



Urban Land  
Institute

Austin

# 2019 Annual Report





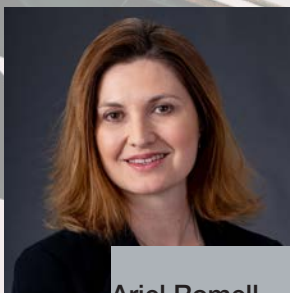
**David Stauch**  
Capital Project Management  
District Council Chair



**Paulette Gibbins**  
Executive Director



**Cheryl McOsker**  
Director



**Ariel Romell**  
Senior Manager

## Message from The Executive Director

The close of 2018 marks the end of my first year with ULI Austin, which has been a wonderful experience. ULI is a member-run organization and the members are what makes ULI Austin so fantastic. This year's Annual Report provides a snapshot of the amazing results made possible by our members. Thank you for your time, effort and support. Carey was very proud of the direction ULI Austin is taking and she was very excited about our future.

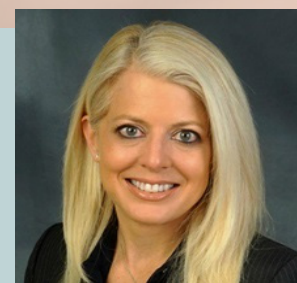
In 2018, ULI Americas rolled out their National Strategic Plan implementation. This plan is centered around three elements – Member Engagement, Member Development and Member Impact. ULI Austin had significant achievements in all three of these areas last year as highlighted in this report. The plans for 2019 have more opportunities for member engagement, development and impact, including:

- Expand ULI Austin's Regional Engagement.
- Engage more non-real estate representatives including major employers, municipalities, and tech industry.
- Proactively engage in the City of Austin code rewrite process to provide education and support.
- Introduce Urban Plan for Public Officials for public staff and officials to experience the fundamental forces shaping development.
- Host the Texas Forum (a state-wide conference) in May.
- Add NEW Local Member Council options (we already grew to 6 this January!).
- Establish the Creative Culture Strategic Council through a measurable outcome.
- Produce two Technical Assistance Panels including one already in process for the City of San Marcos.

What interests you? With our various councils, committees and events we can customize your involvement to match your goals and passions. Contact staff ([austin@uli.org](mailto:austin@uli.org)) or visit Navigator ([navigator.uli.org](http://navigator.uli.org)) to get started.

Thank you,  
**Paulette Gibbins**  
Executive Director  
ULI Austin

*The passing of Carey Gunn Venditti was felt throughout ULI and the real estate industry in Austin. Carey first joined the ULI Austin board when she started our Women's Leadership Initiative, which has since grown significantly. She was very passionate about increasing the number and visibility of female leaders in real estate. During her tenure as Chair of Mission Advancement, ULI Austin added the Strategic Councils to help ULI Austin impact local issues. As Chair, she envisioned engaging more non-traditional real estate organizations such as technology companies to advance ULI Austin's mission. The Management Committee is committed to continue working towards this goal. We are grateful to have known Carey and for the lasting legacy that she leaves behind – one of friendship, dedication, volunteerism and leadership. She truly represented the very best of ULI Austin, and we will miss her greatly.*



**Carey Venditti**  
ULI Chair Emeritus  
1969-2019



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## About ULI Austin, Serving Central Texas

**The Urban Land Institute (ULI)** is a member-led organization providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI is a network of people in every profession and sector in real estate development and land use from all over the world and in every career stage. While global in scope, we are local in impact through sharing knowledge and making connections.

The Austin District Council was founded in 1994 and now includes over 780 Austin-area members. Our members are involved in all aspects of the development and city planning process – private, public, and non-profit. Membership in ULI Austin includes the research and resources of the oldest and largest network of cross-disciplinary real estate and land use experts in the world.

Member Michael Wilt says, “There’s a reason I make ULI my number one priority when it comes to professional development and engagement, and it starts with the people you’re surrounded by. They are the best and brightest minds in the industry, and they are committed to creating and championing a built environment that promotes prosperity, inclusiveness and opportunities for all Austinites.”



