
Mayor W.J. "Jim" Lane

3939 N. Drinkwater Blvd.
Scottsdale, AZ 85251

www.ScottsdaleAZ.gov

McDowell Road Corridor/ South Scottsdale Economic Development Summit



The City of Scottsdale
would like to thank SRP
for its sponsorship of
today's lunch.

April 18, 2009

Granite Reef Senior Center
1700 North Granite Reef Road



Welcome



Mayor W.J. "Jim" Lane

Welcome to the McDowell Road Corridor/South Scottsdale Economic Development Summit! I am very glad you could join us here.

We are all here today to discuss an area of critical importance to the City of Scottsdale and surrounding areas—the future of south Scottsdale. And we are all here because, for one reason or another, we care about the future of south Scottsdale.

Those of us who know south Scottsdale well know it is a wonderful place to live, full of vibrant neighborhoods and committed citizens. It's hard to beat for its proximity to numerous amenities and affordability, and it will prove to be one of the best areas to invest in the entire metro area.

Despite its promise, south Scottsdale faces certain challenges that go beyond the deep recession we are currently mired in. It is up to all of us to make sure this stays a vital and desirable community, and to capitalize on the things south Scottsdale has now and could have in the future.

On behalf of the myself and my colleagues on the City Council, I would like to thank you for taking time from your busy lives to talk about the future of this wonderful community.

Biographies



James Meadows

PRINCIPAL
MEADOWS & AFFILIATES

Jim Meadows has over 29 years of Senior Management experience as a Consultant, CEO, Senior Manager and Executive Director for urban mixed-use community development firms, federal agencies, local redevelopment authorities, and private sector commercial building companies.

Jim specializes in four disciplines: 1) Urban & Mixed Use Development; 2) Commercial Building and Research Park Land & Building Development; 3) Government agency project development and operations; 4) Military Housing Privatization Building & Military Base Realignment and Closure (BRAC). Some of the projects Jim has worked on include The Presidio in San Francisco, Lowry Air Force Base in Denver, and Superstition Springs mall in Mesa.

Currently the Principal of Meadows and Affiliates, Jim also has over 15 years of large-scale project planning and development in Metropolitan Phoenix. Jim is currently a full member of the Urban Land Institute and a member of several of their advisory panels.

Jim is a graduate of the Air Force Academy and a veteran of the United States Air Force.



William Gray

CHIEF OPERATING OFFICER

ARIZONA SCHOOL OF REAL ESTATE AND BUSINESS

Bill Gray has been the Chief Operating Officer of the Arizona School of Real Estate and Business since 1980, and has been active in real estate and business education in Arizona for 30 years.

Bill is a nationally recognized lecturer who has also served as a professional moderator for business programs, political programs, and television specials. Bill has also published a number of books and journals, including the Arizona Journal of Real Estate and Business, the Real Estate Exam Guide, Fundamentals of Arizona Real Estate, and Real Estate Word Power.

An accomplished businessman, lecturer and author, Bill is the past president of the Real Estate Education Association of Arizona. Bill also served on the Arizona State Land Department's Board of Appeals for 10 years.

In 2007, Bill received the "Citizen of the Year" award from the Scottsdale Area Association of Realtors®.

Biographies

tor in 1985, and moving up to Planning Director in 1992. During his tenure as Director, the department's special projects included development of the Phoenician Resort, Kierland Commons, three Pointe projects, Mayo Hospital, and the Marriott Hotel at Desert Ridge.

David served as a member of Gov. Jane Hull's Growing Smarter Oversight Council and as a member of the Working Advisory Committee of Gov. Hull's Growing Smarter Commission.

David has a bachelor's in landscape architecture from the University of Wisconsin at Madison and a master's in public administration from Arizona State University. He also is a graduate of the Program for Senior Executives in State and Local Government at Harvard University's John F. Kennedy School of Government. David is a member of the American Planning Association and the Urban Land Institute.



