



Urban Land Institute

Austin

Annual Review | 2015



A Message from ULI Austin Leaders

2015 is off to a great start for ULI Austin as we continue to expand on the many successes achieved and investments made in 2014. Our membership has grown to more than 500 and our Young Leaders program continues to expand our involvement with the exceptional next generation of talent coming from our vibrant local real estate industry and universities.

ULI Austin has made even greater strides in our programming, outreach and educational activities, which are possible only as a direct result of the strong leadership of our Management Committee, Advisory Board, Programs Committee, the Mission Advancement Committee, local product councils and, of course, the excellent engagement and involvement of our members.

ULI's mission is to provide leadership in the responsible use of land and in creating and sustaining thriving communities. Just like Central Texas, ULI Austin is thriving, thanks to you.

Thank you for your engagement with ULI Austin. With your continued support, we look forward to all that is to come in the year ahead.

Sincerely,

Rob Golding

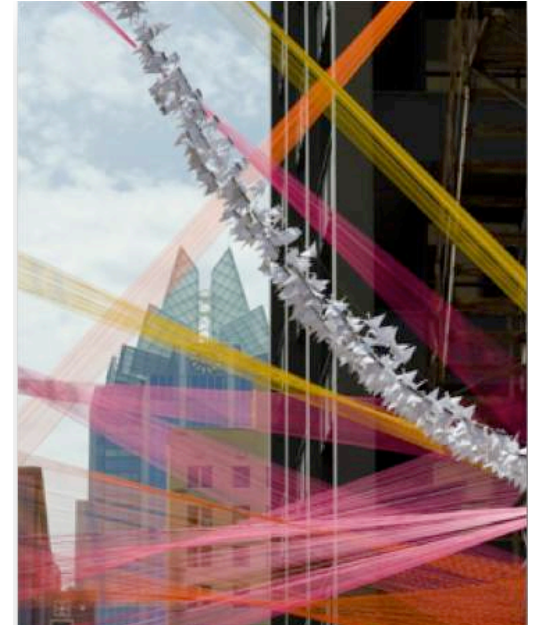


Photo Credit: Chris Jackson, TBG Partners



"ULI can be the catalyst for open discussion and positive outcomes as our region deals with growth and change."

Rob Golding
CEO, Senior Partner Investments
Live Oak Gottesman
ULI District Council Chair

It is our pleasure to work with the many volunteers and companies supporting ULI Austin as we move toward having greater impact in Central Texas. Your involvement is critical to our success in meeting our goals of increasing the number of Technical Assistance Panels completed, increasing engagement with volunteers, members, firms and government officials outside of the central Austin core and making ULI Austin the organization that Austinites look to for expertise in land use and building a thriving community.

We hope you find this Report a useful resource for the variety of programs and opportunities provided by ULI in Austin. Please feel free to contact me to learn more.

