



2024 Western Regional Summit

Agenda

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

Sept. 25-26, 2024 | Granite Conference Center, Hilton Salt Lake City Center

Wednesday, Sept. 25

7 p.m. Dinner (off-site)

Stanza Italian Bistro, 454 E 300 S, Salt Lake City, UT 84111

Thursday, Sept. 26

8 a.m. Continental Breakfast

8:30 a.m. Welcome and Opening Remarks

Marc Selvitelli, CAE, President and CEO, NAIOP

Aquiles Suarez, Senior Vice President for Government Affairs, NAIOP

Toby Burke, Associate Vice President of State and Local Affairs, NAIOP

8:40 a.m. NAIOP Research Foundation

The session will focus on the Foundation's research projects and educational programs that advance commercial real estate development benefiting communities throughout North America.

Discussion Leader:

Jennifer LeFurgy, Ph.D., Vice President of Knowledge and Research, NAIOP
Executive Director, NAIOP Research Foundation

9 a.m. Maintaining the Supply Chain: Goods Movement and Related Issues

The discussion will center on the challenges facing goods movements and the supply chain, including needed infrastructure and environmental air quality standards impacting the transfer of goods from one location to another.

Discussion Leader:

Joshua Wood, Chief Executive Officer, Supply Chain Council

10 a.m. The Future of Rail in Advancing Industrial Development

The session will focus on the role of rail in advancing industrial development in order to deal with the onshoring/near-shoring movement occurring in the West.

Discussion Leader:

Kyle Roberts, Vice Chair for Industrial and Logistics, Newmark

11 a.m. Meeting the Demand for Increased Electricity

The session will focus on the availability of energy to meet increased demand from public policies for building and transportation electrification. The capacity for additional energy generation and transmission may be a primary factor limiting future development and economic growth.

Discussion Leader:

Melanie Frye, President and CEO, Western Electricity Coordinating Council

Noon Lunch – Chapter Advocacy Discussion

Chapter leadership discussion on the legislative issues within their respective state and region, along with effective advocacy strategies.



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1 p.m. **The Water Supply Challenge for the West**

The session will outline the water supply challenges, and potential next steps, to meet future growth in the Western region of the United States.

Discussion Leader:

Tony Willardson, Executive Director, Western States Water Council

2 p.m. **The Workforce of the Future**

This session will focus on the development of an educated and skilled workforce for the economy of the future as consumer preferences change and technology advances.

Discussion Leader:

Phil Dean, M.S., M.P.A, Chief Economist and Public Finance Senior Fellow, Kem C. Gardner Policy Institute at the University of Utah

Discussion Leaders



Phil Dean, M.S., M.P.A

Chief Economist and Public Finance Senior Fellow, Kem C. Gardner Policy Institute at the University of Utah
Phil Dean's research focuses on the Utah and U.S. economies and on public finance issues such as state and local taxes and budget management over the business cycle. He also teaches economics, public policy, and public finance as an adjunct instructor and serves as Co-chair of the Utah Economic Council.

Prior to joining the institute in 2021, Dean most recently served as former Governor Herbert's Executive Director of the Governor's Office of Management and Budget (GOMB) after having previously served in the Herbert administration as the State Budget Director and Chief Economist. In this capacity, he directed the work of GOMB in preparing the Governor's budget recommendations and oversaw GOMB's state revenue estimates and economic analysis. He served the National Association of State Budget Officers (NASBO) on the Executive Committee and as Western Regional Director.

Prior to joining GOMB in 2013, Dean worked for the Utah Legislature for nearly a decade, specializing in the areas of tax and education. He began his professional career in Sacramento, working on the state budget at the California Department of Finance, where he specialized in education.

Dean holds master's degrees in public administration from BYU and economics from the University of Utah, and a bachelor's degree in political science and Spanish from BYU.



Melanie Frye

President and CEO, Western Electricity Coordinating Council

Melanie Frye drives the mission of Western Electricity Coordinating Council (WECC) to mitigate risks to the reliability and security of the Western Interconnection's Bulk Power System. She fosters strong relationships and collaborates with utilities, regulatory bodies and other stakeholders spearheading WECC's Invented Future framework to transform the organization and cultivate leadership.