Nan Ellin, Ph.D.
DIRECTOR

URBAN & METROPOLITAN STUDIES PROGRAM, ASU

Nan Ellin is Director of the Urban & Metropolitan Studies Program and Associate Professor in the School of Public Affairs at ASU. She holds an M.A., M.Phil., and Ph.D. from Columbia University and a B.A. from Bryn Mawr College. She has previously taught at the University of Cincinnati, Southern California Institute of Architecture (SCI-Arc), University of Southern California, and New York University. She was a Fulbright Scholar in France. Ellin's numerous articles and essays have appeared in Journal of Urbanism, Lotus, History of European Ideas, Journal of Architectural Education, Design Book Review, Thresholds, Intersight, Urban Studies Review, The Hedgehog Review, Shade, and the Encyclopedia of New York City, among others.

Most recently, Ellin collaborated with Edward Booth-Clibborn on Phoenix: 21st-Century City, a book about the creative emergence of this rapidly-growing metropolitan region. She has delivered over 100 invited lectures in the U.S. and abroad on urban regeneration, sustainable urbanism, regional planning for the future, design and development in Phoenix, and the creative city. As a public intellectual, Ellin also writes periodic urban design columns for the Arizona Republic.



Bill Gosnell
PRINCIPAL
QUANTUM CAPITAL

For the last 35 years, Bill has conducted business in the Office/Industrial Real Estate industry throughout the Metro Phoenix area. During this time he has been directly involved in well over a billion dollars of industrial/office transactions.

Bill enjoyed a highly successful 18-year tenure at Grubb & Ellis, including his founding of that firm's Phoenix office. While there Bill was Top Overall Broker of the Phoenix office for 13 years, Top Overall Broker for Grubb & Ellis nationally for six years, and The highest producing commissioned broker in the history of Grubb & Ellis.

Bill also opened the Phoenix office of Lee & Associates, and was awarded the Entrepreneur of the Year Award by Ernst & Young and Business Inc. Magazine for his success in this endeavor. He has also twice been awarded Industrial Broker of the Year by the Arizona Chapter of the National Association of Industrial and Office Properties (NAIOP), and holds numerous professional memberships. Bill has spoken at the Greater Phoenix Chamber of Commerce, National Conferences of the Urban Land Institute, NAIOP, and other professional gatherings.

Bill is currently a principal at Quantum Capital, a private equity investment firm.



Larry Lazarus
PRESIDENT
LAZARUS AND ASSOCIATES

Lazarus is an attorney and president of the Phoenix law firm of Lazarus & Associates, P.C., which specializes in government regulation, administrative law, land-use planning, zoning and development, environmental law and land-use infrastructure financing.

Lazarus co-authored the City of Phoenix's first General Plan, which has served as a model for many urban areas throughout the United States. He was also significantly responsible for establishing the Village Concept Plan - the most comprehensive set of land use policies of its kind in the state at that time and even today - promoting the ability of people from diverse backgrounds to live, work and play in our city. He has written and spoken extensively on environmental issues, land-use planning, zoning processes, development and design, citizen involvement in the planning processes and on the governmental regulatory process in those fields.

Lazarus is on the Board of Directors of Banner Health, and serves as the chair of their Finance Committee. He is currently involved in numerous civic and community organizations.

Lazarus received his Bachelor of Arts degree in psychology and political science from the University of Iowa at Iowa City and his Juris Doctorate from Drake University.

