



# Cities Transformed: Profiting from Urban Development

**ULI EUROPE TRENDS CONFERENCE - 6 JUNE 2007**

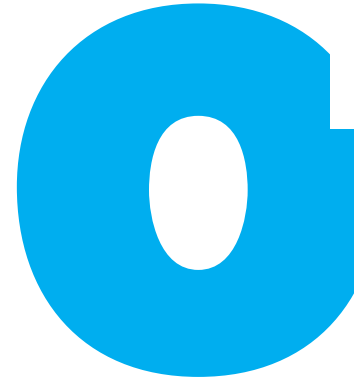
INTERCONTINENTAL HOTEL, HAMBURG, GERMANY

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## Conference Chair's Message



Ladies and Gentlemen,

ULI Germany, and especially those of us that live and work in Hamburg, are proud to host the ULI 2007 European Trends Conference. The theme of this year's conference "Cities Transformed: Profiting from Urban Development" is particularly suited to our City.

Hamburg is a model for how cities can shape their destiny through successful urban regeneration. If you have never visited our city or have not been here recently, I encourage you to take this opportunity. It is truly a laboratory of regeneration challenges, opportunities, trends and innovation.

However, the trends conference programme is not just about Hamburg. It will showcase how other cities are

reinventing themselves, and the role that the real estate industry is playing in this process. Join us for what promises to be a celebration of European cities and a thoughtful, informative look at the road ahead.

I look forward to welcoming you to Hamburg this June!

Alexander Otto

Chief Executive Officer

ECE Projektmanagement GmbH & Co. KG

Hamburg, Germany



**ULI: Providing  
leadership in  
the responsible  
use of land  
and in creating  
and sustaining  
thriving  
communities  
worldwide.**

# Unlocking Europe for Growth Conference



First Mayor Ole von Beust  
President of the Senate  
of the Free and Hanseatic  
City of Hamburg, Germany

## What you will learn

What cities are making the right moves and where the opportunities are for developers and investors.

Challenges and prospects for international partnering.

The connection between development processes, long term success, and quality projects.

Opportunities for international and domestic investors in Germany.

Strategies for managing growth and risk.

Models for true public/private sector collaboration.

## Who should attend

International and German investors; property developers; owners; architects; public sector officials; planners; consultants; urban designers; academics; investment bankers; commercial bankers; institutional investors and advisers; and other public and private sector representatives involved in property finance, investment and development.

## Keynote Speakers

First Mayor Ole von Beust  
President of the Senate of the Free and Hanseatic City of Hamburg, Germany

von Beust became First Mayor of the "Free and Hanseatic City of Hamburg" in 2001 and has held the position ever since. In 1971, von Beust became a member of the conservative Christian Democratic Union (CDU) and two years later became deputy of the CDU faction of Hamburg's city-state parliament ("Bürgerschaft"), a position he held until he started to study law in 1975. From 1977 until 1983, he was Hamburg president of the youth organisation of his party. In 1978, von Beust was elected a member of the Hamburg city-state's parliament and at that time was the youngest member of the House. He has been a member of the ruling council of the Hamburg Land CDU since 1992, and of the CDU party federal board since 1998.



**Jan Maarten de Vet**  
Director, ECOTEC, Brussels, Belgium

de Vet oversees ECOTEC's European research and consultancy services in Brussels. A leading expert in European urban and regional development, de Vet is the principal author of the first *State of the European Cities* report to be published by the European Commission. He also leads research for the Intergovernmental Expert Working Group on the European Investment Bank and Sustainable Communities. Previously, he prepared the European Evidence Review on Sustainable Communities for the Bristol Ministerial Informal. He has been equally involved in the economic assessment of various urban development projects, mostly in the Netherlands. In addition, he has worked in Central and Eastern Europe (Estonia, Hungary, Czech Republic, Slovenia, Lithuania) and has supported the new member states with the preparation of their national and regional development plans. de Vet has worked as a Young Professional at the OECD in the area of local, urban, and regional development.



