

ULI NASHVILLE DEVELOPMENT 101.2: THE SERIES CONTINUES

'Development 101.2: The Series Continues' is the second year of a ULI Nashville program series available only to our Young Leader (YL) members. This series is designed to introduce YLs to the multi- and interdisciplinary aspects of the development process.

Each installment of this series will feature 3 – 4 seasoned industry experts who have worked on a particular project in a featured neighborhood. They will each showcase their industry's roles and responsibilities at a different phase of real estate / land use development. In this second year, the installments in the series includes:

- D101.2: The Series Continues – FINDING THE DEAL
- D101.2: The Series Continues – FUNDING
- D101.2: The Series Continues – FOLLOWING THROUGH on the DEAL.

A message that will thread across the series is that the development process is far from being a clear-cut, orderly, linear process!

For example, the 1st of three sessions in the D101.2 series, FINDING THE DEAL, used the lens of development along the Nolensville corridor to examine

- Market Analysis
- Pro Formas
- Negotiation and Buying Strategies
- Zoning and Rezoning

An additional and deliberate component of this important learning experience is the post-event reception for YL member attendees, emphasizing the importance of building a network among our rising leaders.

D101.2 Steering Committee:

Sean Davidson (March Development), Chair

Blake Adams (INSBank)

Brian Dunn (Civil Site Design Group)

Walker Mathews (RC Mathews)

Wes Magill (Ragan Smith)

Jennifer Norwood (Messer Construction)

Dustin Scruggs (Gresham, Smith & Partners)

Justin Wallace (Metro Planning)

Justin Wilson (Hall Strategies)

Advisor - *Ross Lucas (Fulmer Engineering), Past D101 Chair*

Rose Faeges-Easton, ULI Nashville Sr. Director