

REGIONAL LAND USE LEADERSHIP INSTITUTE

Day Three: Development and Capital Markets
November 17, 2011

Venue: Bank of America, 730 15th Street, NW, 10th Floor
Day Three Contact: Walter Whitt, US Bank

AGENDA

- 8:30-8:45 a.m. Continental Breakfast / Networking
- 8:45 – 9:15 a.m. Group Structure Building Exercise
- 9:15 – 10:30 a.m. Anatomy of a Development Deal – Financing to Construction
- Dean Cinkala -*Partner and Executive Development Officer*
 - Craig Young - *Associate, Acquisitions*
 - Laura Knapp -*Vice President, Corporate Finance*
 - Paul Elias - *Senior Vice President, Construction*
 - Paul Adkins-*Principal, Commercial Leasing*
- 10:30-10:45 a.m. Break
- 10:45-12:00 p.m. Debt Capital Markets Panel
- Sandor Biderman - Senior Vice President, Walker and Dunlop
 - Eric Ekeroth - Director, Northwestern Mutual
 - Brian Gormley – Vice President, TD Bank
 - Rob Gronda – Originator, Deutsche Bank Berkshire Mortgage
- 12:00-12:45 p.m. Lunch
- 12:45-2:15 p.m. Parcel 381 Development Exercise – Led by Walter Whitt, US Bank
- 2:15 – 2:30 p.m. Break
- 2:45 – 4:30 p.m. Your Leadership Legacy
- Michael Horst – Senior Vice President, ULI Larson Leadership Institute
- 4:30 p.m. Adjourn / Happy Hour to follow at Old Ebbitt Grill