**Anatole Kaletsky**  
Principal Economic Commentator and Associate Editor, *The Times* London, United Kingdom

Kaletsky is a globally recognised economist who is principal economic commentator and associate editor of *The Times* in London, where he writes on economics, financial markets, and economic policy. A frequent commentator on radio and television, his provocative style makes him ideal as our keynote speaker. He started his journalistic career with *The Economist*, as a financial writer, then held a number of posts at the *Financial Times* including New York bureau chief, Washington correspondent, international economics correspondent and Moscow correspondent. Since 1996, he has been economics editor of *The Times* and is responsible for the paper's economic and business news coverage.



**Conference Chair**  
**Alexander Otto**  
Chief Executive Officer

ECE Projektmanagement GmbH & Co. KG, Hamburg, Germany

Otto joined ECE in 1994 and was appointed chief executive officer in June 2000. Under his leadership, ECE's main focus has been on expanding into pan-European markets and is now a leading European retail property developer. ECE has projects in Germany, Poland, Hungary, the Czech Republic, Austria, Greece, Turkey, Romania, Bulgaria, Lithuania and Qatar. Otto also directed ECE's effort to diversify into office and special-purpose property services.



**Conference Moderator**  
**Greg Clark**  
Chair

OECD Forum of Cities & Regions Adviser, London, United Kingdom

Clark is a city and regional development adviser, speaker, and facilitator with 20 years' experience, principally in leadership roles in city agencies in London, UK, and has advisory roles with many cities/regions, governmental and intergovernmental organisations internationally. He holds a portfolio of core roles, including adviser on city and regional development at the UK Department for Communities and Local Government, global practice adviser at the London Development Agency, and adviser to the OECD on city and regional development.

# ULI Europe 2007 Programme Sponsors

## Principal Sponsors



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## Young Leader Founder Sponsors



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## Women in Real Estate Founder Sponsor

## ULI Europe Sustaining Members

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JPMorgan Asset Management	P&O Estates	RREEF	Société Générale	Teesland iOG

## ULI Corporate Partners

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To register, go to [www.uli.org/register](http://www.uli.org/register)  
or call +44-20-7487-9578 (Europe), 800-321-5011 (USA)

**Full conference  
programme**



## Tuesday 5 June 2007

### Council Meetings

*Open to council members only*

[ULI Europe Office & Mixed-Use Council](#)  
[ULI Europe Resort Development Council](#)  
[ULI Europe Retail & Entertainment Council](#)  
[ULI Europe Urban Renewal Council](#)  
[ULI Europe Sustainability Council](#)

**13.30-18.30**

**Young Leader Conference**

**15.00-17.00**

**Awards for Excellence Jury Meeting**

*By invitation only*

**18.30-19.30**

**ULI Europe Executive and  
Steering Committee Meeting**

*By invitation only*

**18.30-19.30**

**Young Leader Reception**

**20.00-22.30**

**Council Dinner**

*By invitation only*

Buses to depart hotel front entrance at 19.30.

## Wednesday 6 June 2007

**07.30-09.30**

**Registration and ULI Bookstore**

**08.00-09.00**

**Women in Real Estate Breakfast**  
**New Member Breakfast**  
**ULI Germany Young Leaders Breakfast**

**09.00-09.15**

**Conference Welcome  
and Introductions**

Conference Chair: Alexander Otto

Chief Executive Officer

ECE Projektmanagement GmbH & Co. KG  
Hamburg, Germany

Conference Moderator: Greg Clark

OECD Forum of Cities & Regions Adviser  
London, United Kingdom

**09.15-10.15**

**Keynote Session:**

Ole von Beust

Mayor, City of Hamburg, Germany

**European Cities, Reinventing  
the Future**

Hamburg exists as a city of transformation and an exemplar on how civic leadership can shape a new destiny for a post-industrial city. Learn how its story can help European cities fare in an increasingly competitive global market for jobs and investment and what cities must do to ensure a sustainable future.

