

International Summit once again places the Developers & Builders Alliance at the forefront of the industry

November 7 Summit: "A View from Above"

Many of us were blind-sided by the unexpected economic slow-down. In an age when the unthinkable happens, we must learn to think the unthinkable and consider a new round of questions. "I have never done business outside of the US boundaries, what part can I play in the DBA's new international agenda?" If we could learn to ask those types of questions during the planning process, we might create a plan to meet the unexpected, escaping from the limitations of conventional wisdom and by venturing farther into what is for some, unfamiliar terrain.

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Mayor Julio Robaina of the City of Hialeah, FL presented the good and bad of the financial bailout plan. As part of the plan, Florida will get over half a million dollars to purchase foreclosed homes from financial institutions. However, the City does not want to be in the housing business, therefore Mayor Robaina is seeking



At the spectacular Mar-a-Lago in Palm Beach, FL, DBA held the first international conference gathering top industry leaders and panelists to discuss financial, social, technical and environmental issues to ameliorate the current globe-encompassing financial turmoil. The first two speakers spoke of local markets and expressed optimism for a quick turn-around.

Former DBA Honorary President and active Honorary Member Evangeline Gouletas of Skyline Realty spoke of her luminous real estate career and the invaluable lessons she has gained to take advantage of opportunities during all business cycles, whether up or down. Mrs. Gouletas is extremely optimistic about the unique opportunities that are presently available and cited the following key factors: Prime development sites are available at bargain prices; Construction costs have returned to acceptable levels; Professional manpower is once again plentiful; Housing Costs have become more attainable; and the Costs of goods and services, including oil and gas, have returned to an affordable level. Mrs. Gouletas concluded on an upbeat note regarding the local South Florida market. She stated that due to strong demographics, strong base economic factors, outstanding cultural venues, nightlife and fine dining, plus the year-round tropical climate and close proximity to the Caribbean, South Florida is poised to make a positive rebound in the very near future.

Mr. Michael Cannon of Integra Realty Resources followed with a commentary on the strength of the demographics and the cash economy of South Florida. By thinking positively and acting prudently, together we can use professional re-

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Looking towards the future in innovative ways, Mr. David Fisher of Dynamic Architecture presented his vision of the Dynamic Tower to be constructed in Dubai. The first building in motion is not only green and energy self-sufficient, but will also produce energy for the surrounding city; a spectacular example of what forward thinking minds are capable of doing. This part of the conference was enlightening and inspiring, accentuating the need for sustainable technologies.

And finally, Mr. Hassan Sharbatly, the 2009 elected DBA Honorary President, closed the session by describing shareholding and management of Citystars Properties projects in Egypt and their mega-scale mixed use complex equipped with the best in terms of latest technologies, materials, and alliances. Mr. Sharbatly concluded with a brief summary of upcoming projects.

Mr. Sharbatly exemplifies what we all need to be doing at this very moment: seeking out new ways to forge strategic global alliances to positively impact financial, social, technical and environmental issues. Furthermore, he is dedicated to initiating new players to the global alliance.

Clearly this is the time for everyone within the development industry, including consultants and suppliers, to join hands worldwide and explore new horizons.