FASLA, LEED AP BD+C, President, Floor Associates

Curt Kremer, Founder and Managing Partner, George Oliver LLC

Jason Schupbach, Director, Herberger Institute for Design and the Arts, Arizona State University

11:30am | NETWORKING LUNCH

12:30pm | ULI HIGHLIGHTS

Deb Sydenham, FAICP, Executive Director, ULI Arizona District Council

12:45pm | KEYNOTE: Powerful Portraits – An Intimate Look at Humanity and Leadership

Platon, Internationally-Acclaimed Photographer; Arts and Culture Board Member, World Economic Forum (Davos)

1:45pm | The Future of Healthcare and Biotechnology

Ioanna T. Morfessis, Ph.D., President and Chief Strategist, IO.INC. - Moderator

Michael E. Berens, Ph.D., Deputy Director, Research Resources, Translational Genomics Research Institute

Rafael Fonseca, MD, Getz Family Professor of Cancer; Chair, Department of Medicine; Director of Innovation and Transformational Relationships, Mayo Clinic - Arizona

Craig Passey, AIA, ACHA, Principal and Studio Leader, SmithGroup

Douglas Woodruff, West Region Executive, Senior Vice President of Development, Wexford Science + Technology

2:30pm | QUICK HIT: ULI2D Community Mural Project – Guerrero Park Neighborhood

C. Joseph Blackburn, President and Chief Executive Officer, Everest Holdings

Hugo Medina, M.Ed., Mural Artist

2:45pm | The Future of Brands: Hospitality Trends in Phoenix and Beyond

Lindsay Jewell, Partner, Perkins Coie – Moderator

Joseph Long, Managing Partner, KHP Capital Partners

Noah J. Silverman, Chief Development Officer, North American Full Service Hotels, Marriott International

Richard A. Warnick, Managing Director and Co-Chairman, CHMWarnick

3:30pm | Vision 2020 – What it Means for Arizona

Karrin Taylor Robson, Founder and President, Arizona Strategies – Moderator

Gregory Bielli, President and Chief Executive Officer, Tejon Ranch Co.

Gadi Kaufmann, Managing Director, Chief Executive Officer, RCLCO Real Estate Advisors

4:00pm | CLOSING REMARKS

Heidi Kimball, Chair, ULI Arizona District Council

4:05pm | NETWORKING RECEPTION

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Heidi Kimball, Chair
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Founder/President,
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About the Urban Land Institute

The Urban Land Institute is a 501(c)(3) nonprofit research and education organization supported by its members. Founded in 1936, the Institute now has members in 95 countries worldwide, representing the entire spectrum of land use and real estate development disciplines working in private enterprise and public service. As the preeminent multidisciplinary land use and real estate forum, ULI facilitates an open exchange of ideas, information, and experience among local, national, and international industry leaders and policy makers dedicated to creating better places.

The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

The ULI Arizona District Council was formed in the early 1980s, as a direct response to the need for educational forums and events at a local level. ULI Arizona has been a statewide convener for dialogs among change-agents and industry leaders in providing an unbiased and non-partisan exchange of ideas relevant to Arizona communities. ULI Arizona boasts over one thousand members, and has one of the highest member participation rates of any ULI District Council.

About ULI Arizona's TRENDS DAY

This year marks the 15th Annual ULI Arizona Trends Day. Each year the ULI Arizona District Council convenes Trends Day — a one-day deep-dive into the most current state and national land use and real estate trends, with a focus on what to expect in the future, where the best opportunities can be found, and how these components affect both public and private sector partners. Over thirty industry experts elaborate on issues and trends regarding Arizona's future for the economy, global trade, creative placemaking, construction and innovation, housing,

transportation, healthcare, hospitality, capital markets and the built environment. Trends Day is certainly the best "state of the state" conference with over 1,000 attendees. It brings public and private sector industry influencers, up-and-comers, and thought-leaders from across the state together in a neutral environment for a day of sharing best practices, fresh perspectives and forward-thinking expert insight to advance Arizona's competitive edge and to build thriving communities.

Benefits of Joining the Urban Land Institute

- **Make connections with the right people – here in Arizona, nationally and internationally.** Only ULI brings together professionals such as developers, architects, planners, attorneys, engineers, brokers, investors, lenders, and government officials involved in every sector of land use and real estate development. Opportunities for networking are unparalleled.
- **Look smart.** Use ULI's wealth of information and resources (available to members only) to get information you can't find anywhere else.
- **Get the tools you need for future success.** ULI offers solid, reliable analysis of demographic and market trends, and what it means for land use and real estate – especially at the local level, and also on the national and international levels.
- **Improve your community.** ULI works to make our communities better places to live by connecting the private and public sectors to discuss the land use and real estate-related topics that are

most relevant. Members have a unique opportunity to access the brain trust that is ULI, and to help promote more livable communities.

- **Outstanding programming at the local level.** ULI Arizona offers a multitude of programs and networking opportunities that are the gold standard of the industry. There are also opportunities to earn continuing education credits from ADRE, AIA, and AICP.

Will being an active ULI member give you the connections and tools to be more successful? Yes. But in addition to the benefits to your career, being a ULI member brings with it the responsibility of leadership. If you are up for the challenge of being a leader – of going beyond business to be a person of influence in your field and your community – ULI is the organization for you. For information on joining the Urban Land Institute, and working together to create better places, please visit www.arizona.uli.org.

ULI Arizona District Council Team

Debra Z. Sydenham, FAICP
Executive Director

Kristen Busby, AICP
Director

Gerri Lipp
Director

5090 North 40th Street, Suite 210 | Phoenix, AZ 85018 | Arizona.ULI.org | 602.449.7920 | arizona@uli.org

The Urban Land Institute is an approved provider of continuing education credits.
Trends Day offers 6 hours of Arizona Department of Real Estate CEUs, 6 AIA LUs, and 6 AICP CMs.

THANK YOU!

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7:45am

Welcome



COTE



KIMBALL



MALLOY

Gwyneth Jones Cote, President, Americas, Urban Land Institute
Heidi Kimball, Senior Vice President, Sunbelt Holdings; Chair, ULI Arizona District Council
Amy Malloy, Managing Principal, Evolve Ventures; Chair, Trends Day 2020

8:00am

Economic Outlook



WOLF

Ali Wolf shares insights on the current economic environment, including where the economy is headed, where to invest, trade issues, regulation, taxes, and the effect of government policy on the markets. She has a nearly encyclopedic knowledge of all things economic, citing statistics and offering detailed, illustrative examples without blinking an eye. Her eye-opening perspective on the global and domestic economy will help the audience plan better for the future and protect against risk.

Ali Wolf, Director of Economic Research, Meyers Research LLC

WALKER & DUNLOP

8:30am

NARRATOR



COLLINS

Quick Hit Video: Arizona Through the Generations – An Economic, Historic and Cultural Retrospective

A compelling look back at the economic drivers, cultural icons, and historic pivot points that have propelled Arizona from agricultural outpost to today. How and why did we get here, and where might we go?

Rick Collins, President/Western Division, Ryan Companies US, Inc.



8:40am

MODERATOR



BAIER



BROWN



MARIUCCI



SYMINGTON

Real Estate Through the Decades

How has Arizona's real estate development industry been shaped over the decades by macro-economic trends, public policy, leadership, and luck? Where have we missed, what should we be proud of, and how does our existing foundation anchor us for the future?

Maria Baier, Vice President of Communications, Phoenix Suns

Drew Brown, Co-Founder, DMB Associates

Anne Mariucci, Board of Directors, Taylor Morrison Home Corporation

Fife Symington, Former Governor, State of Arizona



9:10am

MODERATOR



BETTS



HARPER



KRUMWIEDE



SCHOLL



SILVYN

The Future of Commercial Development

This panel will be looking back over the last 20 years of commercial real estate development in Arizona and comparing it to the types of development we can expect going forward in our community. The panelists are some of the most successful developers in the Arizona market with experience in multiple product types, now engaged in some of the area's most progressive development. Their knowledge and expertise provides a unique insight into the future of commercial real estate development in Arizona.

Steve Betts, Founder/President, Betts Real Estate Advisors

Sharon Harper, President and Chief Executive Officer, Plaza Companies

David Krumwiede, Executive Vice President, Lincoln Property Company

David Scholl, Partner, Vintage Partners

Keri Silvyn, Partner/Owner, Lazarus & Silvyn, P.C.

Lewis Roca
ROTHGERBER CHRISTIE

9:55am



KASULKE

Quick Hit: Trade, Tariffs and Twitter - Impacts to Real Estate

Trade twitter tirades, tariffs on lumber, steel and aluminum, and dumping of appliances. Current trade issues directly impact the bottom line of real estate development and construction in Arizona. This Quick Hit will provide an update on the state of trade policy and tariffs, teeing up a robust practical discussion on trade impacts by the panel to follow.

Ludmilla (Milla) Kasulke, Senior Associate, Squire Patton Boggs

INVEST
PeoriaAZ

10:05am

MODERATOR



HAMER



LOPEZ



PALMER



WILLIAMSON

How Global Trade Impacts Arizona Growth

Trade volatility is directly impacting real estate development and construction in Arizona. At the same time, foreign direct investment in the US real estate industry is booming. This panel of experts will take a deeper dive into the current status of the United States-Mexico-Canada Agreement (USMCA) and its likely effect on the industry, as well as discussing threats and opportunities with China and other international trade partners.

