

**Air Force Enhanced Use Lease Developer Industry Forum**  
**Aug. 5 and 6**  
**Westin Waterfront Hotel, Boston**

**Agenda**

**Aug. 5**

**5 to 7 p.m.**

**Icebreaker**

*Join the Air Force Real Property team, other Air Force decision makers, community leaders and fellow developers for a relaxing networking event.*

**Aug. 6**

**7 a.m.**

**Registration and morning refreshments**

**8 a.m.**

**Welcome and introductions**

*Craig Zgabay, EUL program advisor, opens the Forum and will moderate the event.*

**Director's Welcome**

*Air Force Real Property Agency (AFRPA) Director Bob Moore discusses the EUL program, and AFRPA's commitment to win-win EUL transactions.*

**Deputy Assistant Secretary of the Air Force for Installations**

*Kathleen Ferguson discusses the EUL program and its importance in meeting Air Force energy and asset management goals.*

**8:30 a.m.**

**EUL Program Overview**

*Dennis Guadarrama, AFRPA's Chief, Strategic Asset Utilization Division, reviews the EUL program's key goals and approach to working with commercial developers.*

**EUL Process Review**

*Dennis Guadarrama further discusses significant process improvements designed to accelerate project development and ensure maximum benefit to all stakeholders.*

**New Request For Qualifications Description and EUL Policies Review**

*Jennifer Miller, Air Force general counsel's office, explains AFRPA's new RFQ and policies that affect commercial development projects.*

**10:15 a.m.**

**Opportunities Review**

*Dennis Guadarrama leads a review of all current and upcoming EUL commercial and energy development opportunities.*

- 11 a.m. Real Estate Market Trends**  
*Jim Costell with Torto Wheaton Research provides a review and forecast of national market trends and emerging markets.*
- 11:30 p.m. Luncheon**
- 12:45 p.m. Capital Markets Review**  
*Bostonia's Anita Molino leads a discussion on project financing and "where we go from here."*
- 1:15 p.m. Energy EUL Deep Dive**  
*Dennis Guadarrama leads a discussion on AFRPA's approach to due diligence and enabling developers in working with state regulators.*
- 2:15 p.m. Breakouts**  
Attendees can choose to attend one of our information-packed developer focused breakouts:
- Session 1: Secrets to Writing Competitive Government Proposals**  
*Learn what makes a great proposal and how government decision makers evaluate submissions.*
- Session 2: EUL Process Discussion: Developer Feedback**  
*As a follow-on discussion to the earlier EUL process review, provide direct feedback on the process, time frames, and roles and responsibilities.*
- 3:30 p.m. General Forum Concludes. One-on-One sessions begin**  
*Sign up at the "Tell Us" link on the registration page, or at the event site Aug. 5 and 6, to get a one-on-one audience with Air Force EUL decision makers.*