**Michael Wilt**, Texas State Affordable Housing Corporation

Housing Local Member Council/ Affordability Strategic Council / Terwilliger Center Liason  
Member since 2012

Our real estate community is nationally recognized for innovation and resilience. In ULI Americas’ 2018 annual Emerging Trends in Real Estate report, ULI ranked Austin sixth out of U.S. markets to watch for overall real estate prospects. Since 2010, Austin has ranked seventh or higher in ULI’s Emerging Trends in Real Estate report. This year, Austin also ranked third in the report for homebuilding prospects.

# Member Engagement

ULI Austin provides its members many opportunities to learn, volunteer, and lead. Examples of some opportunities at ULI Austin are our Sponsorship Committee, the various Local Member Councils and the Programs Committee, which plans our popular monthly breakfast series. Nationally, ULI plans to grow global relevant mission engagement and impact through other offerings, such as Advisory Services, UrbanPlan and additional national Product Councils.

## 2018 Member Engagement Accomplishments



### Engaging More Members

Introduced monthly Coffee Chats and ULI 101 informational sessions to help members become more involved in local ULI opportunities. Coffee Chats and other activities are led by our Membership Committee.



### Deep Dive to Local Content

Established the Regional Growth Local Member Council, which meets with cities surrounding Austin to better understand their goals and obstacles. Also began tracking content from each Local Member Councils' meetings and posting to the ULI Austin website.



### Understanding the Region

Held our first Greater Austin Luncheon on "The Evolving American Suburb." We will continue to explore suburban growth trends, challenges and opportunities, and how regional economic development is playing out across Central Texas.



### Education as a Priority

Created an Education Chair position to focus on ULI Austin's education initiatives to increase member engagement and impact. These initiatives currently include mentorship opportunities for Building Tomorrow's Neighborhoods (a school-based program) and the Hines Student Competition (for college students). In 2019, ULI Austin will launch UrbanPlan for Public Officials to provide education on the forces affecting real estate. Caitlin Admire, Perkins + Will, is our first Education Chair.

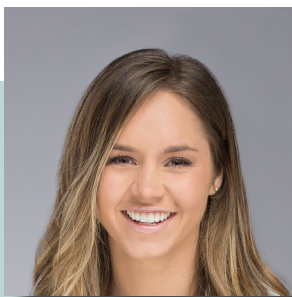


Image Credit  
Photo Credit: Rosie De La Cruz



The ULI Navigator is an online tool to aid members in getting involved with ULI as best suits their interests and experience level.

Visit [navigator.uli.org](https://navigator.uli.org)



**Lexie Hall**, Cushman & Wakefield  
Membership Committee, Mentorship Forum Participant  
Member since 2013

*"The Mentorship Forum for Young Leaders has transformed my career. Having the opportunity to tour the newest developments and hear the stories of how they came to be has been extremely special. ULI not only has access to the most valuable people in our community, but the relationships you build with your group members is second to none. Being able to pick up the phone if you need an architect, engineer, contractor, developer, etc. has been vital for me to efficiently serve my clients."*



# District Council Activity



**3200  
Attendees**

Sold out 9 of our 12 monthly breakfasts and 3200 attendees in total at all ULI Austin events combined.



**4200  
Volunteer Hours**

Over 4,200 volunteer hours were logged to educate, conduct research, and serve as a resource to the greater Austin community.