All the best,

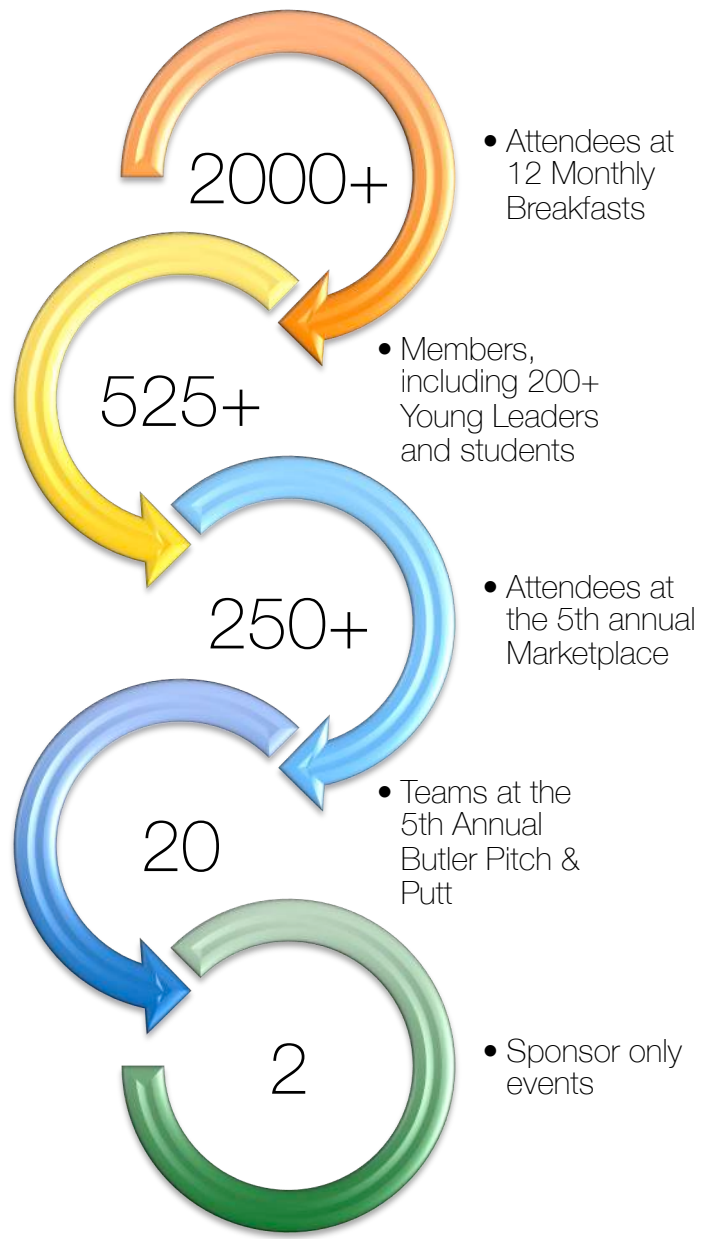
David Steinwedell



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About ULI Austin

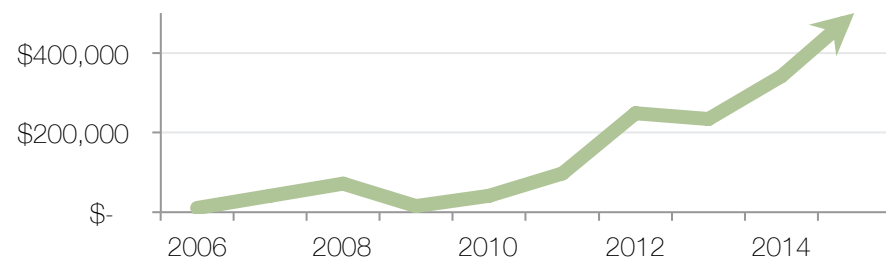


"I'm a member of ULI because of the amazing opportunities to meet people in the real estate industry in Austin that I didn't know before. It's just been a great opportunity for me and my business."

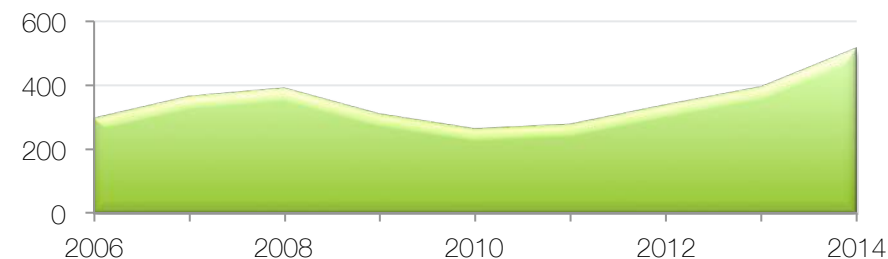
Eldon Rude
Principal, 360° Real Estate Analytics
Program Chair



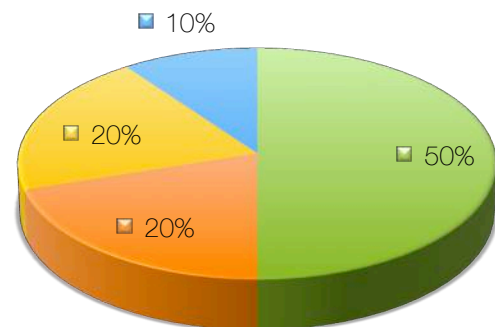
Revenue Growth



Membership Growth



Revenue by Source



- Annual Sponsorship
- Event Sponsorship
- Event Registration Fees
- Membership Dues

Social Media Presence

For those of you adept at social media, you will notice we are increasing our reach to members and friends through various channels, such as Facebook, LinkedIn and Twitter. If you're not already connected to us, please take a quick moment to do so.



Facebook
167



LinkedIn
240



Twitter
405

"ULI is a dynamic group and where everybody comes together. It's considered the premiere Real Estate group in Austin with great forward thinking ideas. I think ULI is a really big part of the growth for the City of Austin."