Previously, Frye served as vice president of reliability planning and performance analysis and vice president of Shared Services.



2024 Western Regional Summit

Discussion
Leaders

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Kyle Roberts

Vice Chairman Industrial & Logistics / Capital Markets, Newmark

Industrial specialist Kyle Roberts is a market leader in the logistics, supply chain optimization, network analysis, development consultation, and capital markets segments of commercial real estate. His extensive experience in brokerage and organizational management provide perspective to his clients not often found in the brokerage community.

Roberts has 28 years of experience as a co-founding principal of Newmark Grubb ACRES in 1998 and oversaw his firm's brand realignment from NAI to Newmark in 2013. He led his firm's acquisition by Newmark in 2019. Having the perspective of a business owner and entrepreneur, along with his transaction acumen, gave him unique insight into his client's problems and needs.

Roberts works the industrial capital stack from end-to-end, and represents occupiers, developers and investors. He specializes in market analytics, trend forecasting, and helping clients navigate real estate challenges, transforming them into balance sheet and P&L solutions. Kyle's transactions have a cumulative value exceeding \$6.8 billion, including many of the market's largest industrial capital markets transactions and most complex build-to-suits.

Roberts has a deep rooted sense of community and country stemming from service as an active-duty USMC Infantryman (0311 MOS). He remains active in the military community, assisting veterans in career mentorship and assimilation from active duty to civilian life.



Tony Willardson

Executive Director, Western States Water Council

Tony Willardson was named executive director of the Western States Water Council in 2009 and has served the council in various capacities since 1979. Created by western governors in 1965, the Council members are appointed by and advise their governors on water policy. He is a member of the National Honor Society for Public Affairs and Administration and has been recognized by the American Water Resources Association (AWRA) with the Mary H. Marsh Medal for Exemplary Contributions to the Protection and Wise Use of the Nation's Water Resources.

Willardson has presented expert testimony on behalf of the council at numerous congressional hearings. He serves as co-chair of the National Integrated Drought Information System (NIDIS) Executive Council. Willardson formerly served as the WSWC alternate to the federal Advisory Committee on Water Information and is a member of the Ad Hoc Group on Indian Water Rights Settlements. He is also serving as part of the Western Policy Network, Western Regional Partnership, and as liaison with numerous interstate and federal agencies, and the council's principal contact with the Western States Federal Agency Support Team (WestFAST).

Willardson oversees development and maintenance of the council's Water Data Exchange (WaDE) enabling states to share water-related data with each other, federal agencies and the public in a more streamlined and cost-effective way. WaDE water rights data is served via a Western States Data Access and Analysis Tool (WestDAAT).

Willardson has authored, co-authored or served as a contributing editor for numerous publications on a wide range of water issues. Further, he oversees publication of the Council's weekly newsletter, Western States Water.



Joshua Wood

Chief Executive Officer, Supply Chain Council

Joshua Wood leads the Supply Chain Council, a national nonpartisan association of high-impact business and labor leaders focused on advocating for a strengthened and resilient supply chain in the face of economic, environmental and political uncertainty. The Council is breaking down silos and bringing together the major industry links in the chain to provide policy leadership to create jobs and ensure reliability at the federal, state, and regional level.

Wood is a public affairs and development consulting expert with a specialty in large-scale projects requiring public-private partnerships such as the Golden One Center for the Sacramento Kings and the Sky River Casino & Resort.

As the CEO of KozPure, Wood and his team are currently working on over 2,000 acres of entitlements for industrial development projects in California. Additionally, he is the chairman of SAC 12, an effort by business, labor and civic leaders as well as notable alumni, to get Sacramento State into the Pac-12 athletic conference.

He serves as chairman on the board of directors of Sonder Solutions, as editorial board member for Comstock's Magazine, and as a board member for the Rancho Cordova Chamber of Commerce. Wood has served on other local nonprofit boards including All About Sacramento, Capitol Public Radio and University Enterprises, Inc. He also served as chairman for the Sacramento County Planning Commission.



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Notes

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