Mayor von Beust, will present the Hamburg story. He will be joined by senior representatives from the property industry to explore the increasing interdependence of the public and private sectors, the role of real estate and their views of the future.

Leon Bressler, Partner, Perella Weinberg Partners, London, United Kingdom

Alexander Otto, President, ECE Projektmanagement GmbH & Co. KG, Hamburg, Germany

Michael Topham, Chief Executive Officer, Hines Europe, London, United Kingdom

**10.15-10.45**

**Plenary Session: Setting the Theme**

***The State of European Cities Report***

The European Commission is about to launch its first *State of the European Cities* report. It provides cities and their investors with reference points to help identify unique characteristics as well as commonalities between European cities. de Vet, principal author of this report, will highlight some of the key issues to be addressed during the conference.

Jan Maarten de Vet, Director, ECOTEC, Brussels, Belgium

# Wednesday

## 6 June

### 2007 continued

11.15-12.00

#### Plenary Session

##### Investing in Germany—To Buy or Not to Buy What do they know that we don't?

Why are international investors pouring billions of Euros into Germany while German investors are putting their bets on other markets? This candid, provocative debate will pit the bulls and bears of German markets—examining the forces underlying the opportunities and challenges in the country, key trends, and a look at specific deals.

Thomas Beyerle, Director, Research & Strategy, DEGI Deutsche Gesellschaft Fuer Immobilien Fonds, Frankfurt, Germany

Marco Polenta, Managing Director, Morgan Stanley, Milan, Italy (invited)

Michael Spies, Senior Managing Director, Tishman Speyer, London, United Kingdom

Curzon Global Partners/IXIS AEW Europe

12.00-12.15

##### Presentation of the Winners of the Student Design Competition

Introduced by Maily Taylor, Chairman, ULI and Partner, Skidmore, Owings & Merrill LLP (SOM), New York, New York, USA

12.30-13.15

#### Concurrent Sessions:

##### Cities & Technology – Real Estate Value in a Digital World

Join this enlightening session led by MIT lecturer Michael Joroff to gain insights into the success of 'new century cities'—large-scale projects deliberately located at the intersection of technology, urban design, and real estate development. Learn how such developments work and how cities have been shaped by applications of technology.

Representatives from technology sector, e.g. Microsoft, BT, Cisco

Jose Carlos Amal, Technical Adviser to the Mayor, City of Zaragoza, Spain

Michael Jaroff, Senior Lecturer, Department of Urban Studies and Planning, Massachusetts Institute of Technology(MIT), Cambridge, Massachusetts, USA

##### Getting to Know JESSICA: A New EU Investment Tool for Cities

Currently under development with the European Investment Bank, JESSICA (The Joint European Support for Sustainable Investment in City Areas) is a concept that would allow Member States of the European Union to use a portion of their Structural Funds to accelerate investment in urban areas. Learn all about JESSICA at this thought-provoking session.

Brian Field, Senior Economist, Urban Specialist, Member of JESSICA Task Force, European Investment Bank, Luxembourg

13.15-14.45

#### General Luncheon

14.45-15.00

#### Info Burst: Urban Tourism

##### Importance of Tourism for Urban Regeneration

Miguel Ruano, Regional Vice President of Resort Development EMEA, Marriott Vacation Club International, London, United Kingdom

15.00-15.15

**Presentation**

**ULI Europe Awards for Excellence 2006**

Andrea Amadesi, Managing Director, IXIS  
AEW Italia, Milan, Italy

15.15-15.30

**Info Burst**

**City Image—Changing Perceptions**

A bite sized look at how branding can add cultural, economic, and social value to cities, regions, and countries.