Carolyn Karabinos
Business Development Director,
Balfour Beatty
Sponsorship Chair – Elect



ULI Austin Goals for 2015

Maintain Quality Events and Programs

- 12 breakfast programs
- 10 Young Leader Meetings & 50 Participants in the Mentorship Forum
- Special Events - 275+ to attend Marketplace and 100+ to attend Butler Golf
- 2 Local Product Councils
- 4 Advisory Board Meetings
- 2 Sponsor Appreciation Events

Increase Membership and Engagement

- Increase membership to 530
- Diversify and expand member participation in committees
- Continue strong stewardship of ULI mission
- Maintain Young Leader volunteer level

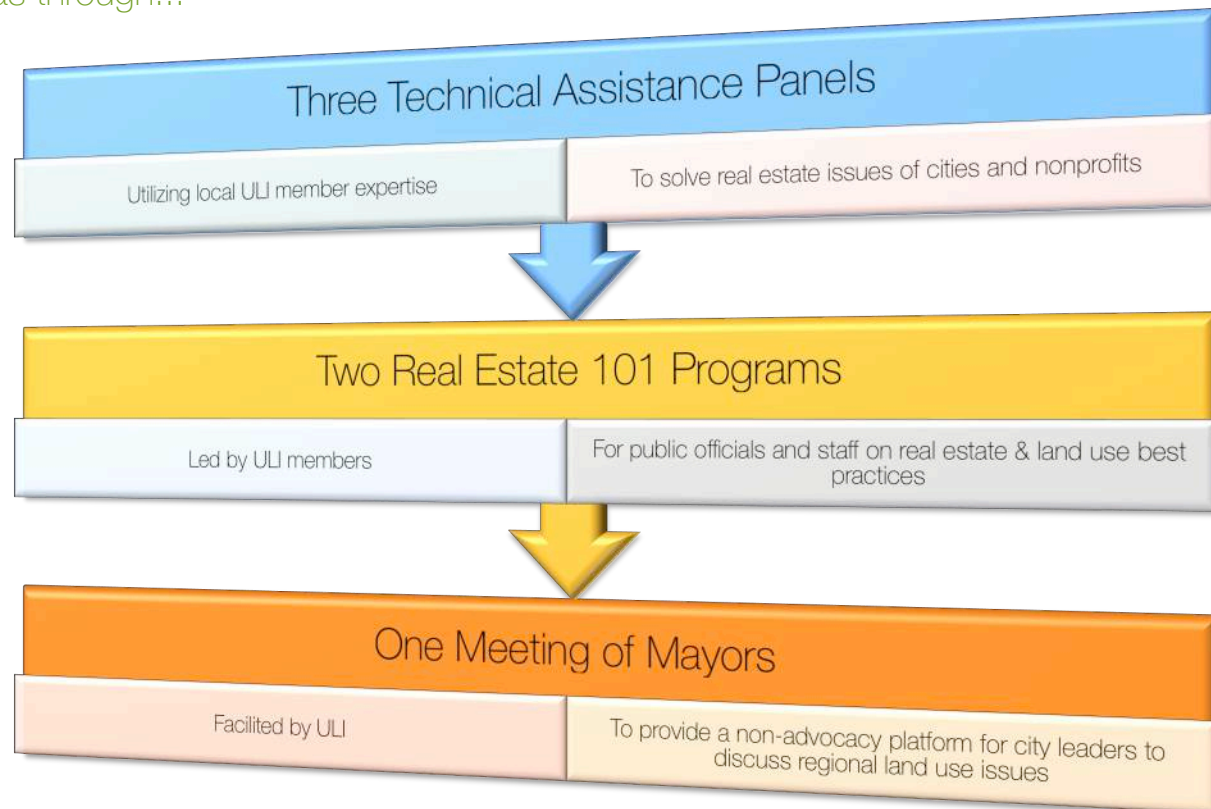


Increase ULI Impact on Central Texas through...



"ULI is a Real Estate University without walls where senior leaders give back to the next generation of future leaders."