Glenn Hamer, President and Chief Executive Officer, Arizona Chamber of Commerce and Industry
Marco Lopez, Jr., Chief Executive Officer, Interstemic Partners
Sheryl Palmer, Chairman and Chief Executive Officer, Taylor Morrison Home Corporation
R. Glenn Williamson, Founder and Chief Executive Officer, Canada Arizona Business Council

Alliance Bank
OF ARIZONA

10:35am



EPSTEIN

Quick Hit: Addressing Affordable Housing and Homelessness

Alongside his illustrious career as an executive at Bank of America, Howard Epstein has shared a passion for providing real solutions to meet the growing needs of our communities and reduce homelessness. The government turned him down, so undeterred he found a private sector solution that no one has said no to yet. Passionate, compassionate and realistic, Howard seeks a simple solution to a trend other cities are failing to solve.

Howard Epstein, National Executive, OREO/Real Estate Asset Sales, Bank of America; Founder, Arizona Housing Fund

SUNBELT  HOLDINGS™

10:45am

MODERATOR



LINDLEY



FLOOR



KREMER



SCHUPBACH

The New Market for the Built Environment

Every asset class has evolved over the years to not only think of additives as an amenity but as a necessity demanded by consumers. Residential and commercial development now incorporates state of the art technology, lifestyle preferences (where we live/where we work), shopping has become experiential, and all asset classes are adding spaces and environments with health and wellbeing components. Spaces today are about programming and design and access to green and usable open space. How we used space 15 years ago differs from today and how we will use it in the future. What are the changes in residential and commercial space and how will the new consumer dictate further evolution?

Steve Lindley, Executive Director – Capital Markets, Cushman & Wakefield

Kristina Floor, FASLA, LEED AP BD+C, President, Floor Associates

Curt Kremer, Founder and Managing Partner, George Oliver LLC

Jason Schupbach, Director, Herberger Institute for Design and the Arts, Arizona State University



**CUSHMAN &
WAKEFIELD**

11:30am

Networking Lunch



THE GRAND
AT PAPAGO PARK CENTER

12:30pm

ULI Highlights

Debra Z. Sydenham, FAICP, Executive Director, ULI Arizona



SYDENHAM

12:45pm



PLATON

Keynote: Powerful Portraits – An Intimate Look at Humanity and Leadership

Platon turns his lens on over 100 international leaders from across the political spectrum to create a profound portrait of global power. Captured with unique candor and insight, he offers an intimate glimpse of the personalities behind the public faces of the world's most powerful decision-makers.

Platon, Internationally Acclaimed Photographer; Arts and Culture Board Member at the World Economic Forum (Davos)



1:45pm

MODERATOR



MORFESSIS



BERENS



FONSECA



PASSEY



WOODRUFF

The Future of Healthcare and Biotechnology

The 21st Century has witnessed tremendous changes in how disease is treated and healthcare is delivered. Advances in such areas as genome mapping and immunotherapies have led to a shift from reactive to more proactive healthcare strategies. With such changes has come an increased focus on wellness and preventative care, as well as a more community-based approach to medicine. Although large hospitals remain at the forefront of advanced treatments, smaller neighborhood health centers are promoting healthier lifestyles catered to the individual. This panel will not only discuss the incredible innovations in the field of medicine, but also how trends in healthcare delivery are affecting the development and design of health-related services and amenities while shaping their real estate environment.

Ioanna T. Morfessis, Ph.D., President and Chief Strategist, IO.INC

Michael E. Berens, Ph.D., Deputy Director, Research Resources, Translational Genomics Research Institute

Rafael Fonseca, MD, Getz Family Professor of Cancer; Chair, Department of Medicine; Director of Innovation and Transformational Relationships, Mayo Clinic - Arizona

Craig Passey, AIA, ACHA, Principal and Studio Leader, SmithGroup

Douglas Woodruff, West Region Executive, Senior Vice President of Development, Wexford Science + Technology



2:30pm



BLACKBOURN



MEDINA

Quick Hit: ULI2D Community Mural Project – Guerrero Park Neighborhood

Leveraging the power of ULI's leadership to catalyze neighborhood revitalization through two-dimensional mural art, ULI2D is an unprecedented collaboration between the local arts community, local government, and low-income neighborhoods. Honoring the rich culture and history of our neighborhoods in a meaningful way through art is at the forefront of this endeavor. Learn about the passion behind the project and what's next for ULI2D.

C. Joseph Blackbourn, President and Chief Executive Officer, Everest Holdings
Hugo Medina, M.Ed., Mural Artist

CBRE

2:45pm

MODERATOR



JEWELL



LONG



SILVERMAN



WARNICK

The Future of Brands: Hospitality Trends in Phoenix and Beyond

The hospitality world has recently gone through a transformation, especially with respect to brands. Large, institutional hotel chains have embraced the concept “lifestyle” brands (e.g., Moxy, Canopy, Thompson) and the so-called soft brands (e.g., Autograph, Curio) to adapt to changing travel trends. Independent lifestyle hotels and small lifestyle brands have also sprung up to take advantage of niches such as historic hotels, generational preferences or unique locations. Hotel chains, owners and operators use branding to seek new ways to break into markets and re-ignite or exploit existing locations. Branding seeks to divvy up the market based on numerous dimensions. This panel will address key questions such as: What are the types of brands that are finding success? What are the branding trends generally and in Phoenix? Will all this brand growth continue, or have we reached a saturation point? Where are investors and lenders putting their money? How is industry consolidation impacting the lodging market?

Lindsay Jewell, Partner, Perkins Coie

Joseph Long, Managing Partner, KHP Capital Partners

Noah J. Silverman, Chief Development Officer, North American Full Service Hotels, Marriott International

Richard A. Warnick, Managing Director and Co-Chairman, CHMWarnick



HOLUALOA
COMPANIES

3:30pm

MODERATOR



ROBSON



BIELLI



KAUFMANN

Vision 2020 – What it Means for Arizona

Worth staying till the end! Listen to three of our industry's best and brightest give us their insightful take-a-ways from all the day's panels and speakers. Greg Bielli and Gadi Kaufmann each have a deep understanding and experience with our market but bring to their comments a breadth of national perspective. Moderated by Karrin Taylor Robson, and armed with her own decades of diverse background, this wrap-up of Trends Day is a "can't miss!"

Karrin Taylor Robson, Founder and President, Arizona Strategies

Gregory Bielli, President and Chief Executive Officer, Tejon Ranch Co.

Gadi Kaufmann, Managing Director, Chief Executive Officer, RCLCO Real Estate Advisors



4:00pm



KIMBALL

Closing Remarks

Heidi Kimball, Senior Vice President, Sunbelt Holdings; Chair, ULI Arizona District Council

4:05pm

Networking Reception



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CAPITAL MARKETS

Maria Baier

Vice President of Communications, Phoenix Suns

Maria Baier was born and raised in Phoenix and has lived here most of her life. She comes from a small business background and has taken the reins of her family business for the past decade. She has worked as the press secretary for the State Attorney General, was on the senior policy staff of the Arizona Governor's Office, was elected to, and served on, the Phoenix City Council and then was appointed Arizona's State Land Commissioner. She has also worked for the Trust for Public Land, the Sonoran Institute and Valley

Partnership. Maria was a sustainability consultant for SunCor Development Company and has served on several boards, including Urban Land Institute, Arizona Justice Project, Arizona Chamber, Phoenix Chamber, Downtown Phoenix Inc., Southwest Human Development, the Foundation for Blind Children and the Arizona Sports and Tourism Authority. She has a BA from ASU and a JD from University of Arizona. Maria now works as the Senior Vice President for Public Affairs for the Phoenix Suns. She has two daughters, Liz and Christy.



Michael E. Berens, Ph.D.

Deputy Director, Research Resources, Translational Genomics Research Institute (TGen)

Michael Berens is Professor and Director of TGen's Cancer and Cell Biology Division, as well as TGen Deputy Director. His research focuses on how cancer spreads. Specific projects include accelerating drug discovery and development for glioblastoma (a lethal form of brain cancer), use of genomic profiling for treatment planning in cancer patients (Precision Medicine), and biomarkers of tumor response to

therapy (correlative studies of clinical trials). Dr. Berens holds four patents, has launched two biotech companies, and is active in the entrepreneurial and business development community in Arizona. Career mentoring of emerging talent is an ongoing commitment in the turbulent academic landscape. Mike has been married to Patty for 42 years; they have two children and four grandchildren.



Steven A. Betts

Founder/President, Betts Real Estate Advisors

Steven A. Betts is Founder/President of Betts Real Estate Advisors acting as senior advisor to Hines Development Southwest Region, the Holualoa Companies, the PHX Rising and Fortuitous Fund, Director to the Tejon Ranch Company and Development Director to Helios Education Foundation. He is also the Chairman of the University Realty (ASU) Board of Directors. Mr. Betts is the retired President and CEO of the SunCor Development Company. He served as President in 2005, and President and CEO from 2006 through May 2010. During his tenure leading SunCor, the company experienced unprecedented growth, and Mr. Betts was named Developer of the Year by the Arizona Chapter of the National Association of Industrial and Office Park Developers (2008), as well as a Most Admired CEO by the Phoenix Business Journal (2009), and his company was awarded Developer of the Year by Southwest Contractor Magazine (2007).