**Over 30 Ways to Get  
Involved**

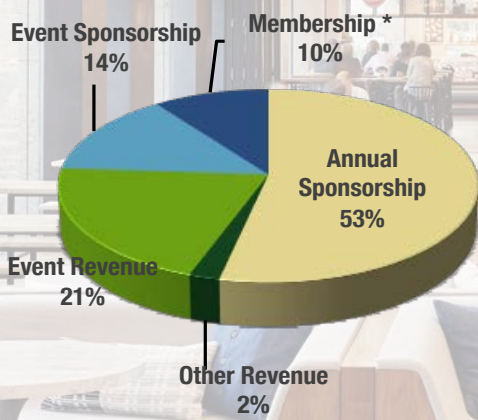
ULI Austin boasts

- 17 committees
- 14 member only groups
- 2 mentor opportunities

## Financial Overview

Fiscal Year Ended June 30, 2018

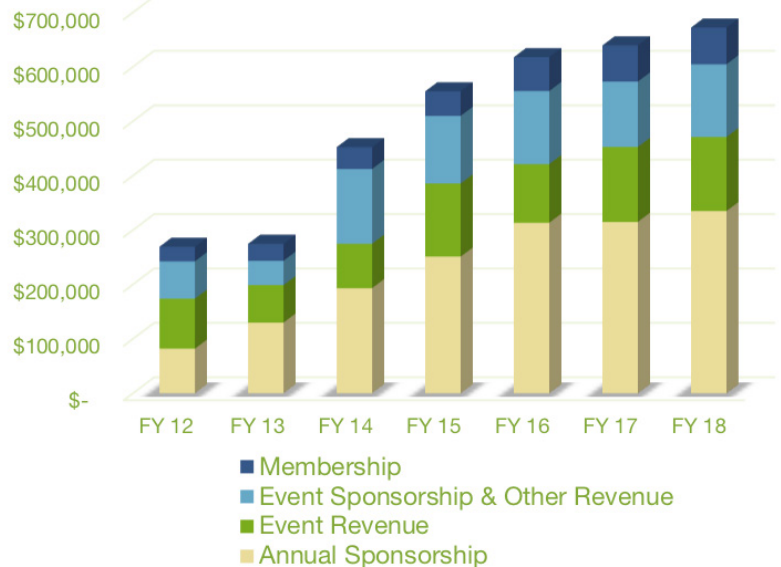
### FY18 Revenue



- Annual Sponsorship
- Event Revenue
- Membership \*
- Other Revenue
- Event Sponsorship

\* 20% of ULI membership dues are returned to ULI Austin.

### Revenue Growth



Background Image  
Impact Award Winner, Best Project Innovation: Fareground at One Eleven  
Photo Credit: Award Submitted Photo



# Member Impact

As the greater Austin region grows, ULI's mission for the responsible use of land and to grow and sustain thriving communities is more relevant than ever. In 2018, ULI Austin had measurable impact through Strategic Councils and Working Groups. All locally produced resources including white papers and TAPs are available on the ULI Austin website. The website also has links to press coverage of ULI programs and research. Member Impact is a focus for ULI Americas and ULI Austin is committed to enlarging our impact further in coming years.

## Developers Panel to Give Back

Convened a panel of developers to provide feedback on Cedar Park's Bell Blvd public/private partnership plans to preempt RFP questions.

## CodeNEXT Working Group

The CodeNEXT working group provided educational comparison of the third draft to Austin's current code.

## Formed a TAPs Committee

ULI Austin provides Technical Assistance Panels (TAPs) to public and nonprofit agencies for expert advice on real estate challenges. The new TAPs Committee has met with many agencies and is currently working with the City of San Marcos.

## White Paper on Community Land Trusts

The Housing Local Member Council produced a white paper on Community Land Trusts, which was shared with the city and reported on by the Austin Monitor.

## Provided Information to City for Potential Affordable Housing Sites

Introduced the Affordability Strategic Council, which produced a white paper on the five sites the City of Austin was considering for affordable housing. This white paper was referenced by the city during discussions about the Health South site.

## Supporting the Creative Community

Launched the Creative Culture Strategic Council, which focuses on how the interaction of real estate and the creative culture community can help maintain Austin's unique culture amongst city growth.



*"ULI has provided me a great way to build deeper relationships with commercial real estate professionals who share a passion for supporting community priorities like affordable housing through research and dialogue".*

**Jason Qunell**, University Federal Credit Union  
Local Member Council Chair/Affordability Strategic Council  
Member since 2005

Background Image  
Impact Award Winner, Best Public Place: Republic Square Park  
Photo Credit: Award Submitted Photo





Image Credit

Impact Award Winner, Most Influential Project: The Waterfront - Oracle Campus  
Photo Credit: Award submitted Photo

## Member Development

ULI Austin has an active Young Leaders group for members under age 35, a rapidly growing ULI NEXT initiative for mid-career professionals between ages 35-45, and our Women's Leadership Initiative to support the advancement of women in the real estate industry. Nationally, ULI is building a global platform for Leadership and Knowledge Sharing.