Sheila Tully, Managing Director, Appetite,  
London, United Kingdom

15.30-16.30

**Concurrent Sessions**

**Investing in Infrastructure: Reshaping Cities and Creating Value for Real Estate**

Public infrastructure from airports, rail and roads to schools, hospitals and prisons are for sale by cash strapped governments. Who is buying these assets and why?

Georg Allendorf, Managing Director, DB REAL ESTATE GMBH, Germany

Ad J Buisman, Partner/Principal, Ernst & Young, the Netherlands

Andrew Gould, Head of Strategic Consulting,  
Jones Lang LaSalle, United Kingdom

Maureen McAvey, Executive Vice President,  
Initiatives, ULI-the Urban Land Institute,  
Washington, D.C., USA

**Models of Development Success: Unlocking Regeneration Opportunities**

Development is the spearhead of urban transformation. Case studies of extraordinary success from Hamburg, Lyon, and Glasgow illustrate how large scale urban regeneration projects act as catalysts of urban renaissance.

Case Studies:  
HafenCity, Hamburg; Madrid; Turin

Jürgen Bruns-Berentelg, Chairman of the  
Executive Board, HafenCity Hamburg GmbH,  
Hamburg, Germany

Paolo Verri, Manager—Torino Urban Centre,  
Metropoli Torino, Turin, Italy

Ignacio Nino Perez, Commissioner for  
Economic Development, City of Madrid, Spain

Leo van den Berg, Professor of Regional  
Economics and City Development Director of  
EURICUR, Rotterdam, the Netherlands

17.00-17.15

**Info Burst: The Green City**

**Sustainability, Success, and Profitability**

Alejandro Gutierrez, Associate, Urban Design,  
ARUP, London, United Kingdom

17.15-18.00

**Keynote Session**

Featuring Anatole Kaletsky, Principal  
Economic Commentator and Associate Editor,  
*The Times*, London, United Kingdom

**Cities on the Global Economic Stage**

Kaletsky will look at cities on the global economic stage and their role in national economies.

18.00-19.00

**Networking Reception**

# Young event leaders programme

ULI Young Leader conference  
for members and guests under 35

Sponsored by DTZ, EuroProperty, and Morgan Stanley



**Euro**Property

Morgan Stanley

# Tuesday 5 June 2007

13.30 – 13.45

## Introduction

Greg Clark, Chairman, OECD Forum of Cities & Regions, Adviser, London, United Kingdom

13.45 – 14.10

## Regeneration: Europe's Challenge

Jan Maarten de Vet, author of the European Commission's *State of the European Cities* report, outlines the main challenges for urban transformation in the region's cities.

Jan Maarten de Vet, Director, ECOTEC, Brussels, Belgium

14.10 – 14.50

## Dragon's Den – City Showdown

Three Young Leaders take the hotspot to convince a jury of wily investors to bring their capital to meet its city's regeneration needs

15.20 – 15.35

## Info Burst: Education Investment and City Development

Education facilities are an essential component to creating successful sustainable communities and productive cities but what role can they also play for investors in regeneration?

Andrea Christie Pizziconi, The Christie Company, New York, New York, USA

15.35 – 16.15

## Value Capture in Regeneration

Value capture financing mechanisms can leverage private investment and help kick-start regeneration projects. Our panel discusses the innovative approaches taken in Germany, the Netherlands, and the US

16.45 -17.00

## Info Burst: Healthcare, Medical Facilities, and City Development

Medical Cities in the Emirates and China illustrate how healthcare components in city redevelopment can add economic value to regeneration plans

Sherin Aminossehe, Senior Associate, HOK International, London, United Kingdom

17.00 – 18.00

## Starting Fresh: Building Large Scale Communities

European growth has also resulted in a need for new planned communities. Three case studies from around the world show the different approaches to new cities and the challenges they face in creating sustainable communities

Brian Garrison, Managing Director, Forest City International, London, United Kingdom

18.00 – 18.15

## Info Burst: Sporting Events and Infrastructure

Turin's hosting of the Winter Olympics in 2006 provides an excellent snapshot of how one city leveraged an international event to help transform its city and to renew infrastructure to achieve long term competitiveness and sustainability.

