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25th Anniversary BIA/OC Conference to Go

“Back to the Future — It’s About Land & Money!”

COSTA MESA — No one knows where the economy is headed, and what will happen to housing and real estate in the next year. On Friday, March 27, 2009, at the Hilton Costa Mesa, an array of industry heavyweights will attempt to shine a light on the murky market at the 25th Anniversary Development Trends & Networking Conference, themed *“Back to the Future — It’s About Land & Money!”*

Presented by the Building Industry Association, Orange County, this half-day conference will take a look back...to the future, with panels on how to “Borrow Like It’s 1999,” “Retool Like It’s 1989” and “Plan Like It’s 2012!”

“Everyone is looking for answers,” said event Chairwoman Marji Knitter. “This conference promises timely, compelling information and strategies to help us pioneer through the challenges of today and realize tomorrow’s potential.

“We are also bringing back our popular expanded networking session for attendees, speakers and sponsors to ‘energize and connect’.”

Leading off the half-day confab is an opening economic keynote from Professor Richard Green, director of the USC Lusk Center for Real Estate. Four panel discussions will have industry panelists lined up to tackle such topics as:

“Taking Advantage of This Stage in the Housing Cycle,” featuring: moderator John Burns, President, John Burns Real Estate Consulting; Richard Douglass, Division President Southern California, Centex Homes; Ed Fitzpatrick, Executive Vice President, The Shopoff Group; and Dave Butler, Principal and West Coast Manager, Cedar Hill Real Estate Partners.

“Borrow Like It’s 1999! – Working Our Way Out of the Finance/ Foreclosure Mess,” featuring moderator Larry Nordstrom, Vice President, PFF Bank & Trust, now part of US Bank; Gregory Karns, Cox, Castle & Nicholson LLP; Tom Farrell, Senior Vice President, Bank of America; Dan Schmidt, Builder Network Sales Leader, National Builder Division, MetLife Home Loans; Taylor Grant, California Real Estate Receiverships; Roger S. Moliere, Chief Real Property Management and Development, Metropolitan Transportation Authority; and Sam Bakhshandehpour, Executive Director, Real Estate & Lodging Investment Banking, J.P. Morgan Securities, Inc.

“Retooling Like It’s 1993 – Creative Ways to Make Money With What You Own,” featuring moderator: John Burns, President, John Burns Real Estate Consulting; Jeffrey Meyers, Principal, Meyers Builder Advisors; Tom Reimers, Park Place Partners; and Lew Feldman, Partner, Goodwin Procter LLP.

“Plan Like It’s 2012! —Approaching Future Opportunities,” with moderator: Tim Sullivan, President, Sullivan Group Real Estate Advisors; Ike L. Balmaseda, Managing



**Orange County
Chapter**

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Director of Northern California, Danielian Associates; Dave Bartlett, Vice President – Land Entitlement, Brookfield Homes; and Mayor Curt Pringle, City of Anaheim.

In consideration for the difficult economic times, BIA has slashed the cost of attendance for members to \$99 if reserved by March 24 and \$129 after that or at the door. The cost for non BIA members is \$149 by March 24 and \$179 after that or at the door. The cost includes a continental breakfast and lunch. Registration begins at 7:30 a.m., with the program starting at 8 a.m. For reservations, call the BIA Reservation Line, (949) 224-0321, or visit www.biaoc.com/events.

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The Orange County Chapter of the Building Industry Association of Southern California (BIA/OC) is a non-profit trade association representing more than 1,000 companies employing over 117,000 people affiliated with the home building industry. The BIA/OC mission is to promote proactive participation in the development of economic and community issues in Orange County. The BIA/OC is affiliated with the California BIA and the National Association of Home Builders.

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