Steve LeBlanc
Founding Partner,
CapRidge Partners
Trustee
Past District Council Chair



2014 Awards & Accolades

ULI Austin earned recognition from the following organizations in 2014:

Finalist in 2014
ULI Hines Competition



2014 Volunteer
Appreciation Award for
Facilities TAP



Awarded to the
City of Austin



Led by ULI Houston



ULI 2014
Awards of Distinction



Public Impact

Skyspace @ The University of Texas at Austin
Royal Blue Grocery - Patio in cooperation with
the City of Austin - WINNER
20ft Wide Alley - A Public Project



Private Development

Circuit of the Americas - WINNER
Gables Park Tower
Lakeshore Pearl Apartments
The 704



Private Re-Development

Alamo Drafthouse World Headquarters
Benji's Cantina
Bob Steak & Chop House
Hampton Inn - Lavaca St. - WINNER

Member Engagement



Mission Advancement

Members of the Mission Advancement Committee are responsible for seeking out initiatives where ULI Austin can have impact in Central Texas. These can range from special issues one-day events to multiple day Advisory Service Panels.

Chair: David Carter, Cardno Haynes Whaley

Sponsorship

The Sponsorship Committee facilitates relationship building and garners financial support for ULI Austin's numerous programs throughout the year. This committee works closely with our sponsors who comprise the leading real estate industry companies in the region.

Co-Chair: Greg Weaver, Catellus Development Corporation

Co-Chair: Jennifer Wenzel, Teachers Retirement System



Programs

The Programs Committee facilitates education, relationship building and career advancement for ULI's Austin members through high-quality programs. We offer over 12 programs per year, which are developed and coordinated by the committee.

Chair: Eldon Y. Rude, Principal, 360° Real Estate Analytics

Marketplace

ULI Austin's Marketplace is an exciting evening to showcase the emerging real estate projects in the greater Austin area.

Co-Chair: Cooper Drenner, Heritage Title Company of Austin

Co-Chair: Casey Wenzel, HFF



Austin Product Councils

Product Council members are selected from the many applicants in our local District Council for two local Product Councils.

The mission of these Councils is to improve and enhance the quality of real estate product in each real estate sector to the benefit of the greater Austin community.

Housing & Community Development

Co-Chair: Terry Mitchell, Momark Development

Co-Chair: David Stauch, Capital Project Management

Urban Development & Mixed Use

Co-Chair: Kevin Burns, Urbanspace

Co-Chair: Robert Burton, Winstead PC

Additional Product Councils to be added in 2015.

"ULI Austin is all about bringing community leaders together to learn the best practices in the development industry in hopes of making Austin and Central Texas an even better place than it already is today."

*Greg Weaver,
Executive VP-Development,
Catellus Development Corporation
Governance Chair
Past District Council Chair*



About The YL Committee

The Young Leaders Committee creates opportunities for young professionals under the age of 35 to develop skills and build relationships that will help advance their careers and foster an understanding of thoughtful development practices.

Mentorship Forum

- 12 meetings
- 5 Groups / 55 Young Leaders

6 Mentors

- Jim Adams, McCann Adams Studio
- Mike Brown, Texas Capital Bank
- Jeff Coddington, Cushman Wakefield | Oxford Commercial
- Adam Nims, Trammell Crow
- Tracey Reichandter, CohnReznick
- Chris Thomas, CohnReznick

Tomorrow's Leaders in Real Estate and Land Use

Young Leaders (YL)

Leading the Way

In 2014, Clinton Sayers, Managing Broker, Sayers & Associates, was selected as an Emerging Leader and received a scholarship to attend the Spring meeting in Vancouver, Canada.

Technical Assistance Panels (TAP)

The Urban Land Institute (ULI) has a long history of providing unbiased, pragmatic solutions and best-practice advice on land use and sustainable development. Through ULI Austin, nonprofit and municipal leaders have access to a unique perspective and a multidisciplinary team of real estate experts whose collective advisory guidance can only be found in one organization.

ULI Austin's Technical Assistance Panel (TAP) provides comprehensive and strategic advice in response to a specific land use or development assignment.

Scheduled ULI Austin Technical Assistance Panels

- City of Austin Convention Center Expansion
- Missing Middle – Affordable housing in the City of Austin for middle income households

Recently Completed ULI Austin Technical Assistance Panels

- Seaholm Intake Facility - A report was provided to the City of Austin Parks and Recreation Department on the effective utilization and funding alternatives for the Seaholm Intake Facility on Lady Bird Lake in downtown Austin
- City of Austin: CodeNEXT
- Habitat for Humanity: ReStore Program - An analysis of building needs and uses was completed for Habitat for Humanity to drive their future real estate plans.