After selling SunCor, Mr. Betts signed on to assist the ASU Foundation to be more strategic in real estate acquisition and development as its Senior VP and Managing Director of Assets. He has also served as Co-Chair of Governor Ducey's Transition Committee for State Lands and Parks, Chairman

and current Trustee to the Nature Conservancy, chaired the ULI Arizona District Council and serves on its Advisory Board, served as Chairman and board member for the Teach for America AZ Board, serves on the Greater Phoenix Economic Council Executive Committee, appointed by the Governor to the Transportation and Trade Corridor Alliance, Chaired the Interstate-11 Coalition, Vice Chaired the AZ Town Hall and served as Deputy Campaign Manager and Senior Advisor for Senator John McCain.

Steve has served in lead roles on several landmark legislative enactments in Arizona, including the Growing Smarter Acts, the Tourism and Sports Authority Act and the Community Facilities District Act. He was the recipient of the 1989 and 1999 Planning Recognition Award from the American Planning Association and is a frequent speaker locally, regionally and nationally on development and policy issues. Prior to joining SunCor, Steve was a shareholder with Phoenix law firm Gallagher & Kennedy and headed the firm's land use/governmental affairs practice group. He received his undergraduate degree with honors from Augustana College and his law degree with honors from the De Paul University School of Law.



Gregory S. Bielli

President and Chief Executive Officer, Tejon Ranch Co.



Gregory S. Bielli joined Tejon Ranch Co. in September 2013 as President and Chief Operating Officer and assumed the office of Chief Executive Officer in December 2013. Mr. Bielli also sits on the Tejon Ranch Co. corporate board as a director.

Mr. Bielli has more than 25 years' experience in real estate, land acquisition, development and financing. He comes to Tejon Ranch most recently from Newland Communities, one of the largest and most successful master-planned community developers in the country. As president of Newland's western region, he was responsible for overseeing management of all operational aspects of Newland's portfolio of master-planned residential, commercial

and retail real estate projects in Arizona, California and Colorado. He was also responsible for growth and acquisitions in the region.

Before joining Newland, Mr. Bielli was executive vice president for development for the Jupiter, Florida-based Medalist Developments, where he was in charge of three master planned communities. Before that, he served as president of MCO Properties in Fountain Hills, Arizona. Mr. Bielli was also elected to the Scottsdale, Arizona city council, serving from 1990 to 1998 as councilman and vice mayor. He earned a bachelor's degree in Political Science from the University of Arizona.

C. Joseph Blackbourn

President and Chief Executive Officer, Everest Holdings



Joe Blackbourn founded Everest Holdings in 2002. In twenty-five plus years in the real estate industry, Joe has had direct involvement with the investment side of transactions with aggregate value well in excess of \$2 billion, including office buildings, master-planned communities, multifamily communities, shopping centers, hotel properties, business parks, mixed-use developments, residential land, commercial land, mortgage pools, and portfolios of distressed assets. His experience includes successful outcomes for many complex underwriting, capitalization and asset management challenges. Blackbourn has been directly involved in real estate assets that include approximately 3 million square feet of improved office buildings, 2,500+ hotel rooms, residential communities comprised of 7,500+ approved dwelling units and several million square feet of potential development rights on commercial land.

Mr. Blackbourn holds a Bachelor of Science degree from the University of Wisconsin-Madison and performed post-graduate work at the University of

Wisconsin-Madison and Arizona State University. He is active in the Urban Land Institute as a member of a national product council and a past Chairman, Vice Chairman and Treasurer of the Arizona District Council. He currently serves on ULI's Governance Committee and is Chair of Partnership Forum, ULI Arizona's mentorship program.

Joe is a member of Lambda Alpha International and the National Association for Industrial and Office Parks. He currently serves on the Board of Directors of First Place Arizona, an organization formed to develop a new residential prototype for adults with developmental disorders, and is on the Advisory Board for ASU's Master in Real Estate Development transdisciplinary program. Past service includes membership on Arizona State University's Council for Design Excellence and service on the Boards of Directors for Southwest Autism Research and Resource Center and Kivel Campus of Care, a leading continuous care facility serving the Jewish community of Greater Phoenix.

Drew M. Brown

Co-Founder, DMB Associates

Mr. Brown is a Founding Partner of DMB, a real estate development and investment firm doing business in Arizona and other western states. Prior to co-founding DMB in 1984, Mr. Brown was a partner and director in the Phoenix law firm of Fennemore Craig, where he specialized in real estate and commercial lending matters. He earned his bachelor's degree from the University of Dayton and received his juris doctorate from the University of Notre Dame Law School.

Mr. Brown has been active in a number of professional, civic and community organizations. He is a member of the Board of Directors of Phoenix Art Museum, HonorHealth, The Flinn Foundation, and is a member of Notre Dame Law School Advisory Council. He previously served as a trustee of the Urban Land Institute and chairman of Greater Phoenix Leadership.



Rick Collins

President, Western Division, Ryan Companies US, Inc.

As President of the Western Division, Rick leads Ryan's Southwest, West and Northwest regional offices, and works to ensure seamlessness in Ryan's integrated platform across all regions and services. His long tenure with the company and deep professional knowledge of the industry help to create stronger partnerships internally, while enabling consistent delivery across the nation. He has overall accountability for Ryan's business units

in the western part of the US and provides executive commitment and support to regional customers.

As a member of Ryan's executive leadership team, Rick is focused on driving strategy and growth, identifying and developing key talent and broadening Ryan's geographical reach. He is also an involved leader in a host of charitable, civic and industry organizations, giving back to the communities in which Ryan is privileged to do business.



Gwyneth Jones Cote

President, Americas, Urban Land Institute

Multifamily industry leader Gwyneth Jones Cote, who most recently served as chief operating officer for Bell Partners, is the Urban Land Institute's president of the Americas region. Working closely with the Americas Executive Committee, as well as ULI's global leadership, Cote focuses on ensuring that the Institute maximizes member engagement in the Americas region, that ULI's work in the Americas aligns with the Institute's work in the Europe and Asia Pacific regions, and that all ULI America's efforts reinforce a culture of philanthropy that results in more resources to support ULI's mission-driven activities.

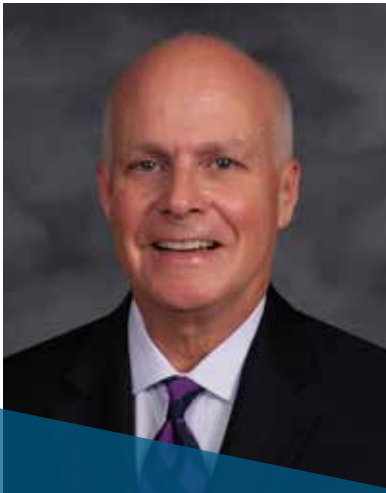
As Bell Partners chief operating officer from 2013 until the end of 2017, Cote was responsible for a team of more than 1,400 employees and

approximately 60,000 multifamily units. Prior to her role at Bell Partners, she consulted for several years to private real estate companies. Cote began her real estate career in 1989, joining the mid-Atlantic division of Trammell Crow Residential after receiving her Master of Business Administration degree from the University of Pennsylvania's Wharton School of Business. She remained with Trammell Crow as it evolved into Avalon Properties and AvalonBay Communities. She served 15 years with AvalonBay Communities (and its predecessor companies), concluding her career as a senior vice president, responsible for property operations of 19,000 apartment units located east of the Mississippi River. She is a graduate of Swarthmore College.



Howard Epstein

National Executive, OREO/Real Estate Asset Sales, Bank of America; Founder, Arizona Housing Fund



Howard Epstein is Bank of America's National Executive for the Real Estate Asset Sales Division and serves as President of several Bank of America real estate holding companies. His organization is responsible for managing, leasing and selling the Bank's domestic and international foreclosed commercial real estate holdings (OREO) and is part of Bank of America's Special Assets Group.

He leads a team of skilled asset managers who manage, lease and dispose of all types of real estate assets. The Commercial OREO team is located in three offices across the country and has completed nearly \$10 billion in transactions since 2007. His career at Bank of America spans 30 years.

Howard was born in White Plains, New York. He attended the University of Arizona and graduated in 1982 with a Bachelor of Science degree in Business Administration. Howard has been a licensed Arizona Real Estate Broker since 1983.

Howard is the Chairman of the Board of Arizona Housing Inc., (AHI), a non-profit organization that acquires and manages Permanent Supportive Housing units for individuals and families transitioning from shelter housing to independent living. AHI operates nearly 600 units. He is also Treasurer and Executive Committee member of the Phoenix Community Alliance Board of Directors. The Arizona Housing Fund is his latest effort to combat homelessness in our communities. The AZHF is a dedicated and sustainable revenue source that makes grants to nonprofit agencies that build and operate Permanent Supportive, Low-Income and Working Poor Housing. www.arizonahousingfund.org

Kristina Floor, FASLA, LEED AP BD+C

President, Floor Associates



Founding Principal Kristina Floor is a second-generation Phoenician who has a vested interest in making Arizona communities more livable by creating meaningful spaces within the public realm. In addition to her career as an urban designer and landscape architect, Kris has a strong understanding of the built form through her collaborative experience working within an architecture firm. Each of these skills has allowed Kris the opportunity to be involved in several projects over her forty-year career ranging in scale from urban planning to mixed use development and urban infill.

Known for her strategic design approach, Kris also has extensive experience with projects that include below grade parking structures which resulted in the need to implement landscape over-structure in what is now known as intensive green roof design. These projects have stood the test of time and Kris is sought after as an expert in this field. In addition to these highly technical and complex project types, Kris is also well known for creating meaningful interpretive spaces that have been recognized nationally for their design. Elsie McCarthy Sensory Garden, Desert Garden and the garden spaces related to Good Samaritan Regional Medical Center are a few of the projects that have received both local and national recognition.

