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### 1. Message From Chair Ed Miller:



Dear Fellow ULI Idaho Members:

This is the inaugural edition of what we hope to be a regular newsletter to our membership highlighting programs, initiatives and news of interest. We are trying to reach out to our members and engage you at the local district council level. We are anxious to hear your feedback, ideas, and suggestions on how we can improve our service to you and to our local communities. As you read through this newsletter, you will see that there are a number of important initiatives underway and we hope if you are interested in participating, you will let us know. Also, we are recruiting for a new Treasurer and Vice-chair of Mission Advancement. And we are forming a new communications committee. If any of this is of interest to you, let us know. You can contact me at [edmiller@givensspursley.com](mailto:edmiller@givensspursley.com) or the District Council Coordinator, Diane Kushlan at [Diane.Kushlan@uli.org](mailto:Diane.Kushlan@uli.org).

## Up-coming Events:

### November 6, 2012 Real Estate Outlook Parkside Center, Coeur d'Alene

ULI Idaho presents its annual real estate trends and forecast program, featuring insights from leading experts both nationally and locally. The event will again feature a presentation on the *Emerging Trends in Real Estate 2013* report—a publication from PwC and ULI—as well as a session on the recovery of Northern Idaho residential real estate market, including a panel of leading area real estate investors and experts.

**Keynote Speaker:** Dean Schwanke, Senior Vice President and Executive Director, ULI Center for Capital Markets and Real Estate  
**Panelists:** Douglas Peterson & Kathryn Almberg, the Housing Co.  
Chad Oakland, Century 21 Real Estate  
Shane Patnoi, Washington Trust Bank  
**Moderator:** Charlie Nipp, Parkwood Business Properties

For more program information and registration: [idaho.uli.org/](http://idaho.uli.org/).

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### November 12, 2012 – 5 pm Tour of the Whole Foods Store Boise, Idaho

Join other ULI Idaho members for a preview tour of the new Whole Foods Store. The tour will last about 45 minutes and include a walk-

## 2. ULI Urban Innovation Grant

At the ULI Fall Meeting, ULI Idaho was awarded a \$12,500 Urban Innovation Grant. The grant will provide the seed money for the **Treasure Valley Real Estate Partnership**. For more information about the grant and other ULI recipients, go to: <http://www.uli.org/press-release/the-urban-land-institute-announces-2012-urban-innovation-fund-grant-recipients-in-recognition-of-seventy-five-years-of-land-use-leadership/>

## 3. Treasure Valley Real Estate Partnership

In April and May of this year, many of you participated in a series of roundtable discussions and thanks to all of you who participated. The objective of the discussions was to gauge member support for ULI Idaho to convene other real estate organizations in finding common goals and taking collective action. There was overwhelming member support for this initiative and with the award of the Urban Innovation Grant, we now have the seed money to proceed. If you are interested in being a leader or participate in this effort, please contact either Gary Allen at [garyallen@givenspurley.com](mailto:garyallen@givenspurley.com) or Derick O'Neill at [doneill@UnitedWayTV.org](mailto:doneill@UnitedWayTV.org).

## 4. ULI Community Assistance

**January 8, 2013 – 5 pm**  
**Meridian Downtown Summit**  
**Meridian, Idaho**

Last Spring, a committee of ULI members chaired by Eric Davis examined the next steps for the Meridian Development Corporation (MDC) to take in the re-development of their downtown. Meridian Mayor Tammy de Weerd has asked ULI to present their report to the city council and downtown merchants and property owners at a Downtown Summit. All ULI members are invited to attend.

through of all of the departments with a background on the products, and inspiration for the store design and décor. Samples throughout the store will be provided by local vendors as well as the store employees.

**Registration is limited to 25 ULI members only.** If interested, contact District Council Coordinator, Diane Kushlan at 208.433.9352 or [Diane.Kushlan@uli.org](mailto:Diane.Kushlan@uli.org) by Friday November 9<sup>th</sup>.

**December 6, 2012 – 11:30 am**  
**Brown Bag: Idaho Smart Growth Incentive Ordinance**  
**Boise, Idaho**

Idaho Smart Growth with support from several partners, including ULI Idaho, has drafted an ordinance to incentive development in Boise's Mixed Use Activity Districts. This program will present the ordinance and solicit feedback from ULI members. Registration and more information will be forthcoming.

**February 7, 2013**  
**Brown Bag: COMPASS Regional Transportation Plan Update**  
**Boise, Idaho**

Representatives of the Community Planning Association of Southwest Idaho (COMPASS) will provide an update on the regional transportation plan and seek feedback from ULI. Registration and more information will be forthcoming.