### Young Leaders

Young Leaders held 8 events that were open to all 250+ Young Leader members. All under 35 year old ULI members are automatically part of Young Leaders. 55 of these members participated in the Mentorship Forum, a year-long professional development program.



### Supporting Mid-Career Members

Grew ULI NEXT to 5 "flights" with 80 total participants. ULI NEXT flights are small diverse groups representing all aspects of the real estate sector. These flights meet monthly, September-May, to discuss real estate trends and issues to enhance members' leadership growth.



### Supporting Women in Real Estate

The Women's Leadership Initiative (WLI) introduced a dinner series and held a golf clinic, two happy hours and a luncheon. All female ULI members are automatically part of WLI. 28% of ULI Austin's members are female.

## Austin Membership Growth As of 12.31.2018

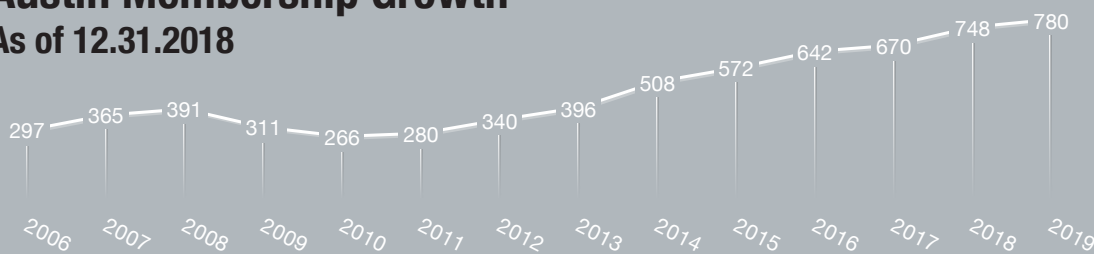


Image Credit

Impact Award Winner, Next Big Idea:  
Reconnect Austin

Photo Credit: Award Submitted Photo



# Special Events

ULI hosts several special events throughout the year. These events provide an unparalleled opportunity to expand your professional network while learning about upcoming and recently completed projects in Central Texas. Some of these events also provide opportunities to engage at a deeper level to showcase your company and/or projects. We look forward to seeing you at any of our special events, open to members and non-members alike, in 2019.

**Marketplace:** This networking expo is designed to promote real estate investment opportunities and development strategies for Austin and surrounding communities. It's THE must-attend event for anyone involved with land use and development spanning from Georgetown to San Marcos. *April 25, 2019*

**Impact Awards:** ULI Austin's annual Impact Awards are an opportunity to recognize and celebrate projects and people throughout Greater Austin that exemplify ULI's mission: to provide leadership in the responsible use of land and to create and sustaining thriving communities worldwide. In 2018 we revamped our annual Impact Awards program, introducing three new people awards and redefining the five project awards. Over 300 people attended the event, representing a 40% increase in participation. *Fall 2019*

**Butler Game Day:** Game Day is a fun-filled networking extravaganza. In addition to the always-popular golf tournament, there is live music, networking, yard games, prizes, and more! *Fall 2019*

**Greater Austin Regional Lunches:** To share information on trends and activity beyond the core of Austin, ULI hosts lunches on timely topics and issues relevant to the Greater Austin Area. *Two in 2019*

*"Participating in the Women's Leadership Initiative events has been rewarding and increased my understanding of and involvement in ULI. WLI has provided opportunities to network with women in large group settings as well as during more intimate dinners as part of the Dinner Series. Additionally, the outstanding women leaders in the industry invited to speak at the WLI sponsored lunches open to all ULI members have been outstanding and provided great insight into their firms. I am so happy I became involved in this organization within ULI."*