Rafael Fonseca, MD

Getz Family Professor of Cancer; Chair, Department of Medicine; Director of Innovation and Transformational Relationships, Mayo Clinic-Arizona

Rafael Fonseca, MD, is the Getz Family Professor of Cancer, Professor of Medicine, Chair of the Department of Internal Medicine, Director for Innovation and Transformational Relationships, and a consultant in the Division of Hematology/Oncology at the Mayo Clinic in Arizona. He earned his MD at Universidad Anahuac, Mexico. He completed a residency in internal medicine at the University of Miami, FL, and a fellowship in hematology and medical oncology at Mayo Graduate School of Medicine, Rochester, MN. He was named a clinical investigator for the Damon Runyon Cancer Research Fund. He is a visiting healthcare fellow at the Goldwater Institute.

Dr. Fonseca's practice has focused on the diagnosis and treatment of plasma cell disorders and leading the multiple myeloma team in its efforts to develop a better understanding of the disease and its impact on patients. In his laboratory, Dr. Fonseca has led his team of researchers in concentrating on the genetic nature of the clonal cells of plasma cell disorders, myeloma bone disease, prognostic markers, and development of new therapies for the disease.

Throughout his training and career, Dr. Fonseca has received numerous awards and honors, including the Damon Runyon-Walter Winchell Clinical Investigator Award, and the International Waldenström Macroglobulinemia Research Award. Most notably, he is a Mayo Clinic Distinguished Investigator, the highest academic distinction given to investigators at his institution. Dr. Fonseca holds memberships and serves in positions for organizations such as the American Society of Clinical Oncology, American Society of Hematology, American Association for Cancer Research, and the International Myeloma Society. His research has been funded by the National Cancer Institute, the Leukemia & Lymphoma Society, the Multiple Myeloma Research Fund, and the Damon Runyon Cancer Research Fund.

Dr. Fonseca serves as reviewer and in editorial capacities for medical publications including Blood, Lancet, Nature Medicine, Cancer Cell, Leukemia, and the New England Journal of Medicine, among others. He has given many presentations as a visiting professor, and has authored numerous articles, book chapters, editorials, abstracts, and letters.



Glenn Hamer

President and Chief Executive Officer, Arizona Chamber of Commerce and Industry

Glenn Hamer is President and Chief Executive Officer of the Arizona Chamber of Commerce and Industry, an organization that over his decade-plus of leadership has become the state's most powerful advocate for job creators. In 2018, Mr. Hamer led the founding of Chamber Business News, a newsgathering outlet that provides original reporting on business and political news, insights and analysis throughout the state.

Mr. Hamer represents Arizona's business community on the national stage, where he serves as the chair of the U.S. Chamber of Commerce's Committee of 100, sits on its Public Affairs Committee, and serves on the U.S. Chamber's Board of Directors. In these positions, Mr. Hamer elevates the Arizona business community's voice on key national issues. He also serves on the board of directors of the Arizona Mexico Commission, serves as the Chair of the Arizona Charter Schools Association, and is on the board of the Arizona Council of Economic Education. As a member of the National Association of Manufacturers' advisory committee on the modernization of NAFTA, Mr. Hamer has established

himself as one of Arizona and the nation's most vocal advocates for international trade and for policies that strengthen Arizona's standing globally.

Mr. Hamer's leadership on international issues makes him a sought-after participant in international trade missions. He participated in Governor Ducey's first international trip in his tenure as governor to Mexico City to reinforce the importance of the Arizona-Mexico trade alliance. Mr. Hamer has been selected to serve as a business community representative to a number of public policy commissions, including Governor Doug Ducey's Water Augmentation, Innovation, and Conservation Council, the Western Governors Association's 30 GW Clean and Diversified Energy Advisory Committee, and Governor Janet Napolitano's Solar Energy Task Force.

Mr. Hamer is a graduate of Cornell University's School of Industrial and Labor Relations and Arizona State University's College of Law. He lives in Scottsdale with his wife and three daughters.



Sharon Harper

President and Chief Executive Officer, Plaza Companies



As Chief Executive Officer, Chairman and Co-Founder of Plaza Companies, Sharon Harper oversees all facets of company operations, including the ownership, development, leasing or management of nearly 13 million square feet of Arizona urban transformational projects, medical healthcare companies, senior living communities and bioscience/biotechnology centers.

With Ms. Harper at the helm, Plaza Companies' properties and projects have received significant recognition within the real estate, construction, senior living, technology and medical sectors, and the company has proved instrumental in setting a national standard of excellence in the ownership, development, management and leasing of award-winning facilities throughout these sectors. Her forward-thinking commitment to commercial real estate has helped Plaza Companies emerge as one of the premier real estate firms in the Southwest, earning numerous awards and designations under her leadership.

Ms. Harper has been heavily influential in the widespread success of SkySong, The ASU Scottsdale Innovation Center, of which Plaza Companies is the master developer. In addition to earning "Best of NAIOP" Economic Impact Project and Spec Office Building award in 2017, Plaza's project earned recognition as a RED Award finalist that same year. Plaza also secured the AZ Big Media RED Award for "Mixed-Use Development of the Year, 2015" for SkySong as well as two 2015 "Best of NAIOP" awards, including the "Economic Impact Award" for SkySong and an additional office building award specific to SkySong Building 3.

Harper's personal business achievements have earned considerable praise as well. She landed NAIOP's 2019

Award of Excellence, and also earned recognition as 2017's "Woman of the Year" by Valley Leadership and was listed among the Phoenix Business Journal's "Landmark Leaders" the year prior. She and her husband, Dr. Oliver Harper, also received a Lifetime Achievement Award from Phoenix Theatre.

Ms. Harper's commitments extend far beyond business, however, and include a variety of causes, volunteer efforts and appointments across Arizona and beyond. Most recently, Ms. Harper earned the 2019 Inés Pascal Award for Generous Service by Brophy College Preparatory Academy and an Award of Excellence from NAIOP Arizona. In May 2019, she was inducted into the Arizona Women's Hall of Fame.

She currently serves as immediate past Chairman of Greater Phoenix Leadership, a board member for TGen, an executive board member for GPEC, a trustee on the Creighton University Board of Trustees, Chairman of the Creighton University Advisory Board and Vice Chairman of the Trustees of ASU. She is also a Trustee for the Virginia G. Piper Charitable Trust and was appointed to the executive board of Gov. Doug Ducey's Arizona Zanjeros, a business leadership group created to help promote Arizona's economic development and reputation as a national epicenter of business and commerce. She also serves on the Board of Trustees for the McCain Institute. Past appointments include stints on the Board of Directors for the Arizona Community Foundation, Past Chair of Banner Health Foundation and Chair of the Board of Trustees for Brophy College Preparatory School. Ms. Harper also served as National Finance Chair for Arizona Senator John McCain during his 2000 and 2008 presidential runs.

Lindsay Jewell

Partner, Perkins Coie



Lindsay Jewell, a partner in the Real Estate and Land Use practice, is a deal lawyer who negotiates, documents and closes complex transactions on both the buyer's and seller's side in an efficient, proactive and organized manner. Lindsay works on local and multistate real estate transactions and has significant experience in the hospitality industry, including acquisitions, dispositions, hotel finance, REIT structuring, joint ventures, franchise and hotel management agreements, and development, asset management and operational matters.

Additional areas of Lindsay's experience include retail and office lease negotiations, financing transactions

on both the borrower's and lender's side, corporate governance, and complex title and survey review and similar due diligence matters. She also has counseled clients with respect to licensing and regulatory compliance under state and federal laws.

Lindsay frequently works on various aspects of CMBS specially serviced commercial real estate loans, including loan modifications, forbearance agreements, discounted pay-offs, foreclosures and REO dispositions for a wide variety of commercial properties. These include retail centers, office complexes, industrial parks, hotels and multifamily buildings.

Ludmilla Kasulke

Senior Associate, Squire Patton Boggs

Ludmilla (Milla) Kasulke draws on her experience in both domestic and international policy to assist clients on trade matters. Milla provides multinational corporations, sovereign governments and entities, and quasi-government entities with advice on a wide range of trade policy, legal, and regulatory issues. She has been actively engaged in all aspects of the Section 232 process, including the exclusion petition process, and regularly advises clients on the impacts of current and potential new actions. Milla also regularly counsels clients on the impacts of current and potential new trade negotiations, including the US-Mexico Canada Agreement and US-Japan and EU talks.

Prior to law school, Milla was the special assistant to the chairman of the White House Council on

Environmental Quality, where she gained first-hand experience in the daily operations of the executive branch. While there, she worked closely with the chairman and in the development and management of significant administration policies and programs, such as the Major Economies Meetings on Energy Security and Climate Change.

While in law school, Milla served as the assistant to former White House Counsel and former US Ambassador to the European Union C. Boyden Gray. She was elected as a vice president on the executive board of the Student Bar Association, where she represented part-time student interests. Additionally, she was an active member of the Georgetown Journal of Law & Public Policy staff, where she served as a symposium director.



Gadi Kaufmann

Managing Director, Chief Executive Officer, RCLCO Real Estate Advisors

Gadi Kaufmann is Managing Director and Chief Executive Officer of RCLCO (Robert Charles Lesser & Co.), a premier end-to-end solutions provider in the real estate sector around the world. Gadi joined RCLCO in 1979. He specializes in economic consulting for real estate projects and portfolios; in corporate strategy planning and management consulting at the enterprise level; in transactional and negotiation services; and in financing and capital formation strategy formulation and implementation.

