

ULI MN Market Council

April 26th, 2017
12:00pm – 5:00pm
District Fresh Kitchen and Bar
300 Superior Blvd, Wayzata, MN 55391

Co-chair: Jeff Hall, Ursa Investors LLC

phone: 612.803.7677

email: jeffthall1@aol.com

Co-chair: Paul Maenner, The Waters Senior Living

phone: 612.386.0090

email: pmaenner@thewatersseniorliving.com

12:00pm *Lunch and networking*

12:10pm *Welcome and Introductions*
Co-Chairs Jeff Hall and Paul Maenner

12:20pm *ULI Minnesota/ Regional Council of Mayors: Feedback Loop*
Caren Dewar, Executive Director, ULI MN

Presentations

12:30pm **Case Study: Folkestone**

John Mehrkens, Vice President, Senior Housing Partners

Mr. John Mehrkens is the Vice President of Senior Housing Partners, the development arm of Presbyterian Homes and Services. Senior Housing Partners provides comprehensive development consulting services including architectural program design, municipal entitlement, project financing, construction owner's representation, and transition to management. Mr. Mehrkens has served in the senior housing and service industry since 1987 and has held positions in management, operations, research, finance and development. At Senior Housing Partners, he oversees the project development and consulting services of the organization. Mr. Mehrkens has been a part of the development group since its inception in 1997 and has led the Senior Housing Partners group since 2004. He has developed a full range of older adult product types including independent living, assisted living, memory care, and skill nursing care, representing over 6000 units and \$1.35 billion dollars of development value. Mr. Mehrkens received a Bachelor of Science degree in Economics from the University of Minnesota.

Mayor Ken Willcox, City of Wayzata

Ken Willcox is mayor of the City of Wayzata. He was recently re-elected to a third 4-year term. He has served on the city council since 2004 and the planning commission before that. He is a member of the Regional Council of Mayors. He currently represents Minnesota cities on the Governor's Council on Freight Rail. For the past 30 years he has co-owned and operated two manufacturing businesses located in Waseca. Their products for the trucking industry include truck bodies and air suspensions for semi-trailers. Prior to that he directed international operations and corporate development for Tonka Corporation. He is a retired U.S. Navy Captain and a Vietnam Veteran. He has a BA in Economics from Williams College, Williamstown, Massachusetts, and an MBA from the University of Minnesota, Minneapolis. He was formerly a board member of the Twin Cities Area United Way and chair of its community initiatives. Those included affordable housing and affordable transportation.

1:30pm **Break – What do we want leaders to know?**

1:45pm

Case Study: CityPlace

Mayor Mary Giuliani Stephens, City of Woodbury

Mary Giuliani Stephens is the Mayor of Woodbury. She was elected Woodbury's fifth mayor, and first female mayor, in November, 2010. She has served on the City Council since 2007. Stephens is President of the Woodbury Economic Development Authority and is Chair of the Woodbury Housing and Redevelopment Authority. She co-chairs the Regional Council of Mayors and serves on the Greater MSP Regional Competitiveness Working Group. Stephens also serves on the Municipal Legislative Commission (MLC) and MLC Legislative Subcommittee. She is on the Gateway Corridor Commission, chairs the Policy Advisory Board for Gateway, is on the East Metro Strong Board, and member of the Citizen's League Transit Study Commission. Stephens is on the board of the Woodbury Chamber of Commerce and the Woodbury Community Foundation. Stephens received her BA with distinction in Political Science and Speech Communications from the University of Michigan, Ann Arbor. In 1981, she received her Juris Doctorate, Cum Laude, from William Mitchell College of Law. Stephens was a Partner in the St. Paul law firm of Moore, Costello, & Hart, practicing primarily in the area of commercial construction. She resigned her partnership in 1993 to spend more time with her family, but continued to do part-time arbitration and mediation work, until 2007. Stephens has served in several volunteer positions in the local and metropolitan communities. She is a member of the Woodbury Lion's Club. Stephens and her family worship at Eagle Brook Church-Woodbury Campus.

Matt Alexander, Vice President, Kraus-Anderson

Matt is responsible for managing all aspects of new development, including site selection and acquisition, design and engineering, contractor selection, municipal and other governmental approvals and financing of developmental projects including office, industrial, retail, healthcare, business parks and financial institutions. His development background includes commercial property experience in the Twin Cities area since 2001. Prior to 2001, Matt assisted in golf course development with Intrawest Golf, based in Phoenix, AZ.

Shlomo Khoudari, Managing Principal, Elion Partners

Shlomo Khoudari is Co-founder and Managing Principal at Elion Partners, and a member of both the Management Committee and Investment Committee. Shlomo directs Elion Partners' asset management, development and marketing initiatives, overseeing the execution of each investment with the goal of maximizing returns while ensuring the firm's exposure continues to grow through innovative marketing strategies. Shlomo's leadership in the Asset Management department plays a critical role in meeting investment objectives and monitoring portfolio assets. Prior to joining Elion Partners, Shlomo co-founded Realco Realty, which acquired multiple properties with tenants such as J.P. Morgan, Walgreens, FedEx, Publix and CVS. Earlier, he worked with Morgan Property Group, a leading merchant developer based in Fort Lauderdale, Florida. His experience spans the full cycle of investments, from site selection and land acquisition, entitlements, debt structuring and disposition.

2:45pm

What do we want leaders to know? Discussion

3:00pm

Break

3:15pm

Tour: Folkestone

4:00pm

Cocktail Hour

5:00pm

Adjourn

Thank you to our Cocktail Hour Sponsor

