ULI Urban Land Institute

ldaho

Annual Review | 2020 Preview | 2021



A Message from ULI Idaho District Council Chair, Danielle Hurd

Urban Land Institute (ULI) Idaho enjoyed a successful Fiscal Year 2020. Despite interruption from COVID-19, we ended the year with 248 active members; and are so far seeing most members renew and stay engaged. We were able to maintain our expanded program engagement and revenue levels necessary for sustaining ULI Idaho's day-to-day operations, including full-time staff support. And, we celebrated the successful pilot implementation of UrbanPlan with the University of Idaho.



Danielle Hurd, 2020-21 Chair

Our council has increased the gender and age diversity of our membership thanks to active programming and recruitment from the Women's Leadership Initiative and Young Leaders Group. ULI Idaho also has the opportunity to provide leadership in addressing issues of racial diversity, equity, and inclusion in our real estate market - a critical issue for ULI Americas.

The Urban Land Institute's recent investments in upgrading online Member Tools proved fortuitous. On Knowledge Finder, members can access ever-increasing content including webinars, case studies, reports, and event information from around the world. ULI's global network and quick adaptation of Fall and Spring meetings to virtual events has allowed American members to learn from colleagues in Asia Pacific, Europe, and vice versa as we collectively work to address the pandemic's impact on our businesses and communities. Continued investments in Member Directory will identify content in Knowledge Finder related to members' experience and interests, making relevant information even easier to access.

Again, ULI Idaho has a critical role to play in our region. As we expect continuous growth in our council's urban areas despite-or perhaps related to-the effects of the pandemic, ULI's ability to act as a neutral convener is essential. Through offering UrbanPlan to public officials, we will bring public and private professionals together to develop an improved, mutual understanding of issues and forces at play when managing growth.

ULI's mission to provide leadership in the responsible use of land and in creating and sustaining thriving communities is delivered by its members. No matter what this coming year brings, we are committed to continuing our work focused on affordable housing, transportation, and healthy communities in Idaho and Montana, whether in person or virtually.







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Accomplishments

Three New Initiatives Launched

ULI Idaho launched three new programs in FY 20 that will expand our council's impact and provide additional opportunities for sponsorship, program revenue, and philanthropy.

UrbanPlan

UrbanPlan is a realistic, engaging exercise in which participants experientially learn the fundamental forces that affect development in our communities. ULI Idaho launched UrbanPlan in partnership with the University of Idaho's Landscape Architecture Program. Ten graduate students participated as part of their studio architecture class taught by Catherine Bai.









Idaho's program included the "Urban Design Lecture Series" open to students and the public. The series had 140 total participants.

On March 6, 2020 UrbanPlan culminated with the "City Council Hearing" with students presenting their development proposals to a city council of member volunteers. Students in the winning team were awarded one-year memberships to ULI.

NEXT

The NEXT program engages mid-career members, aged 35-45. Eight members participated in ULI Idaho's pilot. NEXT participants develop strong personal and professional connections as they hone leadership skills. The committee plans to double the program within two years.

Accomplishments

Design & Placemaking Product Council

The local Design and Placemaking Product Council provides a much-needed space for discussion about excellence in urban design. This council, a cross-section of real estate professionals, explores design and placemaking best practice and considers how to incorporate these practices in our region.

Maintaining a Statewide Presence

ULI Idaho continued efforts to engage members outside of Boise, with our first programs in Twin Falls, record attendance at Emerging Trends in Real Estate 2020 – Inland Northwest, and a Public Official Workshop for the City of Post Falls.



Canyon County Director of Development Services, Patricia Nilsson was appointed as Membership Committee Co-Chair with the intention to engage industry professionals in West Ada and Canyon counties. She has also been influential in increasing public sector membership.

Adapting to a World with COVID-19





Our council was able to quickly adapt to the health and safety guidelines around the coronavirus and offered several virtual programs this Spring to continue to engage members safely. This has the added benefit of allowing statewide participation.

