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Building the Future of Arizona

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Attorneys: Benefit from the in-depth legal analysis of the development process as it applies to mixed-use developments, hear practice pointers from seasoned professionals, and network with attendees who affect decisions on your projects.

Developers: Gain insight into strategies and pitfalls while navigating the system, understand how to best manage your relationships with agencies and the public, and learn from the experiences of your fellow attendees.

Government Employees: Strengthen your services by understanding what developers need, how to work most effectively within the process, and how others have overcome challenges.

Everyone: Profit from the opportunity to interact with fellow attendees and faculty members who may be dealing with similar development issues, sharpen your understanding of legal and policy considerations, and gain practical insights on how to manage the important issues facing you.

Schedule and Instructor Bios Inside 

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Monday, December 10

Tuesday, December 11

- 8:30 Registration and Continental Breakfast
- 9:00 **Welcome and Introduction**
Overview of Day One
Jason Barclay Morris, Esq., Program Co-Chair, and
Michael B. Withey, Esq., Program Co-Chair
Withey Morris, Phoenix
- 9:15 **State of the Market**
Current Issues for Mixed-Use Developments
Steven La Terra, National Director
Homebuilder Services Group
Land Advisors Organization, Scottsdale
C. Joseph Blackburn, President
Everest Holdings, Paradise Valley
- 10:30 Morning Break
- 10:45 **Urban Form**
Update on the New Urban Guidelines
Donald Keuth, President
Phoenix Community Alliance, Phoenix
- 11:30 **Update from the School of Design**
Trends and Innovations in Real Estate Development Theory
Richard N. Loope, Director
Master of Real Estate Development Program
Arizona State University, College of Design, Tempe
- 12:15 Q&A Panel
Members of the Faculty
- 12:30 Lunch Break
- 1:45 **Retail Ground-Up Development vs. Redevelopment**
Considerations for the Current Market
Charles R. Carlise, President
De Rito Partners Development, Phoenix
- 2:30 Afternoon Break
- 2:45 **Appraisal Process**
Where Do Appraisers Fit into All of This?
Peter D. Bowes, CRE, MAI
Bowes and Company, Denver
- 3:30 **Ethics**
Real Life Ethics in the Real Estate Arena
Marlene A. Pontrelli, Esq.
Mariscal, Weeks, McIntyre & Friedlander, Phoenix
- 5:00 Q&A Panel
Members of the Faculty
- 5:15 Adjourn

- 8:30 Continental Breakfast
- 9:00 **Welcome Back**
Overview of Day Two
Jason Barclay Morris, Esq., Program Co-Chair
Michael B. Withey, Esq., Program Co-Chair
- 9:15 **Strategies in Land Assemblage**
Negotiating the Process for a Successful Project
Nicholas J. Wood, Esq.
Snell & Wilmer, Phoenix
- 10:00 Morning Break
- 10:15 **Designing a Successful Mixed-Use Project**
Design and Planning Perspectives
Leo Mendez, AIA
Principal and Retail Market Sector Leader, and
Ben Patton, AICP, Urban Planning Advisor
DFD CornoyerHedrick, Phoenix
- 11:30 **Transit-Oriented Development**
Developing Mixed-Use Along the Light Rail Line
Larry S. Lazarus, Esq.
Lazarus & Associates, Phoenix
- 12:15 Lunch Break

- 1:30 **Featured Panel**
Issues Raised and Lessons Learned: Hayden Ferry Lakeside on Tempe Town Lake, CityScape and One Scottsdale
Steven A. Betts, Esq., President and CEO
SunCor Development Company, Tempe
Mike Ebert, Managing Partner, Development
RED Development, Scottsdale
Karrin Kunasek Taylor, Esq.
Vice President of Entitlements
DMB Associates, Scottsdale

- 2:30 Afternoon Break
- 2:45 **Featured Panel, Continued**
- 3:45 **The Evaluation Process**
What Needs to Happen Before Mixed-Use Can Occur?
Tammy J. Perkins, Acting Director
Water Services Department
City of Phoenix
Debra Stark, Planning Director
City of Phoenix
- 4:45 Evaluations and Adjourn

Save These Dates!

