

Broomfield City Council Training and Travel Report

Elected Official Name: Patrick Quinn

Date of Travel or Training: May 21 and 22, 2012

Description of Travel or Training: Annually Broomfield officials attend the International Council of Shopping Centers Conference in Las Vegas. The conference conveniently brings together developers, shopping center owners (e.g. Macerich, DDR), retailers (King Soopers, Safeway, Sears, etc.), governmental entities and financial people to discuss the status of their investments/potential investments and the like. Over 25,000 participants attended this year's conference which is down from 60,000 in 2007. I attended in 2008 but have not returned until this year because of the recession which resulted in most development/redevelopment activities being suspended. Attached please find the agenda for Bo Martinez, Charles Ozaki and me for the conference.

Total Amount Expended: \$794.60

Note the hotel I had reserved did not have a room, so I was given a room with no charge at a different hotel.

How this Travel or Training Benefitted the Citizens of Broomfield: Economic development is a high priority for the City and County of Broomfield. Broomfield views itself as a coventurer with its developers and through its use of tax increment financing at the Flatirons Crossing Mall, Wal-Mart and now North Park the City has a significant investment in many of our developments in town. The shopping center owners, such as DDR, Macerich, and Newmark Merrill have multiple opportunities for their investment dollars. Therefore it is imperative that Broomfield put forth a unified plan to the shopping center owners in order to attract their investments to Broomfield.

I met with retailers, developers, brokers and property-owners regarding development opportunities in Broomfield.

- Met with capital lender to get a view of the marketplace and where investments are happening—no surprise many investors are looking at the multi-family projects
- Met with several new to the market developers to discuss development opportunities in Broomfield.
- Met with several local and national developers/owners to discuss retail attraction and development.
- Met with several existing and new retailers that are interested in the Broomfield market.



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2012 ICSC Itinerary - Broomfield

Sunday – May 20th MAYOR DID NOT ATTEND

4:00 PM - 5:00 PM

Bob Safai - Owner Of Kmart Building

Objective:

- Discuss Bob's plans for the building.
- David Fried with Cassidy Turley will be part of the meeting.

5:00 PM – 7:00 PM "Come As You Are" Networking Event

El Segundo Sol Hosted By - Crosbie Real Estate Group Fashion Show Mall Land Title Guarantee Company 3200 Las Vegas Boulevard

8:00 PM - Midnight ICSC Kick-Off Reception
Treasure Island Hosted By Brownstein Hyatt Farber Schreck,
3300 S. Las Vegas Boulevard Fidelity National Title Insurance &
Senor Frog's GDA Real Estate Service

Monday - May 21st

9:00 AM - 9:30 AM

Mike Cantwell - President, Johnson Capital Central Hall - C1904 - Corner of 19th Avenue & F Street (Gart Booth)

Objective:

• Obtain Mike's view of the marketplace and where multi-family is heading on the Highway 36 and northern I-25 corridors.

10:00 AM – 10:30 AM

Jeff Fuqua - Formerly of Sembler

Central Hall - C1201 - Corner of 12th Avenue & L Street(Realty Resources Booth)

Objective:

Jeff recently left Sembler to start his own development company - he is looking for opportunities in the Colorado marketplace development and redevelopment. Marcus Pachner will be joining the meeting as well.

11:00 AM -11:30 AM
McWhinney - Jay Hardy
Starbuck's (General Lobby Area)

Objective:

Discuss Highway 7 retail opportunities.

11:30 AM - 12:00 PM Celeste Tanner - Opus Development Starbucks - General Lobby Area

Objective:

 Opus is looking for a new development opportunity. They are specializing in mixed use. Could be a match for US 36 projects. Susan Stanton from CLC will join Celeste at the meeting.

1:00 PM - 1:30 PM

Macerich

Caesars Palace Emperors Level – 4th Floor

Objective:

- Introduction to the Mayor. Meet with Randy Brant Executive Vice President Real Estate and Scott Nelson Development Coordinator for Flatiron Crossing.
- Discuss status and plans for Flatirons Mall and the redevelopment of the Village.

2:30 PM - 3:00 PM

DDR - Jim Farrell - VP Redevelopment and Tony Vodicka, Leasing South Hall 1– South 500 U Street (51st Ave & U)

Objective:

- Introduction to the Mayor.
- Discuss what is next from DDR's perspective and recent actions to invite redevelopment proposals.
- Coordination of efforts.

3:30 PM – 4:00 PM

NewMark Merrill - Allen Ginsborg

South Hall – S3867 - Corner of 38th Avenue & S Street

Objective:

- Introduction to the Mayor.
- Discuss Allen's ideas for his center at 120th & Sheridan and opportunities to expand.

4:30 PM - 5:00 PM

Alan Bornstein

Starbucks - General Lobby Area

Objective:

Introduction to the Mayor.

Discuss retail development opportunities in Broomfield.

Monday Night

7:30 PM – 10:30 PM NewMark Merrill "Networking Reception" 10:30 PM

Hard Rock Cafe Hosted By - Allen Ginsborg

4455 Paradise Road

Tuesday - May 22nd

9:00 AM – 9:30 AM Sears Holding - Great Indoors - David Liu South Hall - S2337 - Corner of R Street & 23rd Avenue

MAYOR LEFT AFTER THIS MEETING

Objective:

- Discuss Sears plans for the closed Great Indoors.
- David Larson (Sear's local broker) will be part of the meeting as well.

10:00 AM - 10:30 AM

King Soopers - Mike Scheckel South Hall 3 - S2735 - 27th Avenue between R & S Street

Objective:

- Discuss new store opportunities in Broomfield.
- Touch base on existing stores.

11:00 AM -11:30 AM
Safeway Stores - Howard Gerelick
South Hall - S3323 - Corner of N Street & 33rd Avenue

Objective:

• Discuss status of existing stores in Broomfield.

12:00 PM - 12:30 PM

Open - No Meeting

1:00 PM - 1:30 PM Drake Real Estate - Jon Hauser Starbucks - General Lobby Area

Objective:

Discuss status of his real estate on 120th.

1:30 PM - 4:30 PM

Leasing and Marketplace Mall Tour