Gadi is an active board and committee member of several industry and academic organizations. He is proud to contribute his leadership to the Urban Land Institute. He currently serves as ULI Trustee; Governor of the ULI Foundation; National Advisory Board Member of the ULI Terwilliger Center for Housing; and Co-Chair of ULI/DC Regional Competitiveness and Cooperation Program in Washington, D.C. Gadi also serves as Chairman of the New Programs Committee of the Pension Real Estate Association, a non-profit trade association for the global institutional real estate investment industry.

In addition, Gadi serves as Chair of the Professional and Community Outreach Committee and Founding Member of the Board at the UCLA Ziman Center for Real Estate, a joint center of the Anderson School of Management and the School of Law. He also serves on the Board of Advisors of the UCLA Luskin

School of Public Affairs, the public affairs/public service graduate school at UCLA. Finally, he also serves as an advisor and mentor to the UCLA Sharpe Fellowship Program.

Previously, Gadi served as ULI's Membership Chair; Member of the Operating Committee; Chair of the 2010 Annual Meeting in Washington, D.C.; Vice Chairman of the Board; Chair of the Product Councils Chairmen Group; Chairman of the Program Committee; and Member of the Executive Committee. He held several notable positions within the YPO-WPO and CEO organizations, international business organizations for education and idea exchange, including Member of the YPO and CEO International Boards of Directors; Member of YPO's Northeastern U.S. Regional Board; and various other leadership positions in the Santa Monica Bay and Washington, D.C., chapters.

Gadi also serves as an Editorial Advisory Board Member of The Institutional Real Estate Letter – North America, which has approximately 35 representatives from America's leading pension funds, foundations, family offices, and endowments that focus on traditional real estate investments. Gadi holds a bachelor's degree in Economics from UCLA, and is married to Karen Kaufmann, a Professor of Political Science at UCLA.



Heidi Kimball

Senior Vice President, Sunbelt Holdings



Heidi Kimball is a Senior Vice President with Sunbelt Holdings, a recognized leader in real estate development, management and investment throughout the Southwest since 1979. Over the course of its near 40-year history, Sunbelt has developed a strong presence in commercial development and asset management, as well as the developer of some of Phoenix Metro's most beloved residential communities including McDowell Mountain Ranch in Scottsdale, Power Ranch in the East Valley and Vistancia in the Northwest Valley. Recent acquisitions have provided unique opportunities in commercial development in urban centers, including the former Brown and Brown Chevrolet dealership site in downtown Mesa and several mixed-use projects in Phoenix.

Kimball joined Sunbelt in 1982 and has worked in a variety of capacities on many of Sunbelt's iconic projects, including most recently the Marina Heights

project at Tempe Town Lake. Kimball is responsible for Sunbelt's asset management and brokerage activities.

Kimball is the Chair of ULI Arizona and serves on its Management Committee and Advisory Board. Nationally, Kimball is the Assistant Chair for ULI's Responsible Property Investment Product Council. She also serves as a Trustee of Valley Partnership's Political Action Committee, as well as a past board member and Chair. Kimball is a member of National Association of Industrial and Office Properties, Institute of Real Estate Management, a board member of East Valley Partnership and the Mesa Arts Center Foundation, and a member of Arizona State University's Real Estate Advisory Board.

Originally from Wyoming, Heidi graduated with a BA (Psychology) from the University of Wyoming in 1980 and earned an MBA from Arizona State University in 2001.

Curt Kremer

Founder and Managing Partner, George Oliver LLC



George Oliver LLC is a Phoenix-based, privately owned commercial real estate investment and operating company. Real estate fundamentals can often get lost in the world of real estate investing, but founder and managing partner Curt Kremer started George Oliver in 2017 with the vision of creating a firm that puts the real estate first. This means looking beyond the surface of an asset to uncover its true potential, and then turning that potential into profitability thanks to expertise gained from a long career in commercial real estate.

Curt began his career as a Designer at Phoenix-based NDT Architecture but soon shifted into a construction management role at Opus West, one of the Valley's leading commercial real estate entities. During a seven-year period at Opus West, Curt advanced from Project Manager to Real Estate Manager, where he directed all aspects of construction and development for more than 3 million square feet of office, industrial and retail space, including projects like the 1.5-million-square-foot Pima Center in Scottsdale, Arizona.

In 2009, Curt joined Capital Commercial Investments as Vice President, where he helped lead the company's value creation process through leasing, capital improvement, development and repositioning activity. In 2011, he joined EverWest Real Estate Partners as Managing Director in charge of market analysis, acquisition, sales, asset management, leasing and property management for the Arizona region. In 2015, Curt was promoted to Managing Principal at EverWest, leading a team of acquisition managers and leveraging his expertise across multiple markets to identify value-add, joint venture opportunities nationwide.

As a 17-year industry veteran, Curt contributes a background in acquisitions, architecture, construction and commercial real estate investing, and has participated in more than 6 million square feet of office, industrial and retail development in multiple markets across the country. He earned a bachelor's degree in Architecture from Arizona State University, is a licensed Arizona Real Estate Salesperson, sits on the Executive Council Charities Board of Directors and is a member of the Urban Land Institute.

David R. Krumwiede

Executive Vice President, Lincoln Property Company

David Krumwiede is a 51-year resident of Arizona and a 33-year veteran of the commercial real estate industry. During his tenure in the market, Mr. Krumwiede has developed over 10 million square feet and acquired over 6 million square feet of Class A commercial product. He spent 15 years with OPUS in which he ultimately became Vice President for the Southwest operations.

In 2001, Mr. Krumwiede joined Lincoln Property Company as Regional Partner, where he continues to oversee Arizona, Utah, Nevada and New Mexico. Specific responsibilities include development, acquisition, disposition, debt | equity financing, joint ventures, leasing and asset | property management.



Steve Lindley

Executive Director - Capital Markets, Cushman and Wakefield

Steve Lindley works in the Capital Markets group for Cushman & Wakefield, representing sophisticated national and regional investor clients in acquisitions, dispositions, financing and development of office, industrial and mixed-use properties in Arizona. He has 29 years of experience, with sales completed totaling \$2.5 billion.

Prior to Cushman & Wakefield, Steve worked in the Capital Markets groups for national commercial real estate services companies including Grubb & Ellis, Trammell Crow, and Insignia/ESG. He brings Wall Street experience to his capital markets practice, working in the 1980's at the New York City headquarters of investment bank Drexel Burnham Lambert.

Steve enjoys actively exploring and promoting ideas and issues facing cities and communities in Arizona and beyond, including the intersection between creativity and place. He has served on the Advisory Board for AIA Phoenix Metro and is a leader with ULI Arizona, currently serving as chair of the ULI 2D community mural project.

Steve is a San Diego native, and a graduate of Arizona State University with a degree in Finance. He is committee chair for Phoenix Metro Urban Young Life and is an Elder at Valley Presbyterian Church. Steve is married to his wonderful wife, Victoria, has two children, and enjoys great food, craft beer, exploring new places, and adventures with family and friends.



Joseph D. Long

Managing Partner, KHP Capital Partners

Joseph D. Long is a managing partner of KHP Capital Partners with direct responsibility for acquisitions, property development and redevelopment, and raising capital. Long served as executive vice president and chief investment officer of Kimpton Hotels & Restaurants from 2003 until January 2015. In this role, he held leadership responsibility for all acquisitions and development activities including acquisitions for the Kimpton discretionary fund, management contracts, joint ventures, and design and construction projects. From 1996-2003, Long was senior vice president of acquisitions and development for Starwood Hotels & Resorts Worldwide where he was responsible for

acquisitions and management contract development in North America for all brands. Prior to that, he was with LaSalle Partners from 1993-1996 and was part of the team that started the LaSalle Hotel Group, which ultimately became the publicly traded REIT LaSalle Hotel Properties. Before LaSalle, he spent eight years with Metric Realty, a large institutional owner of hotels, as vice president, asset management, and as an acquisitions investment analyst. He began his career with Laventhol & Horwath in Philadelphia. Long holds a BS from the Cornell University School of Hotel Administration and is a member of the AHLA Investment Roundtable.



Marco A. Lopez, Jr.

Chief Executive Officer, Intermestic Partners



Marco A. López, Jr. serves as the Chief Executive Officer of Intermestic Partners, an international business and investment advisory group that invests in, develops, and manages a wide portfolio of companies to maximize impact across borders. Marco also serves as a Founding Partner in Skybridge Arizona, the country's first air cargo hub housing joint United States-Mexico customs. Marco is a Senior Advisor to Mexico's Carlos Slim, the Chairman of Grupo Carso, and is Senior Advisor to the Carlos Slim Foundation. He has served as U.S. advisor to presidential campaigns in Latin America on topics of national security, border trade and commerce, and economic development. Prior to founding Intermestic Partners, Marco was Chief of Staff at the United States Department of Homeland Security (DHS), Customs and Border Protection (CBP), managing an organization with a \$12 billion budget and 60,000 employees.

While at CBP, Marco was instrumental in developing key international partnerships that strengthened security while ensuring the efficient movement of people and goods into the United States. He counseled the Secretary of Homeland Security and

the Commissioner of CBP on the implementation of new technologies, human resources, and infrastructure to secure America's Southwest border with Mexico. Additionally, Marco supported and facilitated negotiations with eight Latin American countries to secure regional participation in an important aviation security program credited with identifying and preventing the transit of dangerous people and cargo to the Western Hemisphere.