Paulo Verri, Manager–Torino Urban Centre, Metropoli Torino, Turin, Italy

18.15 – 18.45

## Keynote Speaker

# About the Urban Land Institute

**ULI... Gives €150,000 each year in grants to improve local communities... Completes 30 advisory panels giving counsel to public and private sectors... Awarded 20 regional (USA, Asia, and Europe) and five global Awards for Excellence winners to encourage good development practices... Employs seven full-time Senior Resident Fellows and fosters 20 academic fellows to serve as thought leaders and advocates of good urban practice... Publishes over 160 books with annual sales of €3 million... Promotes new talent through the annual ULI Gerald Hines Student Urban Design Competition, which is funded by a €2.3 million endowment... Has 35,000 members across 90 countries worldwide...**



The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

We are committed to:

Bringing together leaders from across the fields of real estate and land use policy to exchange best practice and serve community needs; fostering collaboration within and beyond ULI's membership through mentoring, dialogue, and problem solving; exploring issues of urbanisation, conservation, regeneration, land use, capital formation and sustainable development; advancing land use policies and design practices that respect the uniqueness of both built and natural environments; sharing knowledge through education, applied research, publishing, and electronic media; and sustaining a diverse global network of local practice and advisory efforts that address current and future challenges.

### About ULI Europe

ULI Europe is committed to bringing ULI and its timely and informative programmes to all segments of the development community in Europe. ULI Europe relies heavily on the experiences of its more than 2,000 members, who reflect the full range of disciplines that define the land use and development field.

### Getting Involved

One of the key benefits of membership in ULI is becoming part of a global exchange of ideas. The open sharing of information, ideas and best practice is what differentiates the Institute from other organisations.

District councils represent ULI Europe at the local level. These local chapters are defined geographically and, in Europe, can be countries, cities or regions. With the language, regulatory and professional diversity of Europe, the district council format is vital. They hold events and explore industry topics locally focused on the issues most relevant to their members. There are 14 European district councils, with Birmingham and Valencia the latest to join the ranks.

Product councils provide members with the opportunity to become more directly connected to their peers in the sector in which they are focused. Product council members represent a diverse cross-section of industry leadership.

The councils hold at least two meetings a year, in conjunction with ULI European conferences.

There are product councils focusing on retail and entertainment, sustainable development, office and mixed-use, urban renewal and resort development.

The district and product councils are successful thanks to their committed leadership and members who work to make them relevant, responsive, and interesting. Active participation is a great way to get more out of your ULI membership.

If you would like to join the ULI, become more involved in the activities of your district council, or join one of our five product councils, please contact Melanie Hartman [mhartman@uli.org](mailto:mhartman@uli.org) or visit our website for further information [www.europe.uli.org](http://www.europe.uli.org).

To register, go to [www.uli.org/register](http://www.uli.org/register)  
or call +44-20-7487-9578 (Europe), 800-321-5011 (USA)

# Snapshots of ULI

**ULI publishes over 160 books with annual sales of €3 million.**



#### **ULI Centre for Real Estate Education:**

The ULI Centre for Real Estate Education is being established to advance the professional knowledge and skills of those working in land use and development in United Arab Emirates. Using a selection of continuing education programmes – conferences, workshops, symposia, real estate school, certificate programmes, and

forums – the centre will offer real estate and land use professionals a greater depth of understanding of the state of the industry, as well as insight into future industry opportunities and challenges.



#### **Regional Visioning:**

ULI's regional visioning programme of work assists district councils and their partners as they plan, build upon, and implement regional exercises and visions. Reality Check exercises have been successfully held in Washington, DC, North Texas and, most recently, in the state of Maryland.



