

CNU 23: Meeting the Demand for Walkable Places will feature workshops (202 Sessions), breakout sessions, tours, and special events of interest to real estate development professionals. Most sessions will be accredited for AIA and AICP Continuing Education credits. See below for a selection of sessions that might interest you:

---

**202 Session: Understanding the Numbers & Asking for Money**

In this practical workshop, participants learn how the project pro forma is used to test the feasibility, risks, and profitability of a project from the early conceptual stage through the development of detailed budgets and financing proposals.

Pro forma spreadsheet templates are provided for a basic land development project and for the development and construction of smaller scale apartment buildings, simple commercial buildings, and small mixed-use buildings. Participants learn how to put together common deal frameworks and how to present projects to likely investors and lenders. (AIA LU 3, CNU-A 3)

Wednesday, April 29  
9:00 AM – 12:00 PM

Speakers: John Anderson, Andrew Frey, Monte Anderson

---

**Place-Driven Job Creation, the Public-Private Opportunity**

Place has become the front line for Corporate America's talent war. Developers, communities and companies are partnering to bring together work and life. Explore the role of walkable places for job creation and retention through two case studies: CityLine in Richardson, Texas—the State Farm mixed use build-to-suit and the form-based repositioning of the Hartford Insurance Headquarters in Simsbury, Connecticut. (CNU-A 1.25)

Thursday, April 30  
3:45 PM – 5:00 PM

Speakers: Scott Polikov, Walt Mountford, Hiram Peck

---

**CNU NextGen: Second Annual Rookie Developers Breakfast**

A gathering of developers and aspiring developers interested in building smaller scale/incremental urban projects. Rookies, come and find a mentor, expand your network, and reduce your learning curve! Seasoned developers, come and help rookies avoid your mistakes.

Friday, May 1  
9:00 AM – 10:00 AM

Speakers: John Anderson

---

**The Drumbeat Grows Louder: The Demand for Walkability**

Americans' growing preference to live in urban settings is not a trend, but a market correction. There is an earnest interest to return to traditional walkable places. This is not just a "Gen Y" choice to be in the biggest cities. Americans of all ages are choosing to live and work in cities and towns of all sizes.

This session will explore market trends and demand preferences to live in walkable places. We will look at the lifestyle choices of young and older Americans, and the needs and amenities that are drawing people back to walkable places. We will look at the latest research about development and walkability in some of the nation's largest cities, including Boston, Atlanta, DC, and others. We will also hear about similar preferences for walkability in towns like Carbondale, Bozeman, Boise, and other Western towns. Audience participants will come away with a clear understanding that walkable places is being driven by a variety of market factors. (CNU-A 1)

Friday, May 1  
2:00 PM – 3:00 PM

Speakers: Lee Sobel, Christopher Coes

---

Other recommended sessions and events:

- **Missing Middle Housing: Advancing the Application for Infill & Greenfield Housing & Statewide Place** | Friday, May 1, 2:00 PM – 3:15 PM
- **Getting More Great Places Built** | Saturday, May 2, 10:00 AM – 11:15 AM