FY20 Leadership & Committees

Management Committee



Danielle Hurd. Chair

Clay Carley, Governance



Jeremy Malone, Treasurer



Matt Blandford. Chair for Mission Advancement



Hilary Vaughn. Programs Chair



Membership

Co-Chair

Brendon Daniels. Patricia Nilsson, Membership Co-Chair

Chris Dwyer, Design

Product Council Chair

& Placemaking



Stacey Alexander, Women's Leadership Initiative Co-Chair

Karena Gilbert, Initiative Co-Chair



Governance Committee

Clay Carley, Old Boise

Kent Hanway, CSHQA George Iliff, Colliers International

Program Committee

Hilary Vaughn, Holland & Hart Ryan Armbruster, Elam & Burke Matt Blandford, Andersen Construction Jessen Butler, Stackrock Group James Colburn, Cushing Terrell

Membership Committee

Brendon Daniels, T-O Engineers Patricia Nilsson, Canyon County Bryant Forrester, Urban Concepts

Women's Leadership Initiative

Stacey Alexander, US Bank

NEXT Participants

Jessica Durham, Jessica Durham Realty Kevin Cablik, Paradigm of Idaho Christopher Dwyer, Cushing Terrell

Jessica Durham, NEXT Chair

Bob Taunton, Taunton Group

Ed Miller, Givens Pursley

Quentin Knipe, Stoel Rives

Chase Erkins. Lee & Associates

Erik Hagen, Cole Architects

Christina Hardesty, Parsons,

Diane Kushlan, Kushlan

Julie Oliver, Oliver O'Gara

Laura Williams. Andersen

Jessen Butler, Stackrock Group

Karena Gilbert, Thornton Oliver

Behle & Latimer

Associates

Construction

Keller



Laura Williams, Young Leaders Group Chair

Young Leaders Group

Laura Williams, Andersen Construction Catherine Bai. GGLO Chase Erkins, Lee & Associates Brendon Daniels, T-O Engineers Christina Hardesty, Parsons, Behle & Latimer



Scott Schoenherr, Developer's Product Council Chair

> Lisa Hilbrands, Andersen Construction Abbey Stover, T-O Engineers

Andrew Wheeler, Pacific West Architecture

Developer's Product Council

Scott Schoenherr. Rafanelli & Nahas Tom Bobo, Grossman Company Properties Mike Brown, Roundhouse Clay Carley, Old Boise, LLC Mike Chidester, Bristol Development Bill Clark. Bill Clark Development Eric Davis, Retail West Properties Mike DiVittorio, Idaho MC, LLC Shane Felker. Sawtooth Development Blake Hansen, Alturas Captial Partners

Michael Hormaechea. Hormaechea Jeremy Malone, Oppenheimer Development Corporation Scott McCormack, American Neil Nelson, ESI Construction Derick O'Neill, River Shore Skip Oppenheimer, Oppenheimer Development Corporation Bryan Vaughn, Hawkins Companies David Wali, Gardner Company Ben Zamzow. Rockv Mountain Dana Zuckerman, Capital City



Development, LLC Pacific Advisors, LLC Development

Companies

Development Corporation

FY20 Leadership & Committees

Design & Placemaking Product Council

Chris Dwyer, *Cushing Terrell* Catherine Bai, *GGLO* Kevin Cablik, *Paradigm of Idaho* Daren Fluke, *City of Boise* Diane Kushlan, *Kushlan Associates* Drew Morgan, *BHB Engineers* Megan Rebholtz, *River Shore Development*

Advisory Board

Gary Allen, *Givens Pursley, LLP* Cameron Arial, *City of Meridian* Ryan Armbruster, *Elam & Burke* Hethe Clark, *Clark Wardle* Eric Davis, *Retail West Properties, LLC* Chris Dwyer, *Cushing Terrell* Jerry Frank, *Petra, Inc.* Chuck Graves, *McAlvain* Erik Hagen, *Cole Architects* Jeff Heath, *Business Interiors of Idaho* Christopher Humphrey, *Stoel Rives, LLP* Phil Rubel, *Business Interiors of Idaho* Scott Schoenherr, *Rafanelli & Nahas* Ben Semple, *Rodney Evans + Partners* Bryan Vaughn, *Hawkins Companies* Doug Woodruff, *Capital City Development Corporation*