#### **Milan Bench Project:**

65,000 members of the public voted for a newly designed piece of urban furniture for the city of Milan last year. ULI Italy invited six leading Italian designers to participate in a competition to create a new bench for the city of Milan. The winning design was announced by the vice mayor last May and the first benches installed in late autumn 2005.



#### **Advances in Policy and Practice:**

To bring attention to advances in policy and practice, the ULI JC Nichols Prize for Visionary Urban Development is presented to an individual whose career or institution demonstrates the highest standards of responsible development. The prize honors the legacy of legendary Kansas City, Missouri, developer Jesse Clyde Nichols (1880-1950), a founding ULI member who is widely regarded as one of America's most influential entrepreneurs in land use during the first half of the 20th century.

## **UrbanPlan**

#### **UrbanPlan:**

UrbanPlan is a realistic, engaging, and academically challenging classroom-based, web-supported programme in which high school students learn the roles, issues, trade-offs, and economics involved in urban development. The programme, designed to allow students to explore the market and non-market forces that affect the development and redevelopment of neighbourhoods, reaches more than 3,000 students across the USA at 37 high schools and five universities.

#### **Leadership Development:**

ULI encourages responsible leadership in the use of land in order to enhance the total environment through a programme of CEO Leadership Roundtables, career centres, leadership programmes, and community builder profiles.

## Advertising Opportunities



Connect with more than 35,000 ULI members in the Americas, Europe and Asia by advertising in *Urban Land* and *Multifamily Trends* magazines. Active owners, investors and developers of all property types will review your message. For more information about special offers for advertisers, contact Laura Templeton at +1-202-624-7044 or [ltempleton@uli.org](mailto:ltempleton@uli.org).

## Coming ULI Events

ULI Annual Meeting – 2007 Fall Meeting  
Venetian Hotel **23-26 October 2007** Las Vegas, Nevada

ULI Europe Conference  
The Westin Paris **5-6 February 2008** Paris, France

## The Urban Land Institute Europe Leadership

### ULI Europe Chair/Trustee

Jan de Kreijl  
Chief Executive Officer  
Corio NV, Utrecht, the Netherlands

### ULI Europe President

William Kistler  
London, UK

### ULI Europe Trustees

Willi Aida  
Geringen, Germany

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Managing Director and  
Global Co-Head, Morgan  
Stanley Real Estate,  
London, UK

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Scott Malkin  
Chairman, Value Retail,  
London, UK

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Chief Executive Officer  
Layetana Real Estate  
Barcelona, Spain

Jeremy Newsum  
Group Chief Executive,  
Grosvenor, London, UK

Alexander Otto  
Chief Executive Officer  
ECE Projektmanagement  
Munich, Germany

Michael Spies  
Senior Managing Director  
Tishman Speyer, Properties  
London, UK

### ULI Europe Executive Committee

**Vice Chair – Awards**  
Andrea Amadesi  
Managing Director,  
IXIS AEW Italia  
Milan, Italy

**Vice Chair – Finance**  
John Carrafiell  
Managing Director and  
Global Co-Head, Morgan  
Stanley Real Estate,  
London, UK

**Vice Chair – Membership**  
Paul Vismans  
Chief Executive Officer  
Kantoren Fonds Nederland  
Utrecht, the Netherlands

**Vice Chair – Policy & Practice**  
Gerald Parkes  
Managing Director Lehman  
Brothers, London, UK

### Vice Chair – Advisory Services

Santiago Mercadé  
Chief Executive Officer,  
Layetana Real Estate,  
Barcelona, Spain