Before joining DHS, Marco served as the Director of the Arizona Department of Commerce. In Arizona, he served in various capacities including Senior Advisor to the Governor, Vice-Chair of the Arizona-Mexico Commission, and Policy Advisor for Mexico and Latin America. Additionally, Marco was the Executive Director of the Arizona-Mexico Commission. During his time at the Governor's Office, Marco played a vital role in policy development regarding immigration, border security, and trade. Marco has an accomplished public sector career -- at the age of 22, he became one of the youngest mayors in the United States, elected into office at Arizona's largest border community of Nogales, Arizona shortly after graduating from the University of Arizona.

Amy Malloy

Managing Principal, Evolve Ventures, LLC



Amy Malloy started the real estate development and advisory company Evolve Ventures, LLC with her business partner Heather Personne in 2019.

Prior to creating her own company, Malloy worked as Vice President of Development for the Pederson Group, where she managed and oversaw development activity throughout Arizona. Prior to joining the Pederson Group, Malloy worked at Evergreen Development, managing retail development and redevelopment projects throughout Arizona, California, and Colorado. Prior to Evergreen, Malloy was Assistant Vice President of Development at Macerich. During her almost ten years at Macerich, she managed projects throughout the Scottsdale-Phoenix Metropolitan Area, in Southern Arizona and in Northern Arizona, specifically concentrating on the entitlement and redevelopment/development of Scottsdale Fashion Square, Kierland Commons, Biltmore Fashion Park, and Arrowhead Towne Center.

Prior to joining Macerich, Malloy served as the Business Advocate in the Economic Development department for the City of Apache Junction,

AZ. In Apache Junction, she managed the downtown redevelopment efforts, spearheaded the City's master planning efforts for 12 square miles of state land, and initiated a regional Economic Development Task Force.

Malloy is a member of Urban Land Institute (ULI) and serves as Chair on the Arizona District Council's 2020 Trends Day Committee, and was previously Chair of the AZ Technical Assistance Panel (AZTap) Committee from 2017-2019, and Vice-Chair of the 2018-2019 Trends Day Committee. In 2017, she received a scholarship from the ULI National Women's Leadership Initiative Committee for her involvement in Arizona's District Council, and in 2006, she was recognized as one of the Top 50 Women in Business, in The Business Journal of Phoenix.

Malloy holds a Master's in Public Administration from the University of Arizona, and a Bachelor of Arts from St. Olaf College in Northfield, MN. Malloy has two children, Madeleine and Brendan, with her husband John.

Anne Mariucci

Board of Directors, Taylor Morrison Home Corporation

Anne Mariucci currently serves on the boards of four large publicly-traded companies, including Taylor Morrison. She had a 28-year corporate career with Del Webb Corporation, retiring as President. After Del Webb's merger with Pulte, she went on to serve as Pulte's Executive Vice President of strategy. Mariucci was appointed to the Arizona Board of Regents by Governor Napolitano where she served

an eight-year term, including two years as Chair. She currently also serves on the Board of Banner Health and ASU Enterprise Partners. She is also active in private equity and direct real estate investment and development. Ms. Mariucci is a graduate of University of Arizona where she was a three-sport athlete, and the Stanford Graduate Financial Management Program.



Hugo Medina, M.Ed.

Mural Artist

Born in La Paz, Bolivia, Hugo Medina immigrated to New York as a child, received his BFA from C.W. Post/Long Island University in 1998 and his Master's in Education from University of Phoenix in 2006.

While completing his undergraduate work in New York, he volunteered to teach at a summer program at the Kumayya Indian reservation in California. His experience at the reservation is what led him to a career in art education. His great appreciation and admiration of the Southwest and a constant search for adventure brought him to Phoenix in 1998.

Hugo's passion for the arts and desire to pursue his dreams led him to becoming a full-time artist. His ability to develop and organize programs and events, and desire to give back to the community, led him to being awarded the first public art award by the Mayor of Phoenix, an honor that was followed by various other recognitions for his work. Hugo is recognized for a wide range of multicultural projects which have given a voice to the city through artistic expression, working together with communities to create a conduit not only for art, but for cultural discussion that tells a story.



Ioanna T. Morfessis, Ph.D.

President and Chief Strategist, IO.INC.



As a business and economic development executive, Dr. Ioanna Morfessis has focused her professional life on helping communities and companies thrive and succeed. She founded three best-of-class economic development organizations in the U.S.: Economic Alliance of Greater Baltimore, Greater Phoenix Economic Council and Montgomery County, MD Office of Economic Development. During her tenure in these organizations, her work resulted in 300 successful business locations and expansions, the attraction of nearly \$30 billion of private capital investment and the creation of more than 200,000 new direct private sector jobs in these markets.

In 2004, Dr. Morfessis established IO.INC, a visionary consulting practice that delivers expert and effective strategies and solutions to help leaders, organizations and places grow. IO.INC works with Fortune 500 companies, young enterprises, nonprofits, colleges and universities, and countries and cities across the U.S. and world, assisting them with their growth strategies, board and organizational development, competitive market intelligence and fundraising.

Dr. Morfessis served as the Chairman of the International Economic Development (IEDC) Council and is an Honorary Lifetime Member. She is a recipient of IEDC's Lifetime Excellence and Achievement Award. In October 2014, she received the inaugural Economic Development Innovation Award from fDI International, a division of The Financial Times of London.

She is a member of McKinsey Global Institute's Executive Panel, Dow Jones Advisors, the Wall Street Journal's Opinion Leaders Community, MIT Technology Review's Global Executive Panel, The Hartford's Small Business Council, and has authored and published several journal articles and op-eds in regional and national publications. In 2012, Dr. Morfessis was honored by the Arizona Centennial Legacy Project as one of the state's 48 most intriguing women for her enduring contributions to Arizona's economy and quality of life. In 2015, she was named as one of Arizona's most influential businesswomen by the Arizona Business Magazine. In 2017, she was honored with the Maricopa Community College Foundation's Hero of Education award.

Dr. Morfessis serves or has served on the boards of many local, state and national charities and non-profit organizations. Throughout her career and since founding her business, she has received more than 40 regional and national awards for her innovativeness and contributions to the arts, education, business, philanthropic and entrepreneurial sectors. She is a founding board member of the Helios Education Foundation, one of the largest education foundations in the U.S., which supports college access and success for students in Arizona and Florida.

Dr. Morfessis received her bachelor's degree from The American University, her master's degree from George Washington University, and her doctorate from Arizona State University. Dr. Morfessis was elected to the ASU College of Public Programs Hall of Fame in 1996.

Sheryl Palmer

Chairman and Chief Executive Officer, Taylor Morrison Home Corporation

Sheryl Palmer is the Chairman and Chief Executive Officer of Taylor Morrison Home Corporation, a leading national homebuilder and developer based in Scottsdale, Arizona. Since 2007, Ms. Palmer has overseen a highly experienced leadership team in several key national homebuilding markets. With more than 30 years of cross-functional building experience, including leadership in land acquisition, sales and marketing, development and operations management, Ms. Palmer has led Taylor Morrison into the top ranks of America's largest public homebuilders, following the company's IPO in 2013.

Currently, Ms. Palmer has the organization dedicated to implementing a business strategy focused on three priorities: pursuing strategic growth opportunities to deliver benefits of scale; enhanced operational excellence to drive company-wide efficiencies; and differentiating the customer experience Taylor Morrison provides all team members and homebuyers. Under Ms. Palmer's leadership, Taylor Morrison has been successful in creating trustworthy relationships with both its internal and external customers. In 2019, the

company was named America's Most Trusted Home Builder for the fourth consecutive year by Lifestory Research, named one of the World's Most Admired Companies by Fortune Magazine, and recognized by Bloomberg's Gender Equality Index for transparency in gender reporting and advancing women's equality.

Ms. Palmer spent most of her early career in the Arizona, California and Nevada real estate markets. Prior to Taylor Morrison, Ms. Palmer served as Nevada Area President for Pulte and Del Webb after spending 10 years at Blackhawk Corporation, a builder of active adult communities based in northern California. Ms. Palmer's passions extend beyond homebuilding and enter the many realms of: parenthood, including her three children and five grandchildren; leadership and diversity; supporting veterans; solving for homelessness; and health and wellness. Ms. Palmer is currently serving as the 2019-2020 Chairman of the National Board of Directors of HomeAid America, is on the Board of Directors of Interface Inc. and is an Executive Committee Member of the Joint Center for Housing Studies Policy Advisory Board at Harvard University.



Craig Passey, AIA, ACHA

Principal, Studio Leader, SmithGroup

Craig Passey is a board certified Healthcare Architect through the America College of Health Architects, and has over 25 years of experience in the architectural planning and design of healthcare facilities. Recognized for his expertise in ambulatory care and acute care facilities, Craig serves as the Health Studio Leader for SmithGroup's Phoenix office where he oversees a growing studio of healthcare specialized planning, design, and engineering experts and its project delivery and business development efforts throughout the intermountain region.

Regulatory requirements don't often elicit enthusiasm, but they do for Craig. Healthcare projects are his favorite "hands down," he notes. "They're so complex with stringent regulatory requirements, and the result of our efforts have an incredible impact on the individuals and communities

they serve." An important part of his role, says Craig, is "developing genuine and healthy relationships with both internal and external clients."