Ken Hunter, *TitleOne Corp.* George Iliff, *Colliers International* Anita Keil, *ESI* Scott Lyons, *Boise Cascade* Al Marino, *TOK Commercial* Christopher Meyer, *Parkwood Properties* Derick O'Neill, *River Shore Development* Shellan Rodriguez, *SMR Development* Ivan Sim, *Idaho Power* Craig Slocum, *CSHQA* Doug Ward, *First Interstate Bank*

UrbanPlan Committee

Cameron Arial, *City of Meridian* Catherine Bai, *University of Idaho* Clay Carley, *Old Boise, LLC* Daren Fluke, *City of Boise* Diane Kushlan, *Kushlan Associates* Carl Miller, *COMPASS* Zach Miller, *Steed Construction*

UrbanPlan Volunteers

Cameron Arial, *City of Meridian* Kevin Cablik, *Paradigm of Idaho* Clay Carley, *Old Boise, LLC* Jessica Durham, *Jessica Durham Realty* Daren Fluke, *City of Boise* Bryant Forrester, *Urban Concepts* Nick Gourley, *Stoel Rives* Rory Heggie, *CSHQA* Margaret Hunt, *Roundhouse* Diane Kushlan, *Kushlan Associates* Jeremy Malone, *Oppenheimer Development Corporation* Derick O'Neill, *River Shore Development* Kati Stallings, *deChase Miksis* Beth Scott, *University of Idaho* Bob Taunton, *Taunton Group* John Vance, *Northwest Real Estate Capital Corporation*

Ethan Mansfield, *City of Boise* Carl Miller, *COMPASS* Zach Miller, *Steed Construction* Jeff Nielson, *Stoel Rives* Kåren Sander, *HDR, Inc.* Beth Scott, *University of Idaho* Craig Slocum, *CSHQA* John Starr, *Colliers International* John Vance, *Northwest Real Estate Capital Corporation* Andrew Wheeler, *DG Group Architecture*



Highlights

- Emerging Trends in Real Estate 2020 Magic Valley was ULI Idaho's first event in Twin Falls.
- The City of Post Falls engaged ULI Idaho to hold a Public Official Workshop. Five experts from around the state presented on best practices for downtown development and urban renewal districts to public staff, officials, and citizens.
- ULI Idaho's UrbanPlan program included the popular, public Urban Design Lecture Series. The lectures introduced students to industry leaders and illustrated realworld applications of concepts in UrbanPlan.
- The first virtual programs from ULI Idaho were well attended and the online format will be useful for engaging statewide audiences moving forward.
- Main themes for FY 20 programming were affordable housing, equitable development, and transportation.

By the Numbers





YLG – Summer Social and NEXT Kick Off Party July 17, 2019



Member Only Tour of Bridge Townhomes presented by YLG August 6, 2019



Post Falls Public Official Workshop August 27, 2019

What's the Risk?

Developing Resilience October 7, 2019

Member Only Tour of Parkway Station presented by YLG **September 12, 2019**



WLI – Content & Cocktails: Accelerate Your Career with Allison Dunn **September 10, 2019**





WLI – Urban Brain Bites: Hawley Troxell **October 24, 2019**

Drinking About YLG's Future **November 6, 2019**

Emerging Trends in Real Estate 2020 November 12, 2019





Emerging Trends in Real Estate 2020 - Inland Northwest **November 13, 2019**

WLI – Content & Cocktails: Telaya with Carrie Sullivan November 14, 2019





Member Only Tour of Adare Manor presented by YLG **November 19, 2019**



Emerging Trends in Real Estate 2020 - Magic Valley **December 12, 2019**



Urban Design Lecture Series:

- The Power of Placemaking January 24, 2020
- Development 101 January 31, 2020
- Affordable Housing February 7, 2020
- Transportation Planning for Treasure Valley
 February 13, 2020

YLG – CEO Series with Ivan Sim **February 18, 2020**



Why PIVOT? with Kristin Armstrong presented by WLI **February 25, 2020**





Housing Policy Matters March 4, 20020



YLG – Brewing Connections with Mike Kingsella March 3, 2020

UrbanPlan City Council Hearing March 6, 2020



WLI – Content & Cocktails: Public Art with Karen Bubb March 12, 2020

Webinar: What's Happening in Treasure Valley Real Estate? April 8, 2020







What's Happening in Southern Idaho Real Estate?