### Vice Chair – Programmes

Simon Clark  
Partner, Linklaters  
London, UK

**Vice Chair – Awards**  
Sir Stuart Lipton  
Vice Chairman, Chelsfield  
Partners, London, UK

### ULI Europe District Council Chairs

**Belgium**  
Sophie Le Clercq  
President, JCX Gestion  
Brussels

**France**  
Lahlou Khelifi  
Managing Director  
Lazard Freres, Paris

**Germany**  
Alexander Otto  
Chief Executive Officer  
ECE Projektmanagement  
Hamburg

**Italy**  
Luca de Ambrosio Ortigara  
II, Partner  
Realty Partners  
Milan

### the Netherlands

Paul Vismans  
Chief Executive Officer  
Kantoren Fonds Nederland  
Utrecht

### Portugal

Gilberto Jordan  
Managing Director  
Planbelas SA  
Lisbon

### Russia

Anna Shiryayeva  
General Director  
AM-2The Shop for Shops  
Moscow

### Spain – Barcelona

Jordi Moix Latas  
Director General de  
Catalunya, Reyal Grupo

### Spain – Madrid

Carlos Lamela  
Executive President  
Estudio Lamela

### Spain – Valencia

Ignacio Jimenez de la  
Iglesia, Director  
Jimenez de la Iglesia

### Sweden

Max Barclay  
Chief Executive Officer  
NewSec  
Stockholm

### Turkey

Hakan Kodak  
President  
Krea Real Estate  
Istanbul

### United Kingdom – Birmingham

Martin Field  
Managing Director  
The Urban Consortium  
Birmingham

### United Kingdom – London

Jonathan Short  
Chief Executive, Europe  
Global Merchant Banking  
Pramerica Real Estate  
Investors

### Product Council Chairs

#### Urban Renewal

Timothy Cyr  
Director General Adjoint  
Groupe France Terre  
Paris, France

#### Retail & Entertainment

Scott Malkin  
Chairman, Value Retail  
London, UK

Neil Mitchenall  
Director, Lunsdon Mitchenall,  
London, UK

### Resort Development

Muriel Muirden  
Managing Director  
Economic Research  
Associates  
London, UK

Gilberto Jordan  
Managing Director  
Planbelas SA,  
Lisbon, Portugal

### Office & Mixed Use

Hans van Tartwijk  
Partner  
Trimp & van Tartwijk  
IJsselstein, the Netherlands

### Sustainable Development

Mark Weintraub  
Principal  
Weintraub Associates  
London, UK

## Hotel Reservations

InterContinental Hotel Hamburg  
Fortenay 10  
20354 Hamburg, Germany  
Telephone +49 40 41420  
Fax +49 40 41422299

Room rate €165 single occupancy / €180 double occupancy  
Cut off date 16 May 2007

**Reservations** To reserve your room, use one of the methods below and indicate that you will be attending the ULI conference in order to receive the group rate.

Telephone +49 40 4142 2220  
Fax +49 40 4142 2298  
Hamburg.reservation@ichotelsgroup.com

## Conference Registration

Follow the instructions on the attached registration form. Mail and telephone registrations must be received by Friday, 25 May 2007. Registrations by fax may be received until Wednesday, 30 May 2007. After this date, you should register on site. There will be an additional €80/\$100 charge for registrations received after 25 May 2007.

## Cancellation: Refund Policy

Cancellations, which must be made in writing to ULI's Convenings Department, will be subject to an €80/\$100 administrative fee. No refunds can be made for cancellation requests received after 25 May 2007. You may, however, transfer your registration to another member of your organisation; a €40/\$50 transfer fee will apply. If registration is transferred to a ULI member, the ULI member registration fee applies. If registration is transferred to a nonmember, the nonmember registration fee applies. Cancellation and refund requests can be faxed within Europe to +44-20-7486-8652 or inside the US to 202-624-7147, or e-mailed to [ulieurope@uli.org](mailto:ulieurope@uli.org).