Agenda

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| I. REGISTRATION | 9:00 to 9:30 | |
| II. WELCOME BY MAYOR W.J. "JIM" LANE | 9:30 to 9:45 | |
| III. BREAK-OUT SESSIONS | 9:45 to 11:00 | |
| <div>A. THE FUTURE OF MOTOR MILE <i>A discussion of the auto industry on a global, national and local basis. Where is the industry headed and what's in the future for the McDowell dealers.</i></div> <div>1. Moderator/Panel Chair: Donald Henninger Phoenix Business Journal</div> <div>2. John Lund Lund Cadillac, Hummer and Saab</div> <div>3. Byron Schlomach Goldwater Institute</div> <div>4. David L. Shelburg Sr. Autokam Automotive Group, Inc.</div> | <div>B. THE McDOWELL CORRIDOR: ADVANTAGES AND OPPORTUNITIES <i>An overview of the McDowell Corridor's favorable proximity to other Valley assets and conversation about the area's demographics and market potential.</i></div> <div>1. Moderator/Panel Chair: Ed Gawf G and G Consulting</div> <div>2. Steve Evans Evans Realty Associates, Inc.</div> <div>3. Jeremiah Foster Resolute Commercial</div> <div>4. Aaron Gruen Gruen Gruen + Associates</div> <div>5. Paul Salemi General Dynamics C4 Systems</div> | <div>C. What May Come ... <i>Forward looking dialogue about redevelopment opportunities, potential, and likelihood.</i></div> <div>1. Moderator/Panel Chair: David Richert City of Scottsdale</div> <div>2. Nan Ellin, Ph.D. Director Urban & Metropolitan Studies Program, ASU</div> <div>3. Bill Gosnell Quantum Capital</div> <div>4. Larry Lazarus Lazarus and Associates</div> <div>5. James Meadows Meadows & Affiliates</div> |
| IV. BREAK | 11:00 to 11:15 | |
| <div>V. PLENARY SESSION AND LUNCH Where do we go from here?</div> <div>1. Moderator/Panel Chair: William Gray Arizona School of Real Estate and Business</div> <div>2. Don Henninger Phoenix Business Journal</div> <div>3. John Lund Lund Cadillac, Hummer and Saab</div> <div>4. Ed Gawf G and G Consulting</div> <div>5. Aaron Gruen Gruen Gruen + Associates</div> <div>6. David Richert City of Scottsdale</div> <div>7. Jim Meadows Meadows & Affiliates</div> | 11:15 to 12:30 | |
| VI. CLOSING REMARKS (MAYOR AND COUNCIL) | 12:30 to 1:00 | |

Biographies



Don Henninger
PUBLISHER
PHOENIX BUSINESS JOURNAL

Don Henninger, publisher of the Phoenix Business Journal, has been in a newsman in the Valley for 25 years.

Don has been publisher since 2001. He was editor of the paper for four years before that. Before joining the Business Journal, Don held a variety of editing roles at the former Phoenix Gazette, which he joined in 1983. He was business, sports and managing editor until moving over to become managing editor of the Arizona Republic, where he served for two years before moving to the Business Journal.

An active member of the community, Don is a member of Greater Phoenix Leadership and past chairman of HomeBase Youth Services. He also serves on the boards of the Arizona Chamber of Commerce, the United Way, Greater Phoenix CVB, Arizona Technology Council, Valley Partnership, Downtown Phoenix Partnership and Phoenix Theatre, among others.

Don grew up in Pittsburgh, graduated from Penn State with a journalism degree, and lives with his wife, Dana, in Scottsdale.



Byron Schlomach
DIRECTOR OF THE CENTER FOR ECONOMIC PROSPERITY
GOLDWATER INSTITUTE

Byron Schlomach is the Director of the Center for Economic Prosperity at the Goldwater Institute. Prior to joining the Institute, he was the Director of Fiscal Policy Studies at the Texas Public Policy Foundation where he wrote on tax policy and state spending.

He has also written on transportation and education issues. Schlomach previously served in Texas government as a researcher at the state's Office of the Comptroller and as legislative aide to a member of Texas' House of Representatives. Schlomach is a graduate of Texas A&M University where he also earned his Ph.D. in economics.



David L. Shelburg
CHAIRMAN

AUTOKAM AUTOMOTIVE GROUP, INC.

David Shelburg Sr. is the chairman of Autokam Automotive Group, Inc., and has spent many years in the automobile industry. His career in the industry started as an owner of a used car lot.

Later David joined Kaiser-Jeep and became a factory executive in charge of the entire Mid-western region. When Kaiser discontinued, David joined American Motors Corporation where he was in charge of the Western region, and has also been a new car dealer for lines including Ford and Renault.

David was one of Subaru's first employees when they started selling cars in the U.S., and was re-

sponsible for dealer recruitment. Later he became the Subaru Distributor for 5 Southwestern States.

David was later approached by the Chinese to assist them with product design, marketing, and dealer network development. David spent a great deal of time among his Chinese counterparts, and his friendships in China have paved a path for establishing China as an automotive powerhouse.

David is a veteran of the Korean War, where he earned 4 bronze stars for bravery under fire, and also served as an advisor to the White House on the automobile industry.



Ed Gawf
PRINCIPAL
G AND G CONSULTING

Ed Gawf is a principal in the planning consulting firm G and G Consulting. In that capacity he works with numerous public and private clients throughout Arizona. Ed is a charter member of the American Institute of Certified Planners with a wide range of experience in city planning, downtown revitalization, development entitlements, land use regulations, environmental programs, zoning, and organizational development.