Webinar: What's Happening in Southern Idaho Real Estate? Series

- Commercial Real Estate
 May 5, 2020
- Residential Demand and Development May 12, 2020
- Capital Markets
 May 19, 2020
- City Planning & Economic Development May 26, 2020

YLG – Virtual CEO Series with Danielle Hurd May 6, 2020

Virtual New Member Reception & Happy Hour May 7, 2020

Webinar: Member Only Repeat of Idaho Smart Growth's Pivot Point: Transportation May 28, 2020

Webinar: Development 101 June 24, 2020

Webinar: Member Only Meeting with COMPASS – Where Do We Grow From Here? June 30, 2020

Event Sponsors

1st Federal Savings Bank of Twin Falls	Newmark Realty Capital
Andersen Construction	Old Boise
APA Idaho	Oppenheimer Development Corporation
Business Interiors of Idaho	Paradigm of Idaho
BVA	Parkwood Business Properties
Capital City Development Corporation (CCDC)	Parsons Behle & Latimer
Coeur d'Alene Resort	Pioneer Title Company
Cole Architects	Rafanelli & Nahas
Cushing Terrell	Roundhouse
CSHQA	Spokane Teachers Credit Union
DG Design Group	Springhill Suites
Elam & Burke	T-O Engineers
The Grove Hotel	TOK Commercial
Hawley Troxell	Twin Falls Urban Renewal Agency
Ignite CDA	University of Idaho
Jessica Durham Realty	Urban Concepts
JUB Engineers	Valley Regional Transit
The Keystone Concept	Washington Trust Bank
Kiemle & Hagood	WestCom
Kimley Horn	Widmyer Corporation
Larson Architecture	Zions Bank
Marriott Residence Inn	

FY 20 Financials



FY 21 Budget



Membership and Engagement

Membership

The ULI Idaho Membership Committee welcomed two new chairs for FY 20, Brendon Daniels and Patricia (Tricia) Nilsson. Tricia has been a great asset in helping drive the ULI mission into Canyon County with her knowledge and resources in the local community. We continue to grow our presence and generate a greater impact moving west in the Treasure Valley.

Membership numbers continued to grow as we entered the final quarter of FY 2020, peaking around 250. With the onset of COVID-19, ULI Americas offered several initiatives to retain members and attract new enrollees. Offers included membership discounts and access to the online Spring Meeting.



ULI Idaho held our first virtual "New Member Orientation" in May, helping engage new local members with online resources and opportunities to participate at all levels in the local chapter.

With the current social and health climate in our nation, we will look to focus our membership efforts in member retention and diversification. We expect initiatives and resources from ULI Americas will be keyed in on these goals for the upcoming year.

While 2020 has been a bit of a roller coaster, our strong real estate economy in the Treasure Valley and across Idaho has held up to all the chaos thus far. ULI Idaho's mission and impact is critical as we move into a recovery phase.





ULI Idaho NEXT has seen great success during its first year of programming. We have a growing membership

base of mid-level professionals in various real estate sectors that have enjoyed contributing to the ongoing dialogue surrounding the growth and opportunity in our community. The NEXT program has instituted a mix of quarterly educational breakfasts and happy hour networking events that have been well attended and positively received by NEXT members. There are currently 8 active members in the program, and we anticipate growing to 15-20 members during the second year of programming.

ULI Idaho

Young Leaders Group

The Idaho Young Leaders Group (YLG) had a successful fiscal year despite recent challenges associated with COVID-19 and shutdowns. YLG membership continued to grow, and new members were actively engaged with YLG programming, including CEO series and tours.



YLG held numerous successful CEO series, engaging speakers from all industries and backgrounds, to provide guidance and mentorship to Young Leaders. YLG held its first small group, roundtable CEO series, in which YLG invited three community leaders for a rotating discussing with small groups of YLGers. The group also transitioned to virtual events with our first online CEO series held during the pandemic shutdown. The group also successfully held tours of new developments in downtown Boise and the Garden City waterfront.