## Questions: Special Needs

### In Europe

Call +44 20 7487 9578  
Fax +44 20 7486 8652

### Inside the U.S.

Call 800 321 5011  
Fax 202 624 7147

E-mail your questions to [ulieurope@uli.org](mailto:ulieurope@uli.org)  
or view our website at [www.uli.org/conferences](http://www.uli.org/conferences)

**Cities Transformed: Profiting from Urban Development**  
 6 June 2007, Intercontinental Hotel, Hamburg, Germany

Mr/Mrs/Ms \_\_\_\_\_

First name \_\_\_\_\_

Last name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Street address \_\_\_\_\_

City \_\_\_\_\_

State/province \_\_\_\_\_

Country \_\_\_\_\_

Zip/postal code \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Special needs \_\_\_\_\_

**Check appropriate fees:**

Fees increase by €80 / US\$100 for registrations received after Friday, 25 May 2007.

ULI, EPRA, BPF, IPF, INREV member number \_\_\_\_\_

	Member	Non-member
ULI, EPRA, BPF, IPS, INRE member	<input type="radio"/> €780 / \$US1,050	<input type="radio"/> €995 / \$US1,305
2nd person from company	<input type="radio"/> €730 / \$US960	<input type="radio"/> €945 / \$US1,240
3rd-plus person from company	<input type="radio"/> €680 / \$US895	<input type="radio"/> €895 / \$US1,175
Public official/nonprofit	<input type="radio"/> €375 / \$US495	<input type="radio"/> €510 / \$US670
Student	<input type="radio"/> €200 / \$US265	<input type="radio"/> €275 / \$US360
*Young leaders (under 35)	<input type="radio"/> €375 / \$US495	<input type="radio"/> €510 / \$US 670
Young Leaders event 5 June 2007	<input type="radio"/> €75 / \$US100	<input type="radio"/> €100 / \$US130
<b>TOTAL</b> _____		

\*Young leaders must be registered for conference to attend Young Leaders event on 5 June 2007.  
 Participants must be aged under 35.

**Special events (no payment required):**

- Women in Real Estate Breakfast (08.00-09.00, 6 June)  
 New Member Orientation Breakfast (08.00-09.00, 6 June)

**Payment in euros:**

- Fax registration to +44 (0) 20 7486 8652.  
 Confirmation of registration will be sent via E-mail.

Please indicate your payment option below:

- Credit card:** Fax registration form with credit card information to +44-20-7486-8652.  
 **American Express**    **Diners Club**    **Eurocard**  
 **MasterCard**    **VISA**

Cardholder name \_\_\_\_\_

Credit card number \_\_\_\_\_

Expiration date \_\_\_\_\_

I authorise ULI to charge my credit card for the amount of € \_\_\_\_\_

Cardholder's signature \_\_\_\_\_

- Bank wire (euros):** Lloyds TSB, ULI  
 Account number 86270151 Sort code: 30-96-64  
 IBAN: GB50LOYD 30966486270151  
 BIC/SWIFT: LOYDGB21085.

**Payment in US dollars:**

Please indicate your payment option below:

- Register online at [www.uli.org/register](http://www.uli.org/register) (US dollars only)  
 Cheque (mail to ULI, Department 188, Washington, DC 20055-0188.)  
 Credit card (fax registration form with credit card information to 202-624-7147 or call 800-221-5011 (inside the US), 410-626-7505 (outside the US)).

- American Express**    **Diners Club**  
 **VISA/MasterCard/Eurocard**

Cardholder name \_\_\_\_\_

Credit card number \_\_\_\_\_

Expiration date \_\_\_\_\_

I authorise ULI to charge my credit card for the amount of US\$ \_\_\_\_\_

Cardholder's signature \_\_\_\_\_

- Bank wire** (for instructions, fax this completed form to ULI at 202-624-7147. ULI will fax or e-mail wiring instructions.)



The Urban Land Institute Europe, 29 Gloucester Place, London,  
W1U 8HX, United Kingdom

The Urban Land Institute, 1025 Thomas Jefferson Street, NW,  
Suite 500 West, Washington, DC 20007-5201, USA