**Coming in the Spring**

March 2013 Housing Forum 2013

## 4. ULI Community Assistance

November 16, 2012

Greater Boise Auditorium District  
Boise, ID

At the request of the Auditorium District, a ULI Committee has been reviewing the issues facing the District in its pursuit of a new convention center. The Committee will present its findings at a public meeting of the Auditorium District. All ULI members are invited to attend.

For more information on both of these community initiatives, contact District Council Coordinator, Diane Kushlan at [Diane.Kushlan@uli.org](mailto:Diane.Kushlan@uli.org).

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## 5. Get Connected:

Would you like to be more connected with the leadership of the District Council? Participate in the strategic planning for the future? Serve on the Management Committee? Terms of the current positions of District Council Treasurer and Vice-chair for Mission Advancement expire in June. Governance Chair, Bob Taunton is now recruiting to fill those two positions. If you are interested or know someone who you think would be a good fit for the position, give Bob a call at 401.5505 or [bobtaunton@gmail.com](mailto:bobtaunton@gmail.com). Here is a description of the responsibilities:

### ULI Idaho District Council Treasurer – Position Description

The District Council Treasurer serves on the Management Committee and acts as the conduit between the ULI Idaho District Council (IDC) and ULI National for all financial matters. The primary responsibilities include leading the annual budgeting effort each spring and submitting a budget update each fall. Throughout the year the Treasurer will track financial performance provide monthly status reports. The position also is responsible for approving and submitting invoices to ULI National for payment. **The Treasurer does not require any formal training or background in finance or accounting but he/she should be comfortable with numbers and proficient in Excel.**

## Thanks to Our Annual Sponsors

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## ULI Idaho District Council Mission Advancement – Position Description

The Mission Advancement Vice-Chair serves on the Management Committee and is responsible for ensuring that ULI's global practices, policies, and programs are integrated into the Idaho District Council's (IDC) activities and outreach. The primary responsibilities include assisting in the creation of the IDC's annual program of work; providing the IDC with regular updates on the advancement of ULI's mission nationally; advising the IDC on policies and programs pursued by other District Councils; and executing the "One ULI" concept, which is ULI's concerted effort to foster local District Council innovation by connecting them on a national scale.

The term of service will begin in July 2013 and early appointment will allow for the incoming positions to shadow the current office holders. Both positions serve for a term of not less than two and no more than four years. For a full position description, contact Bob or DC Coordinator, Diane Kushlan at [Diane.Kushlan@uli.org](mailto:Diane.Kushlan@uli.org)

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## 6. Notes from the ULI Fall Meeting in Denver

Thanks to Scott Schoenherr for passing on his notes from the ULI fall meeting recently held in Denver and attended by over 6,000 from all over the world.

1. The mood was generally upbeat. Everyone seems to believe this recovery is for real. Most folks seem to think we are turning the corner, albeit slowly.
2. Everyone is building apartments. Even developers who have never built apartments before are building large complexes. I heard costs everywhere from \$105k/door to \$175k/door. A few folks admitted that they feared multi-family is getting overbuilt. Student housing is the only sector that might be even hotter than apartments.
3. There continues to be a drive towards folks moving downtown. Smaller downtowns are trying to add the necessary amenities (e.g. grocery stores).

## 7. Sponsorship Opportunities

Enhance your firm's value in the community through recognition by sponsorship of ULI Idaho. Through your sponsorship you not only support the on-going initiatives of ULI Idaho, but you become associated with a recognized leader in the community for responsible development. With a demonstrated record of fiscal responsibility, your sponsorship support will be used wisely. And up to 40% of the sponsorship dollars you contribute are returned to you in any combination of ULI membership or recognition at ULI programs. For more information about Annual Sponsorship, go to the ULI Idaho website: [idaho.uli.org/](http://idaho.uli.org/), or contact the ULI Idaho sponsorship chair, Bob Taunton: 401.5505 or [bobtaunton@gmail.com](mailto:bobtaunton@gmail.com).

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# ULI Idaho

## 6. Notes from the ULI Fall Meeting in Denver

4. There is still a lot of equity in the market looking for deals. Many of the larger firms are moving away from the gateway markets where pricing is crazy to tertiary markets to get the necessary yield.
5. Office rents seem to be increasing everywhere. Some places much more than others.
6. Giving projects back to the bank is much more common than in the past. Now, giving back the keys to a project doesn't carry the negative stigma it once did.
7. Denver is capturing more than its fair share of companies fleeing California in search of lower costs and a better lifestyle.

**The Urban Land Institute (ULI)** is a global nonprofit education and research institute supported by its members. The mission of ULI is *to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide*. Established in 1936, the institute has 30,000 members representing all aspects of land use and development disciplines. As the preeminent, multi-disciplinary real estate forum, ULI facilitates the open exchange of ideas, information and experience among local, national and international industry leaders and policy makers dedicated to creating better places.

**ULI Idaho** is a district council of the Urban Land Institute serving the mission of ULI throughout Idaho and western Montana.

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