Craig's noteworthy projects include: Mountain Park Health Center's Tempe Clinic, a Federally Qualified Health Center and Fast Company Innovation by Design award finalist; The Peaks at Flagstaff, a 20-acre 120,000 sq ft continuing care retirement community; Banner Health's Acute Care and Ambulatory Care Templates & Standards, developed to promote speed to market, ensure brand consistency, and capture clinical best practices; and Banner Ironwood Medical Center, a full-service 84-bed community hospital, and the first greenfield hospital designed and constructed using Banner Health's Acute Care Templates and Standards.





Platon

Internationally Acclaimed Photographer; Arts and Culture Board Member, World Economic Forum (Davos)

After working for British Vogue for several years, Platon was invited to New York City to work for the late John Kennedy, Jr. and his political magazine, George. Shooting portraits for a range of international publications including Rolling Stone, The New York Times magazine, Vanity Fair, Esquire, GQ and The Sunday Times magazine, Platon developed a special relationship with TIME magazine, producing over 20 covers for them. In 2007, he photographed Russian Premier Vladimir Putin for TIME magazine's "Person of the Year" cover. This image was awarded 1st prize at the World Press Photo Contest.

In 2008, he signed a multi-year contract with The New Yorker. As the staff photographer, he has produced several large-scale photo essays, two of which won ASME Awards in 2009 and 2010. Platon's New Yorker portfolios have focused on themes including the U.S military, portraits of world leaders and the civil rights movement.

In 2009, Platon teamed up with Human Rights Watch to help them celebrate those who fight for equality and justice in countries suppressed by political forces. These projects have highlighted human rights defenders from Burma as well as the leaders of the Egyptian revolution. Following his coverage of Burma, Platon photographed Aung San Suu Kyi for the cover of TIME—days after her release from house arrest. In 2011, Platon was honored with a Peabody Award for collaboration on the topic of Russia's Civil Society with The New Yorker magazine and Human Rights Watch.

Platon has published four books of his work: Platon's Republic (Phaidon Press, 2004), a retrospective of his early work; Power (Chronicle, 2011), 100 portraits of the world's most powerful leaders; China: Through the Looking Glass (The Metropolitan Museum of Art, 2015), in collaboration

with The Metropolitan Museum of Art, and Service (Prestel, 2016), dedicated to the men and women in the United States military, their physical and psychological wounds, their extraordinary valor, and the fierce emotions that surround those who serve.

Platon is a communicator and storyteller. He has been invited to be a keynote speaker on leadership at the World Economic Forum in Davos, Chanel, Nike, Yale University, Oxford University, Wharton University, the National Portrait Gallery in London and International Center of Photography in New York. He has also appeared on a range of television media including Charlie Rose (PBS), Morning Joe (MSNBC), Fareed Zakaria's GPS (CNN) and the BBC World News.

Platon's work has been exhibited in galleries and museums both domestically and abroad. He has exhibited in New York at the Matthew Marks Gallery and the Howard Greenberg Gallery, as well as internationally at the Colette Gallery in Paris, France. The New York Historical Society has exhibited a solo show of Platon's civil rights photographs, which remain as part of the museum's permanent collection. Other permanent collections holding Platon's photography include The Florida Museum of Photographic Arts in Tampa, Florida and The Westlicht Museum for Photography in Vienna, Austria and the Scotland National Portrait Gallery in Edinburgh.

In 2013, Platon founded a non-profit foundation named The People's Portfolio. The foundation aspires to create a visual language that breaks barriers, expands dignity, fights discrimination, and enlists the public to support human rights around the world. He serves as the Creative Director at Large for the Center for Civil and Human Rights in Atlanta, Georgia. Platon is currently on the board for Arts and Culture at the World Economic Forum and serves as a steward for the Economic Growth and Social Inclusion Initiative.

Karrin Taylor Robson

Founder and President, Arizona Strategies

Karrin Taylor Robson is a respected and long-time Arizona business leader and land-use expert. She is Founder and President of Arizona Strategies, a premier land use strategy firm headquartered in Phoenix. Throughout her extensive career, she has entitled more than 20,000 acres including more than 35,000 homes and over 25 million square feet of commercial uses. Karrin has worked with national organizations representing major landowners and stakeholders across the country to advance balanced federal environmental law and policy on endangered species acts and wetlands issues. In addition, she has advanced multiple public-private partnerships, leveraging private sector capital to deliver public infrastructure and other public benefits.

Karrin also serves on the boards of numerous government and community and economic development organizations. In June 2017, she was appointed by Governor Doug Ducey to the Arizona Board of Regents which is responsible for the governance of the state's public universities: Arizona State University, Northern Arizona University and the University of Arizona. She currently serves as the chair of the Joe Foss Institute, a board officer of the Greater Phoenix Economic Council, trustee member of Boys and Girls Club of Metro Phoenix Foundation, and a board member of the Arizona Chamber of Commerce and InvisionAZ. In addition, Karrin serves

as a member of the Civic Leaders Group for the Chief of Staff of the United States Air Force.

Prior to forming Arizona Strategies, Karrin served as Executive Vice President of DMB Associates, Inc., a Scottsdale based master-planned community developer, where she was responsible for ongoing land use entitlement matters and other value-enhancing efforts for its communities and businesses. Earlier in her career, Karrin was a principal with the law firm of Biskind, Hunt & Taylor, P.L.C., where she practiced in the areas of land use, development and zoning law representing large landowners on significant and complex land use cases.

Her deep Arizona history and professional experience have shaped her perspective on our culture today and helped define her personal priorities. She believes that being actively involved in the community is a prerequisite for being an American. Through her numerous professional, community and philanthropic commitments, Karrin advocates daily for building and sustaining a dynamic and diverse economy, protecting property rights and creating value in real estate, developing a world-class education system with options for all types of learners, fostering civic engagement and supporting the men and women who serve in our military.



David Scholl

Partner, Vintage Partners

In 2010, David Scholl formed Vintage Partners, a real estate development and investment company, with several partners. Vintage Partners is an active owner/developer of retail real estate with projects throughout Arizona. Prior to forming Vintage Partners, Scholl was with Westcor. As senior vice president of development for Westcor, Scholl oversaw ground-up development and redevelopment for Macerich's Arizona portfolio. A 48-year resident of Phoenix, Scholl was with Westcor for 24 years and has been active in the southwest US real estate market for more than 36 years.

Scholl is active in many aspects of the shopping center development industry. He is a member of the International Council of Shopping Centers and the Urban Land Institute. He also serves on the advisory board for the ULI Arizona District Council, and on the board of Fighter Country Partnership.

Scholl earned his Bachelor of Science degree from the University of Arizona and his MBA degree from Arizona State University. After graduating from Arizona State University, Scholl worked with the Phoenix office of Coldwell Banker as a broker-trainee before joining Westcor.



Jason Schupbach

Director, Herberger Institute for Design and the Arts, Arizona State University



Jason Schupbach is the Director of the Design School at Arizona State University. Previous to this position, he was Director of Design and Creative Placemaking Programs for the National Endowment for the Arts, where he oversaw all design and creative placemaking, grantmaking and partnerships, including Our Town and Design Art Works grants, the Mayor's Institute on City Design, the Citizens' Institute on Rural Design, and the NEA's federal agency collaborations. Previously, Jason served Governor Patrick of Massachusetts as the Creative Economy Director, tasked with growing creative and

tech businesses in the state. He formerly was the Director of ArtistLink, a Ford Foundation funded initiative to stabilize and revitalize communities through the creation of affordable space and innovative environments for creatives. He has also worked for the Mayor of Chicago and New York City's Department of Cultural Affairs. He has written extensively on the role of arts and design in making better communities, and his writing has been featured as a Best Idea of the Day by the Aspen Institute.

Noah Silverman

Chief Development Officer, North American Full Service Hotels, Marriott International



Noah Silverman is Chief Development Officer, North American Full Service Hotels for Marriott International, Inc. He is responsible for overseeing all aspects of the development process in the United States and Canada for the Marriott, JW Marriott, Westin, Renaissance, Le Meridien, Sheraton, Delta, Gaylord, Ritz-Carlton, St. Regis, EDITION, W and Bvlgari brands and The Luxury Collection, Autograph Collection, and Tribute Portfolio.

Prior to his current role, Mr. Silverman served as Senior Vice President, Global Asset Management, where he led Marriott's asset management efforts on a worldwide basis. Before that, he was Senior Vice President, Development Asset Management, providing overall global leadership in managing hotel deals from the time a transaction is signed through opening. Before that, Mr. Silverman was Senior Vice

President, Project Finance, where he led a variety of complex transactions, including seeking outside investors to own Marriott's company-owned hotels subject to long-term management agreements.

Mr. Silverman joined Marriott in July 1997 as an attorney in the Marriott Law Department. In June 2002, he became Vice President, Global Asset Management, where he negotiated a number of transactions to preserve and enhance the stability and value of Marriott's long-term management and franchise agreements.

Prior to joining Marriott, Mr. Silverman was an associate with the law firm of Covington & Burling in Washington, D.C. He holds an A.B. from Princeton University and a J.D. from the University of Pennsylvania Law School.

Keri Silvyn

Partner/Owner, Lazarus & Silvyn, P.C.

Keri Lazarus Silvyn has been practicing zoning and land use law in Southern Arizona for over 20 years. Her practice emphasizes sustainable development and appropriate and responsible growth. Her work focuses on advising private developers and local governments on application of zoning codes, compliance with state statutes, compliance with current land use case law, and effective public/private partnerships. In 2012, she opened Lazarus, Silvyn & Bangs, P.C. with her partner and father, Larry Lazarus, and has been running the law firm with offices in both Tucson and Phoenix since that time.

