

ULI Networking Event Opportunity at the 2017 Fall Meeting in Los Angeles

The ULI Developers Showcase



What is it?

A showcase featuring development project presentations. Presentations should create an opportunity for Fall Meeting attendees to learn about various development projects, as well as interact with the developer of the project being presented. Meeting attendees will have the opportunity to engage in an informal discussion with developers following their presentations. The showcase is an effective forum for the exchange of information and a means to communicate development concepts, lessons learned, and best practices.

Where and when?

The showcase takes place at the Los Angeles Fall Meeting headquarters, the Los Angeles Convention Center, on **Tuesday, October 24**, and **Thursday, October 26**. There will be two (2), 15-minute time slots during each of the networking breaks on both days. Each developer will be selected for one of these time slots during which they must be available to give a short, 10-minute presentation plus a 5-minute Q&A session to informally discuss their projects with interested attendees.

Why participate?

This is a great opportunity for Product Council members to become more involved in the Fall Meeting as a whole and a chance to share their expertise and knowledge with other ULI members. The showcase also provides ULI members with access to Council members that they may not get a chance to meet or speak with, otherwise.

Interested in participating?

It's simple. Submit your project proposal as a one-page (8.5 x 11 inch) document and include the following pieces of information:

- **Developer** – company name and the name of the **ULI member** who will be the presenter.
- **Project summary** – one paragraph, 3-4 sentences. Projects must be complete or under construction by the start of the meeting.
- One project **photograph**.
- Submit your proposal to Alissa Akins at alissa.akins@uli.org **no later than July 17, 2017**.
- You will be notified by email if your project was accepted **no later than August 14, 2017**.
- Once notified, ULI will work with you to create a presentation that meets the guidelines on the reverse of this page.



Questions?

Please direct any questions you have about the ULI Developers Showcase to Alissa Akins at alissa.akins@uli.org.

Developers Showcase Guidelines

Background Information

Presentations should create an opportunity for developers to share their projects with Fall Meeting attendees. The showcase is an effective forum for the exchange of information and a means to communicate development concepts, lessons learned, and best practices. Meeting attendees will have the opportunity to engage in an informal discussion with developers following their presentations.

Presenter Guidelines

- Presenters must be the developer of the project, a member of ULI, and register for the meeting.
- Presenters should be prepared for a short, five-minute Q&A session following their presentation.
- Presenters should plan to arrive at the designated location 15 minutes prior to their presentation start time.
- Presenters who fail to show up for their scheduled presentations without previously notifying the program planner of cancellation will not be permitted to participate in future showcases.

Presentation Development Guidelines

- Presentations are limited to five (5) Power Point slides. If you plan to use a different presentation software, please contact ULI to determine compatibility and potential for use.
- Key pieces of information to include in your presentation are:
 - the project name and developer;
 - quick facts including:
 - location, project type, site size, web site, project address, and project partners;
 - development timeline;
 - building area by use and square footage;
 - development cost information;
 - and financing sources.
 - Emphasize graphics such as photos, site plans, graphs and charts.
- Presenters are responsible for putting together their own presentation.
- Presentations may not last longer than 10 minutes.

Additional Information

- Presentations are **not** for product advertisements, vendor displays, etc.
- If handouts are being distributed, please bring 100 copies.
- Bring business cards in case attendees are interested in more information.
- Final presentations should be submitted to ULI by **October 16** as they will be preloaded on a computer. You are not permitted to make changes to presentations after this date. Please also bring a copy of your presentation on a thumb drive.