Endangered Species Act
November 1-2, Austin
November 1-2, San Francisco
Conservation Easements
November 2, Phoenix

Land Use Law
December 3-4, Albuquerque
Eminent Domain
December 6-7, San Francisco

NEPA
December 13-14, Denver
Law of the Rio Grande SuperConference
January 24-25, Albuquerque

Mixed-Use Development

meet your instructors

Program Co-Chairs

Jason Barclay Morris practices land use, planning and zoning, and municipal law. He chairs the City of Phoenix License Appeals Board and is a representative to the Maricopa County Transportation Advisory Board.

Michael B. Withey practices zoning, land use, real estate development and municipal law. Previously, he was a law clerk to the Honorable William P. Copple, U.S. District Court, District of Arizona.

Featured Panelists

Steven A. Betts develops residential communities and commercial projects. He is an appointee to the Growing Smarter Oversight Council and has been primarily responsible for several landmark Arizona legislative enactments.

Mike Ebert is a founding partner of his firm, where he is responsible for project coordination, financing, budgeting, equity structure, due diligence, governmental relations and legal aspects for each project.

Karrin Kunasek Taylor is responsible for ongoing zoning and land use entitlement matters. She plays a key leadership role in the strategic oversight of obtaining and managing land use approvals for her company's properties.

Instructors

C. Joseph Blackburn has had direct involvement with and has sold assets with an aggregate value well over \$1 billion, and he has negotiated the investment of approximately \$600 million into real estate assets.

Peter D. Boves is an expert in appraisal of complex and unusual properties. His services include appraisals, arbitration, alternative dispute resolution, counseling, serving as an expert witness, litigation support and mediation.

Charles R. Carlise specializes in the sale, leasing and development of retail properties. He was responsible for the renaissance of the Biltmore Fashion Park and the development of The Park at Chandler.

Donald Keuth has been in his position since 1997. He is the current chair of the City of Phoenix Planning Commission. He has headed the Phoenix offices for two architectural and engineering firms that focused on public sector projects.

Steven La Terra assists homebuilders in formulating and achieving growth strategies through appropriate land positioning, mergers and acquisitions, and capital acquisition.

Larry S. Lazarus specializes in land use planning, zoning, development permits and administrative law. He has been actively involved in development projects near the new light rail, as well as other transit-oriented areas. He was a co-author of the first General Plan adopted by the City of Phoenix.

Richard N. Loope heads a program built upon an innovative transdisciplinary approach from the schools of Design, Law, Business, and Construction at Arizona State University.

Leo Mendez practices architecture with his firm. His expertise and experience best lie within the design of high end retail and mixed-use projects. He has been involved in projects in at least eight different states throughout the U.S.

Ben Patton represents developers in the Phoenix and Las Vegas markets in the planning, zoning, and design of over 40 mid- and high-rise projects. He has been a planner with public sector agencies in Iowa, Colorado and Arizona.

Tammy J. Perkins has held a variety of positions with the City since 1982, including serving as a lobbyist at the State Legislature. She worked in the Neighborhood Services Department for 13 years, six of which were as the Director.

Marlene A. Pontrelli practices in the areas of government representation and family law. She is a former City Attorney for the City of Tempe and has experience with real estate development and acquisitions, condemnations and civil trials and appeals.

Debra Stark is currently the Phoenix Planning Director. Previously, she was the Community Development Director for the City of Peoria for over nine years. She also worked for Maricopa County Planning and Development for eight years.

Nicholas J. Wood chairs his firm's Zoning and Land Use Practice Group. He is a former Adjunct Professor at Marquette University Law School and is the author of numerous publications on zoning and land use issues.

**For sponsorship information, please contact
CLE INTERNATIONAL Program Attorney
Caroline R. Kert, caroline@cle.com.**

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Planning, Appraisal and Legal Issues

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Everest Holdings

Land Advisors Organization

Phoenix Community Alliance

RED Development

SunCor Development Company

... and the region's leading law firms!

Featured Presentation: Issues Raised and Lessons Learned



Representing Hayden Ferry Lakeside on Tempe Town Lake

Steven A. Betts, Esq.
President and CEO
SunCor Development Company
Tempe



Image courtesy of Callison, LLC.

Representing CityScape

Mike Ebert
Managing Partner, Development
RED Development
Scottsdale



Representing One Scottsdale

Karrin Kunasek Taylor, Esq.
Vice President of Entitlements
DMB Associates
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