The YLG Committee welcomed new committee members Lisa Hilbrands and Abbey Stover to help lead YLG in the coming year. We look forward to continuing to engage our members during the pandemic closures and limitations and implementing new programming for the next fiscal year.

Programs



Women's Leadership Initiative

The Women's Leadership Initiative (WLI), co-chaired by Stacey Alexander and Karena Gilbert for FY 20, continued its regular programs, Urban Brain Bites and Content & Cocktails. WLI also hosted a large event with Kristin Armstrong.



URBAN BRAIN BITES

Urban Brain Bites programs kicked off in August at Silvercreek Realty in Meridian, hosted by Pioneer Title. Attendees discussed growth and the desire to hold on to community, provide parks, and stay ahead of transportation needs. In October Hawley Troxell hosted a discussion on affordable housing after viewing a video detailing the reality of mobile home parks. Due to COVID-19, spring programs were unfortunately canceled.



Content & Cocktails events began with a workshop led and hosted by business coach Allison Dunn of Deliberate Directions. In this engaging program, Allison provided tools and strategies for setting and obtaining career goals. In November, we visited Telaya Winery for a fun and informative tour and wine tasting with Carrie Sullivan, sponsored by Cornel Larson. Ms. Sullivan shared lessons learned and the story of Telaya's development in Garden City. In March we met at The Oasis at the El Korah Shrine to hear from Karen Bubb, Cultural Planner for Boise City. Karen spoke about public art, cultural planning, community, neighborhoods, diversity and inclusion. The event fostered connections business owners, developers and artists.



We had our large event in February with Kristin Armstrong along with a panel including Tommy Ahlquist with BVA and Wren Withers with SelectHealth Idaho, moderated by Lance Davisson, The Keystone Concept. The event took place at The Hilton Garden Inn Boise Downtown and was hosted by BVA and Keystone Concept.



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Programs

Developer's Product Council

Due to the pandemic, the Developer's Product Council had only two meetings in FY 20. These meetings held in September and February. The September meeting included: Clark Krause, Boise Valley Economic Partnership Director providing updates on socio-economic trends in the Treasure Valley; Mark Lavin, City of Boise Planning & Development Services Director introducing his vision for the city from a planning perspective; and a case study of Turtle Bay Resort shared by council member Scott McCormack.

The February meeting featured a discussion with City of Boise's new Mayor, Lauren McLean. Following her remarks and questions from council members, Matt Blandford with Andersen Construction and Jon Moon with Nashua Builders discussed the construction market and innovation trends with thought to how these will affect future developments in Idaho.

The Council also participated in the Emerging Trends 2020 focus group early in the fiscal year, providing valuable data for the annual report published by ULI and PwC.

Design & Placemaking Product Council

The Placemaking and Design Council got off to a strong start with a lot of excitement and engagement. Council Chair Chris Dwyer carefully assembled a group of diverse members. The council had two meetings and the group has continued conversations via email. Dwyer believes this engagement is evidence that the group sees value in each other. This energy will keep the group going for a long time and will positively engage newcomers to the group.

The first meeting held in Fall 2019 included introductions, establishing group guidelines, defining the council's purpose. The second meeting held that Winter, each council member brought in two examples of successful placemaking from around the globe. The group enjoyed seeing the projects and listening to each member express why they thought they were successful.

Spring and Summer meeting plans were put on hold with COVID-19. The value of inperson meetings is invaluable but depending on how the pandemic progresses, future meetings may be held virtually.

Programs

UrbanPlan

The mission of UrbanPlan is to create a sophisticated level of discourse among local stakeholders involved in land use decisions through the education of tomorrow's voters, neighbors, community leaders, public officials, and land use professionals so—together—we can create better communities.

UrbanPlan is a realistic, engaging exercise in which participates learn the fundamental forces that affect development in our communities. Participants experience challenging issues, private and public sector roles, complex trade-offs, and fundamental economics in play when proposing realistic land use solutions to vexing growth challenges.

ULI Idaho's UrbanPlan Timeline

Winter 2018/Spring 2019

ULI Idaho begins planning to launch UrbanPlan. ULI Idaho manager Alexandra Monjar and University of Idaho professor Catherine Bai attend UrbanPlan volunteer training to prepare to deliver the program.