Greater Tucson Leadership selected Keri as the Tucson Woman of the Year for 2013. Keri has been listed annually as one of America's Leading Business Lawyers in the category of Real Estate: Zoning/Land Use since the 2012 edition of Chambers USA by Chambers and Partners Publishers. Keri has been

recognized annually since 2008 as a Best Lawyer in America. Since 2017, Keri has been recognized annually as Tucson's Lawyer of the Year in the area of Land Use and Zoning Law. Since 2015, Lazarus, Silvyn & Bangs, P.C. has been recognized annually as a Best Law Firm in Arizona. Keri has been appointed over the years to serve on many advisory committees and working groups to improve zoning entitlement and development processes based on her experience and ability to work with diverse stakeholders.

The goal for all of Keri's clients is sustainable, appropriate, economically feasible and responsible growth. Ms. Silvyn's representation has included infill developments, medical campuses, retail developers, industrial complexes, office developments, large utility company projects, mixed use developments, continuing care retirement communities, local cities and towns and tax increment financing districts.



Debra Z. Sydenham, FAICP

Executive Director, ULI Arizona

Deb Sydenham joined ULI Arizona in 2010 as its Executive Director after nearly 20 years with the State of Arizona, and 9 years in the private sector. Her vast statewide experience working with local, regional, state governments, and tribal communities, and state level policy issues serves as a solid foundation to moving the ULI mission forward.

Immediately prior to joining ULI, Deb was Deputy Director for the Office of P3 Initiatives at ADOT and was involved in establishing the state's program to use public-private partnerships (P3) as a tool to address Arizona's transportation requirements. In addition to her ADOT role, Deb worked closely with the Governor's Office and the Governor's Military Affairs Commission on statewide military sustainability issues and continues to be a resource to the State in this area.

For 17 years, Ms. Sydenham led the Community Development and Planning component of the Arizona Department of Commerce and was responsible for all Community Development functions including the Arizona Office of Smart Growth, Rural Development Office, and the Regional Managers. She maintained oversight of the Growing Smarter Planning Grant Program and the \$5 million dollar Military Installation Fund. Deb was the agency lead in all military sustainability and Smart Growth efforts, a Governor appointee to the Growing Smarter Oversight Council and she staffed the Governor's Military Affairs Commission and the Arizona Military Affairs Commission.

Deb is a graduate of Michigan State University and a Fellow of the American Institute of Certified Planners.



Fife Symington

Former Governor, State of Arizona



Fife Symington moved to Arizona in 1968 as a Second Lieutenant in the USAF serving at Luke AFB until he was assigned to Udorn AFB in Thailand (1970) during the height of the Vietnam War. He was awarded the Bronze Star for his service. After his discharge, he returned to Arizona and, after passing the real estate exam in 1971, began selling residential real estate for Ed Post Realty.

His interest shifted to commercial real estate. He was contacted by a representative of Eastern Airlines whose ownership group wanted to purchase the Arizona Biltmore Hotel and the surrounding 1,000 acres. Symington agreed to be Eastern's "man on the ground". Through this effort, he met the owners of Lincoln Property Company who joined the team.

Although Eastern's proposal was ultimately rejected by the Wrigleys, Symington had gained invaluable experience in negotiating the complex landscape of commercial development in the Valley. He was asked to join Lincoln Property Company and became an Operating Partner. After three years with Lincoln, Symington started his own company, Inverness. The goal: to develop and manage low-density, innovatively-designed garden office buildings.

Inverness later morphed into The Symington Company, which developed and managed a broad portfolio of garden office complexes through the 1980s. By 1983, with the support of Daniel Ludwig (owner of Southwest Savings and Loan), he began a push to build a \$400 million, 21-story mixed-use development at 24th Street and Camelback Road.

Symington argued that the project, named the Camelback Esplanade, fit perfectly with the city's celebrated new smart-growth plan, the Urban Village Concept. What followed was one of the costliest commercial development fights in the Valley's history. Ultimately, the Esplanade was scaled back to the sprawling 11-story mixed-use facility that still sets the tone for the upscale skyline of the Camelback Corridor.

After he led efforts to fight "English Only" legislation in the state and supported the recall effort of Gov. Evan Mecham, Barry Goldwater prodded him to run for governor. After winning a primary and general election, Symington was elected governor of Arizona, serving from 1991 to 1997. During his tenure, he was a lead governor on NAFTA and played a prominent role in national welfare reform. He is best remembered for his efforts to abolish the State income tax and his fight to keep the Grand Canyon National Park open during the federal budget crisis.

In the last 20 years, Symington has become as well known for his gourmet Governor's Cake as for his time as governor. He is a founding partner of the culinary school he helped create, the Arizona Culinary Institute. Prior to this, in 1998, Symington graduated from The Scottsdale Culinary Institute earning a degree in Culinary Arts and Restaurant Management. Besides assisting in the creation of several new restaurants in The Valley, Symington continues to involve himself in various business ventures. Symington has five children and eleven grandchildren and vows never to retire.

Richard Warnick

Managing Director and Co-Chairman, CHMWarnick



Richard Warnick is Managing Director and Co-Chairman of CHMWarnick, the leading provider of hospitality asset management and strategic advisory services to the hospitality industry. The company asset manages over 70 hotels comprising approximately 29,000 rooms valued at roughly \$15 billion. CHMWarnick's advisory services cover virtually every aspect of the hospitality industry and

all phases of a hotel's lifecycle, including ground-up development and repositioning. The company is currently providing development advisory services for hotel and resort projects valued at over \$2 billion. CHMWarnick has offices in Boston, Chicago, New York City, Los Angeles, Phoenix, San Francisco, Fort Lauderdale, and Honolulu.

R. Glenn Williamson

Founder and Chief Executive Officer, Canada Arizona Business Council

Mr. Williamson has more than 30 years of entrepreneurial and executive level experience, primarily in the financial and operational aspects of companies. Mr. Williamson is Chairman of EPCOR Water USA, the largest private water utility in Arizona, a subsidiary of EPCOR Utilities, headquartered in Edmonton, Alberta, with operations in Canada and the U.S. Mr. Williamson is also Chief Executive Officer of Nest Ventures LLC. with offices in Montreal and Phoenix.

Mr. Williamson is the Founder and Chief Executive Officer of the Canada Arizona Business Council, a private sector group sanctioned by the Canadian Government and the State of Arizona to work on increasing bilateral trade and foreign direct investment between Canada and Arizona. In 2014, Mr. Williamson was appointed Honorary Consul for Canada for Arizona.

He is also a Visiting Speaker at Thunderbird: The American Graduate School of International Management in Phoenix, Arizona. He was a founding board member of Arizona State University's North American Center for Trans Border Studies, a member

of the Deans Advisory Council in the School of Global Management & Leadership at Arizona State University, and a Board Member of the International Committee of the Greater Phoenix Economic Council.

Mr. Williamson has also been an Honorary Commander at Luke Air Force Base, home to the 56th Fighter Wing of the U.S. Air Force, which is comprised of some 200 F-16 fighter aircraft. He is also currently a member of the Blue Blazer Squadron, a group of 56 Honorary Commanders operating under the Fighter country partnership. Additionally, he sits on the Arizona District Export Counsel Board, a position appointed by the U.S Secretary of Commerce.

Mr. Williamson has received six coveted gold and silver National Telly Awards for executive production of non-broadcast video and film productions, and is an avid skier, scuba diver and video gamer. Mr. Williamson, who was born in Montreal and is fluent in French, is a graduate of Rothsey Collegiate Military Academy in New Brunswick, Canada. He currently resides in Phoenix with his wife and three children and is a dual citizen of both the United States and Canada.



Ali Wolf

Director of Economic Research, Meyers Research, LLC

Ali Wolf is the Director of Economic Research for Meyers Research. As head of the Economics Department, Ali manages and analyzes the content for Zonda, provides data analytics, runs special research projects, and does presentations across the country on topics spanning both the housing market and the wider economy. Ali has focused much of her career on understanding prior recessions and led

the charge on 'Millennials discussing Millennials' in the homebuilding space. Prior to joining the Meyers team, Ali worked for another consultancy firm and was a researcher for both the Canadian and UK Parliaments. Ali holds a bachelor's degree from The Ohio State University in Economics and a Master's Degree from the London School of Economics in Real Estate Economics and Finance.



Douglas Woodruff

West Region Executive, Senior Vice President of Development, Wexford Science + Technology

Doug serves as Wexford's West Region Executive and Senior Vice President of Development. In his role, he is chartered with developing and executing projects that create and expand Wexford Knowledge Communities in the Midwest and West regions. Doug brings over 30 years of experience in real estate development and finance, including development management, stakeholder advisory, construction oversight, and financial structuring.

Prior to joining Wexford, Doug was Chief Executive Officer of Downtown STL, Inc. a public-private partnership focused on economic development in downtown St. Louis. Doug's previous experience includes consulting with Knowledge Community

stakeholders, including the Cortex Innovation District and Washington University in St. Louis. From 1985 to 2007, Doug was employed at Bank of America where he held several company-wide leadership positions at the bank, including President of the Community Development Banking Group and President of the Franchise Banking Group.

Doug currently serves on the Advisory Board of the George Warren Brown School at Washington University in St. Louis. He is a former board member of the St. Louis Economic Development Partnership, the Local Initiative Support Corporation and the St. Louis Equity Fund.



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Perkins Coie is proud to support the Urban Land Institute. We commend its efforts to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

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