Mr. Gawf has held positions as Planning Director in Boulder, Colorado and Palo Alto, California; and Assistant City Manager in Scottsdale, Arizona. Mr. Gawf has served as the lead person in the revitalization of downtown Scottsdale and has also managed the planning, programming, and implementation of major projects such as Waterfront Canal Bank and public-private partnership of SkySong Technology Center as well as guiding the city approval of major development projects such as One Scottsdale.



Steve Evans
TRUSTEE
ARIZONA STATE UNIVERSITY FOUNDATION

Steve Evans is President of Evans Realty Associates, a private real estate investment company. Mr. Evans is also a Trustee and Executive Committee Member of Equity Residential, America's largest multifamily company, and previously served as Executive Vice President. Prior to its merger with Equity Residential in 1998, Mr. Evans was Chairman and Chief Executive Officer of Evans Withycombe Residential. Evans Withycombe was a publicly traded Real Estate Investment Trust specializing in housing with a market capitalization of \$1.1B.

Mr. Evans business affiliations have included: Arizona Multi-housing Association; Phoenix Economic Council; Phoenix Community Alliance; Urban Land Institute; Lambda Alpha, Land Economics Fraternity; National Multifamily Council; and National Association of Real Estate Investment Trusts (NAREIT). Mr. Evans is a Director of the Biltmore Bank of Arizona.

After earning a Bachelors and an MBA degree from Arizona State University, Mr. Evans served as an officer in the U.S. Air Force for four years. A resident of Arizona since 1963, he is married with three children. Mr. Evans is active with the following non-profit organizations: United Way Foundation, Alexis de Tocqueville Society, W.P. Carey School of Business, Trust for Public Land, Arizona Family Housing Fund, and the ASU Foundation.



Jeremiah Foster
PRINCIPAL
RESOLUTE COMMERCIAL

Mr. Foster has been in Real Estate/Technology for over 14 years. Prior to forming Resolute Commercial Services, Mr. Foster was with Insight Land & Investments where he distinguished himself with a proficiency in infill redevelopment land and the world of hospitality development. In this short time, he closed 7 Escrows totaling over \$380MM.

Mr. Foster previously worked in the Technology field. Whether it was as a major part of growing a start up company from single digit employees to a \$100MM NASDAQ IPO or building his own successful company that was later sold, he has been driven by the thrill of being an entrepreneur. Mr. Foster is active in the community through his participation on the Executive Committee for Junior Achievement of Arizona, Scottsdale Chamber of Commerce and is President of Leadership in Downtown Scottsdale (LIDS).

Mr. Foster holds a Bachelor of Science degree in Engineering from the University of Arizona.



Aaron Gruen
PRINCIPAL
GRUEN GRUEN + ASSOCIATES

Aaron Gruen has led or played a key role in the completion of more than 275 assignments for public entities, universities, corporations, financial institutions, retailers, law firms, and publicly-traded and

privately-held real estate investors and developers in states all over the country. Many of these assignments have involved pre-development market, financial, and impact evaluation, land use programming, marketing and development implementation strategy, negotiation or implementation support, and the formulation of economic development strategy.

Market, investment, and fiscal and economic impact analysis provided by Mr. Gruen has served as the inputs and framework for the preparation and adoption of comprehensive and specific land use plans, and making decisions about economic development and infrastructure programs and land use policies for numerous communities including Scottsdale, San Diego, San Francisco, Wichita, Reno, and countless other cities.

Mr. Gruen has also performed market and economic research for antitrust, rent control and condemnation and zoning-related litigation.

Mr. Gruen earned a B.A. with honors from the University of Chicago and a J.D. from DePaul University College of Law, and is licensed as an attorney in the State of Illinois.



David Richert
GENERAL MANAGER
CITY OF SCOTTSDALE

David E. Richert, a former City of Phoenix executive with more than 36 years of experience in municipal management and planning, was appointed General Manager of Scottsdale's Planning and Development Services Department in December 2008.

During his career with Phoenix, David spent 32 years in the Planning Department, beginning as a Planner in 1972, becoming Deputy Planning Direc-