

## ULI MN Market Council

September 27<sup>th</sup>, 2017  
12:00pm – 5:00pm  
Penn American  
2240 W 80th 1/2 St, Bloomington, MN 55431

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**Co-chair:** Jeff Hall, Ursa Investors LLC

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**Co-chair:** Paul Maenner, The Waters Senior Living

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**12:00pm**      *Lunch and networking*

**12:15pm**      *Welcome and Introductions*  
Co-Chairs Jeff Hall and Paul Maenner

**12:25pm**      **What do we want leaders to know?**

*Presentations*

**12:30pm**      **Panel and Discussion: Challenging Moments in the Real Estate Business**

Roseanne Hope, Attorney, Hope Law

Roseanne Hope practiced commercial real estate law for 20 years with large national law firms including Dorsey and Whitney and Robins Kaplan representing commercial developers, retail, health care, finance and manufacturing companies and financial institutions. Her expertise includes acquisition and sales, development, leasing, financing, workouts, land use issues and general business advice. In 2009, Roseanne co-founded Compendium Capital, a commercial real estate and banking advisory firm assisting financial institutions in asset repositioning and recapitalization strategies to improve their overall financial health. Serving as President and General Counsel, Roseanne formed joint ventures with private equity investors and the FDIC for acquisition and restructuring of distressed commercial real estate assets.

Jay Lindgren, Partner, Dorsey & Whitney

Jay Lindgren is a Partner in the Minneapolis office of international law firm Dorsey & Whitney LLP. He is a nationally recognized legal expert in innovative finance and regulatory strategies for urban redevelopment and public infrastructure projects. He practices in the areas of Land Use and Project Development, Municipal Law and Public Finance, and is the Chair of Dorsey & Whitney's Urban Redevelopment and Infrastructure practices. Jay is the former chief administrator of the Metropolitan Council, the regional agency in charge of community development, land use planning, transit, open space and wastewater treatment for the Twin Cities metropolitan area. As regional administrator, he oversaw a \$530 million annual budget and 3,700 employees. He was the Council's general counsel prior to being named regional administrator. While at the Council, he worked on comprehensive land use planning programs throughout the Twin Cities region and was instrumental in the development of the region's first light rail line. Jay also held elected office as a member of the North Dakota Legislative Assembly from 1984 to 1994 (representing a portion of the Fargo area), serving in both the House of Representatives and the Senate.

Pat Mascia, Partner, Briggs and Morgan

Pat Mascia is a member in the firm's Financial Institutions and Real Estate section and has nearly 25 years of experience as a commercial real estate lawyer, investor, asset manager, finance and dispositions professional and developer. Pat rejoined Briggs, where he started his career as an associate, after working in commercial real estate and development for 17 years. Most recently, he worked for Duke Realty Corporation where he was Senior Vice President-Minneapolis/St. Paul Operations. There, he was responsible for the management, operations and profitability of Duke Realty's Minnesota operations, including all land acquisition, leasing, property management, asset management, construction and development.

**2:00pm**      **Break**

**2:15pm**      **Case Study: Penn American**

Keith Ulstad, Senior Vice President, United Properties

As senior vice president of Retail Investment and Development, Keith Ulstad leads the company's efforts relating to retail real estate acquisitions, development and re-development opportunities. While focused primarily on grocery-anchored and mixed-use shopping centers, the Retail Group is responsible for capitalizing on United Properties' financial strength, market knowledge and tenant relationships in the retail sector to create value in our owned-asset and client portfolios. Keith has been actively involved in retail investment real estate for more than 25 years as a developer, asset manager and consultant. He has been responsible for the development or re-development of more than 25 shopping centers as an officer or partner at Carlson Companies, the Center Companies, Madison-Marquette Realty Services and Oppidan Investment Company. Keith obtained his Bachelor of Science degree in accounting from the University of Minnesota and is a Certified Public Accountant. Former Chairman of the Urban Land Institute (ULI) Small Scale Development Council, an active member of the International Council of Shopping Centers (ICSC) and the Minnesota Shopping Center Association (MSCA) and has been admitted to the American Society of Counselors of Real Estate (CRE).

**3:30pm**      **Tour: Penn American**

**4:00pm**      *Cocktail Hour*

**5:00pm**      *Adjourn*

***Thank you to our venue and lunch sponsor!***