Summer/Fall 2019

ULI Idaho forms its UrbanPlan Committee to recruit volunteers and plan the program including the Urban Design Lecture Series.



January 2020

Volunteer training is held at CSHQA's office. Twenty-two member volunteers are trained along with two community partners from Idaho Smart Growth and the US Green Building Council.

"There is nothing else like it available. Hands on experience is powerful."

UrbanPlan Volunteer

Winter/Spring 2020

University of Idaho classes commence and the UrbanPlan curriculum is launched. Volunteers facilitate two sessions in the classroom to prepare students for the City Council.

The *Urban Design Lecture Series* attracts 140 attendees over four sessions with 'Development 101' being the most popular lecture.





"I really liked getting to hear feedback from the City Council members at the final presenation. Getting to hear their reasons for why they picked the winning proposal and what they found compelling about each presentation was very useful."

UrbanPlan Participant



"It's fun, educational, and productive in promoting planned growth." UrbanPlan Volunteer

March 2020

UrbanPlan culminates with the City Council Hearing at the Boise City Council Chambers where student development teams present their proposals to ULI members acting as council commissioners. The winning team is awarded with one-year memberships to ULI Idaho.



"UrbanPlan not only taught me about development decisions, but also about how to present a compelling proposal."

UrbanPlan Participant





"UrbanPlan enhanced my public speaking skills and broadened my perspective as a landscape architect in overall development and city regulations."

UrbanPlan Participant

Planning for Growth

ULI Idaho will continue its partnership with University of Idaho College of Art & Architecture and will expand the program with the College of Law. Student feedback was positive, and the lecture series was highly valued. Students were also interested in seeing presentations of local redevelopment case studies.

A goal for FY 21 is to offer the UrbanPlan Workshop – a one-day version of the curriculum designed for working professionals – to public officials and community leaders in the Treasure Valley and Southern Idaho. While COVID-19 may prevent in-person delivery of UrbanPlan, ULI Americas staff have rapidly adapted and created tools for online delivery if we need to proceed virtually.

Looking Ahead

FY 21 Goals and Programming Themes

- Expand UrbanPlan, using it as a tool to engage with communities within and outside of Boise. Take the UrbanPlan workshop to five communities in the Treasure Valley or beyond.
- Form a sponsorship committee, a TAP committee, and build more structure within existing committees for more clarity on roles and responsibilities and succession plans.

FY21 Leadership

Management Committee



Danielle Hurd. Chair



Clay Carlev. Governance



Jeremv Malone. Treasurer



Ambassadors."

Matt Blandford. Chair for Mission Advancement



• Build strong partnerships with members in

two communities outside of Boise metro

to begin building long-term sustainable

programming in those areas to engage

and grow members. These leaders/ committees will be called "Regional

• Programming Themes for FY 21 are:

Communities, and Affordable Housing.

Construction Innovation, Healthy

Patricia Nilsson. Membership Co-Chair



Christina Hardesty. YI G Chair





Scott Schoenherr, Developer's Product Council Chair



Committee Chair



Stacey Alexander, WLI Co-Chair



Jessica Durham, NEXT and WLI Co-Chair



Kevin Cablik. NEXT Co-Chair



Christopher Dwyer, **Design & Placemaking** Product Council Chair

Past Chairs of ULI Idaho



Clay Carley, Chair

ULI Mission

Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. We are committed to:

- Bringing together leaders from across the fields of real estate and land use policy to exchange best practices and serve community needs;
- Fostering collaboration within and beyond ULI's membership through mentoring, dialogue, and problem solving;
- Exploring issues of urbanization, conservation, regeneration, land use, capital formation, and sustainable development;
- Advancing land use policies and design practices that respect the uniqueness of both built and natural environments;
- **Sharing knowledge** through education, applied research, publishing, and electronic media; and
- Sustaining a diverse global network of local practice and advisory efforts that address current and future challenges.



ULI Priorities

- Advising Communities in Need
- Shaping Cities and Regions
- Developing Excellence Through Education
- Driving Innovation in Real Estate and Urban Development
- Building Sustainably
- Connecting Capital and the Built Environment



Contact Us

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FY20 Annual Sponsors

