



Development Process and Real Estate Finance

Thursday, November 19, 2015
Ole Jim Building, Gallaudet University
800 Florida Ave NE, Washington, DC 20002
Washington, DC 20002

- 8:00 a.m. Arrivals and Breakfast**
- 8:45 a.m. Round Robin**
- 9:00 a.m. The Space In Between: Managing Up While Managing Down**
Alicia Rodriguez, Founder, Sophia Associates
- 10:30 a.m. Break**
- 10:45 a.m. From Vision to Reality: CityCenterDC**
A mini-case study by Hines staff will show how the development process includes a master plan, building design, retail leasing/marketing, community engagement, and financing. Presenters of CityCenterDC include Howard Riker, Managing Director, Mike Greene, Vice President, Jason Phillips, Senior Construction Manager, Amy Rice, Real Estate Development Director, and Dawn Marcus, Director of Communications.
- 12:15 p.m. Lunch**
- 1:15 p.m. Zoning Bingo**
Erica Leatham, Partner, Ballard Spahr and Samia Byrd, Principal Planner, Arlington County lead an activity to learn about zoning!
- 2:15 p.m. Break**
- 2:30 p.m. Better Understanding of Real Estate Finance**
Liz Anderson, Vice President, Wells Fargo
Stephen Lawson, Senior Manager, Baker Tilly Vichow Krause, LLP
Stan Wall, Partner, HR&A Advisors, Inc.
- 3:30 p.m. What Capital Sources Will You Pursue?**
- 4:15 p.m. Walking Tour of Gallaudet University**
Sam Swiller, Director, Real Estate and Economic Development, Gallaudet University
- 5:00 p.m. Happy Hour**
Bidwell – Union Market, 1309 5th St NE, Washington, DC 20002