**Amie Henry,**  
Ladera Capital  
WLI Steering  
Committee, ULI NEXT  
Participant  
Member since 2005



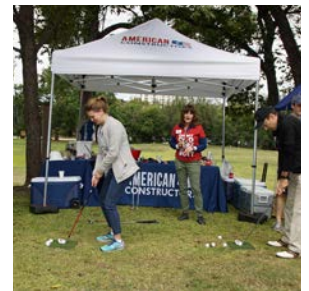
## Marketplace

**360 Attendees**  
**32 Exhibitors**



## Butler Game Day

**120 Golfers**  
**200 Tailgaters**  
**12 Midway Game Tents**





# Impact Awards

ULI Austin's annual Impact Awards are an opportunity to recognize and celebrate projects and people throughout Greater Austin that exemplify ULI's mission: to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. People awards are given to ULI members in various categories who have created positive contributions to ULI, their profession and the community. Project awards are recognized in five competitive award categories aligned with ULI's mission. This year's jurors were John McKinnerney, Principal, Castle Hill Partners; Chris Riley, Austin City Council from 2009 to 2015; and Ivy R. Taylor, Mayor of San Antonio from 2014 to 2017.

## People Awards

### Vision Award Winner

Gary S. Farmer, Heritage Title

### Top Contributing Member of the Year

Chip Mills, RVI Planning + Landscape  
Architecture

### Most Influential ULI Member of the Year

Greg Weaver, Catellus Development Corporation

### Young Leader of the Year

Caitlin Admire, Perkins + Will



### Vision Award Winner

### Gary S. Farmer

President of Heritage Title Company of Austin, Inc.  
Heritage Exchange Corporation of Texas  
Member since 1995

*The Vision Award recognizes an individual in the field of real estate development or a related area such as finance, planning or design who has made an outstanding contribution in his or her lifetime within the Austin region. Within the community, Farmer is involved in a variety of civic and charitable endeavors. He founded the Greater Austin Economic Development Corporation in 2003 and served as its chairman for eight years. During this time, Farmer oversaw the launch of Opportunity Austin in 2004, which served as a catalyst of growth not just for Austin but the entire Central Texas region.*

