

ULI MN Market Council

September 16th, 2015
12:00pm – 5:00pm
Cowles Center, Target Education Studio
528 Hennepin Ave, Minneapolis, MN 55403

Co-chair: Doug Seylar, CBRE

phone: 612.336.4226

email: douglas.seylar@cbre.com

Co-chair: Keith Ulstad, United Properties

phone: 952.893.8210

email: keith.ulstad@uproperties.com

12:00pm *Lunch and networking*

12:30pm *Welcome and introductions - Co-Chair Keith Ulstad*

Presentations

12:45pm **Case Study: Mayo Clinic Square**

Murray Kornberg, Senior Vice President - Debt and Structured Finance, CBRE

Murray Kornberg is responsible for production of new debt and structured finance placements for the company in the upper Midwest, primarily in the Minneapolis/St. Paul marketplace. In 2005 and 2006, Mr. Kornberg was among the top 200 out of 3,000 incentive compensated professionals in the Americas and has been involved in closing in excess of \$3 Billion of commercial real estate loans since joining CBRE Capital Markets in 2003. Mr. Kornberg has been employed in the commercial real estate business for over 20 years. In 1988, he was president of his own real estate development company where he was responsible for the development, management, leasing, and financing of four community neighborhood shopping centers in the Twin Cities.

Dan Mehls, Vice President, M. A. Mortenson Company

Dan joined Mortenson in 1988 as an estimator, has managed numerous projects across the country and is currently a member of the Minneapolis office's group management team as Vice President of Project Development. One of Dan's recent assignments was as Mortenson's senior representative overseeing Target Field and is now performing in that role on the Union Depot project in St. Paul, Minnesota, Hancher Performing Arts Center and the School of Music at the University of Iowa and the Sioux Falls Event Center in South Dakota. Dan's experience includes projects such as the Minneapolis Central Library, Target Center, Alerus Center in Grand Forks, Kinnick Stadium Renovation at University of Iowa, and the Edward Jones Dome in St. Louis.

David Serrano, Architect Design Principal Vice President, RSP

David is a highly experienced architect and designer as well as a senior associate at RSP. As lead designer for new offices, he ensures all design concepts are consistent, responsive and appropriate for the project scope and budget. His 20 years of experience have included new construction and renovations for clients such as Andersen Windows, Toro and Cummins. Colleagues know David to be an engaging partner and designer dedicated to providing creative solutions to help clients meet their overall project goals.

2:15pm

Case Study: Cowles Center

Tom Nordyke, Principal, Noordijk, inc.

Tom Nordyke successfully helps the revitalization of cities through historic preservation, economic development and the arts. As a vanguard in the field of the arts for 20 years, he has spearheaded over 30 arts focused real estate projects with over \$1.5 billion in financing across 26 states and Canada. Nordyke began his career in this creative work as Vice President for Artspace Projects, Inc., the national leader in the field of developing affordable space that meets the needs of artists. He managed the operations of the Real Estate Development, Consulting, Asset Management and Property Management Divisions. He worked alongside the President and Board to transform the organization from a local non-profit with an annual budget of \$60,000 into America's leading developer of space for the arts. Since 2003 as Noordijk, inc., Nordyke has provided independent consulting on issues of real estate acquisition, finance, design and marketing.

Heidi Zimmer, Vice President - Property Development, Artspace

As Vice President of Property Development for Artspace, Heidi Zimmer oversees the development process for new Artspace projects including finance, community engagement, architecture, construction and government relations. She led the development of several successful Artspace projects, including the award winning Brookland Artspace Lofts in Washington, DC, and Elgin Artspace Lofts in Elgin, IL. Zimmer currently leads development for Artspace in Memphis, Tennessee, Dearborn, Michigan, and Mesa, Arizona. She has a Masters Degree in Urban Planning from the Humphrey Institute at the University of Minnesota and has been working in the field of affordable housing, real estate development and urban planning for over 19 years. Before joining Artspace, Zimmer managed the private development of over \$220 million in real estate in the Twin Cities. She received her BA in Political Economy from Michigan State University, Phi Beta Kappa. Zimmer is a member of the Urban Land Institute and serves as President, Board of Directors of Zenon Dance Company in Minneapolis, MN and Advisory Board for Dance Place in Washington, D.C.

3:00pm

Tour: Cowles Center

4:00pm

Cocktail Hour hosted by United Properties

5:00pm

Adjourn

Thank you to our venue sponsor and cocktail hour host