## Project Awards



### Most Influential Project

The Waterfront - Oracle Campus



### Best Project Innovation

Fareground at One Eleven



### Best Public Place

Republic Square Park



### Best Project Design

Austin Public Library



### Next Big Idea

Reconnect Austin



# 2019 Leadership

## Governance Committee

Edjuan Bailey, CB JENI Homes,  
*Governance Chair*

Phil Capron, Falcon Southwest

Rob Golding, Rodeo Austin

Jay Hailey, DLA Piper

Steve LeBlanc, CapRidge Partners

John McKinnerney, Castle Hill Partners

Ty Puckett, Transwestern

Greg Weaver, Catellus

## Management Committee

David Stauch, Capital Project  
Management, *District Council Chair*

Greg Clay, JMI Associates, *Treasurer*

Eldon Rude, 360 Real Estate Analytics,  
*Membership Chair*

Chrissy Fuller, Avison Young,  
*Sponsorship Chair*

Andrea Hamilton, Bunker Lee  
Residential, *Programs Chair*

Hal Guggolz, Land Advisors  
Organization, *Marketing &  
Communications Chair*

Erika Passailague, Datum,  
*Special Events Chair*

Caitlin Admire, Perkins + Will,  
*Education Chair*

Cameron Pawelek, RCLCO, *Young  
Leaders Chair*

Sean Abbott, ABHR, *ULI NEXT Chair*

Jenny Wiebrand, Gables, *Women's  
Leadership Initiative Chair*

Jason Qunell, University Federal Credit  
Union, *Local Member Councils Chair*

## 2018 Advisory Board

Rachel Allen

Robert Barnes, IBC Bank

Hunter Barrier, Ryan Companies

Tim Berry, Pennybacker Capital

Laura Beuerlein, Heritage Title

Michael Brown, Texas Capital Bank

Alecia Burdick, Savills Studley

Robert Burton, Winstead PC

David Carter, Cardno

Heidi Cisneros, Structures

Kent Collins, Centro Development

Stephen Coulston, Perkins + Will

Chris Crawford, RVI Planning +  
Landscape Architecture

John Doucet, Doucet & Associates

Mike Engles, CWS

Ross Eubanks, Dunaway & Associates

Rob Gandy, Cielo

Dirk Gosda, Brookfield Residential

David Hartman, Smith|Robertson

Jay Hartzell, The Real Estate Center at  
The University of Texas

Charles Heimsath, Capitol Market  
Research

Carolyn Karabinos, Rogers-O'Brien  
Construction

Logan Kimble, Greystar

Todd LaRue, RCLCO

Blake Magee, Blake Magee Company

Garett Martin, Milestone Community  
Builders

Nikelle Meade, Husch Blackwell

Seth Mearig, BGE, Inc

Bill Meyer, Newland Communities

David "Chip" Mills, RVI Planning +  
Landscape Architecture

John Morran, Texas Realty Capital

Vaike O'Grady, Metrostudy

Brian Ott, Nudge Design

Mandy Pope, The Real Estate Center at  
The University of Texas

Ed Prednargast, Balfour Beatty

Bill Redd, Brandywine Realty Trust

Clinton Sayers, Sayers Advisors

Dudley Simmons, CREA Capital

David Steinwedell, Affordable Central  
Texas

Greg Strmiska, Stantec

Jack Tisdale, STG Design

Rhonda Toming, Fisher Company

Warren Walters, W2 Real Estate  
Partners

Amy Wanamaker, The University of  
Texas at Austin

Jennifer Wenzel, Teacher Retirement  
System of Texas

Matt Whelan, RediLeaf Properties

David Wieland, Realized Capital

Bret Wilkerson, Hawkeye Partners

Michael Wilt, Texas State Affordable  
Housing Corporation



*"Being a part of the Real Estate Community for nearly 15 years, I've participated in various trade and networking organizations, but there is nothing like ULI. Given the commitment to education, each interaction with the organization offers a comprehensive learning experience and I'm a better-informed developer, problem solver, voter, manager, and industry leader because of the time I spend with ULI."*

**Andrea Hamilton,**  
Bunker Lee Residential  
Programs Committee Chair  
Member since 2009



# 2019 Annual Sponsors

## Vision Sponsor



## Diamond Sponsor



## Gold Sponsors

Allen Boone Humphries & Robinson  
Avison Young  
Cardno Structural Engineering  
CTA Architects

Dunaway/UDG  
Dynamic Reprographics  
Harvey Cleary Builders  
Highland Resources, Inc  
JMI Realty

Page  
Perkins + Will  
Realized Capital  
Swinerton  
Urbanspace

## Silver Sponsors

360 Real Estate Analytics  
Abel Design Group  
Allensworth & Porter  
Austin Commercial  
Beck Group  
Blake Magee Company  
Brookfield Residential  
Capital Project Management  
Capitol Market Research  
CapRidge Partners  
Catellus Development  
CBRE  
Centro Development  
Cielo Property Group  
Clean Scapes  
CohnReznick  
Corridor Title

CREA Capital  
Development Planning & Financing Group  
Downtown Austin Alliance  
Greystar  
Hill & Wilkinson General Contractors  
Independence Title  
JE Dunn  
Kirksey  
Lake | Flato  
Maxwell, Locke & Ritter  
McCann Adams Studio  
MEJ & Associates  
Morrison & Head  
Newland  
Newmark Knight Frank  
Norris Design  
Pape-Dawson

Prosperity Bank  
RCLCO  
RVi Planning + Landscape Architecture  
Sabre Commercial  
Southwest Strategies Group  
SquareOne  
Structura  
TBG Partners  
Texas Capital Bank  
Texas Real Estate Center at The University of Texas  
Titan Development  
Transwestern  
University Federal Credit Union  
W2 Real Estate Partners  
White Construction Company  
Wylie

## Women's Leadership Season Sponsor

Dunaway/UDG

## Young Leaders Season Sponsor

Swinerton





## Contact Us

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