Austin Leadership

Governance Committee

Greg Weaver, Catellus Corporation
Governance Chair
Steve LeBlanc, CapRidge Partners, LLC
Phil Capron, Falcon Southwest
Jay Hailey, DLA Piper LLP
John McKinnerney, Castle Hill Partners, LP
Ty Puckett, Transwestern



"I value the rich and informative content of ULI reports, programs and events as well as the exceptional thought leadership among ULI members. The education and peer connectivity ULI fosters has enabled me to become a more impactful contributor to the Austin real estate community."

Caroline Pavlinick
Sr. Marketing and Business
Development Executive, Kimley-Horn
Mentorship Forum Chair
Young Leader Chair - Elect

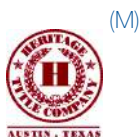
Management Committee

Rob Golding, Live Oak Gottesman
District Council Chair
David Carter, Cardno Haynes Whaley
Mission Advancement Chair
Cooper Drenner, Heritage Title Company of Austin
Marketplace Co-Chair
Elizabeth Good, Cypress Real Estate Advisors
Member-At-Large
Shannon Nichols, Heritage Title Company of Austin
Member-At-Large
Mandy Pope, TBG Partners
Member-At-Large
Eldon Rude, 360° Real Estate Analytics
Programs Chair
Greg Strmiska, Bury, Inc.
Treasurer
Clinton Sayers, Sayers & Associates
Young Leaders Chair
Greg Weaver, Catellus Development
Sponsorship Co-Chair
Jennifer Wenzel, Teachers Retirement System of Texas
Sponsorship Chair
Casey Wenzel, HFF
Marketplace Co-Chair

Advisory Board

Hunter Barrier, Ryan Companies
Laura Beuerlein, Heritage Title
Mike Brown, Texas Capital Bank
Greg Clay, JMI Realty
Kent Collins, Centro Development
Chris Crawford, RVI Planning + Landscape Architecture
Bruce Dickson, Forestar Group
Mike Engles, CWS
Kent Ferguson, HealthCare Facilities Development
Jay Hartzell, UT – Real Estate Finance & Investment Center
Adam Hauser, Husch Blackwell
Charles Heimsath, Capitol Market Research
Todd LaRue, ROLCO
Blake Magee, Blake Magee Company
Nikelle Meade, Husch Blackwell
William "Bill" Meyer, Newland Communities
John Morran, Texas Realty Capital
Adam Nims, Trammell Crow
Brian Ott, TBG Partners
Jason Qunell, CapitalOne Bank
Eldon Rude, 360° Real Estate Analytics
Dudley Simmons, Cypress Real Estate Advisors
David Spaw, Balfour Beatty Construction
Dave Stauch, Capital Project Management
Rhonda Toming, Fisher Company
Warren Walters, Simmons Vedder, LLC
Amy Wanamaker, The University of Texas at Austin
Matt Whelan, Live Oak Gottesman
David Wieland, Centrist Capital
Bret Wilkerson, Hawkeye Partners LP
Jeremy Womack, HFF

Platinum Sponsors



Gold Sponsors

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Forestar Group, Inc.
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HPI Inc
Jordan Foster Construction
Martines Palmiero Construction
PCMI Severn Trent Service
Ryan Companies
Spire Realty
Winstead PC

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Austin Commercial
Austin Title
Barshop & Oles
BECK Group
Blake Magee Company
CapitalOne Bank (M)
CapRidge Partners

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Catellus Development Corporation (M)
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Cielo Realty Partners
Corridor Title-Austin
Cousins Properties
Crescent Communities
CWS Capital Partners
Development Planning & Financing Group
Downtown Austin Alliance (B)
Hawkeye Partners LP
HFF (G) (M)
Husch Blackwell
Independence Title Company
Live Oak Gottesman (B) (M)
Marcus & Millichap
McCann Adams Studio
Morrison & Head
Newland Real Estate Group
Oxford Commercial | Cushman Wakefield (M)
Pape-Dawson Engineers (M)
TBG Partners (M) (YL)
Texas Capital Bank
Transwestern (M)
Urbanspace (M)
White Construction Company

Advisory Board

360° Real Estate Analytics
Capital Project Management
Capitol Market Research
CoStar Group (M)
DLA Piper LLP
Fischer & Company
Flintco (B) (M)
ROLCO
RVI Planning + Landscape Architecture (B)
Sayers & Associates, Inc. (YL)

Advisory Board Sponsors (Continued)

W2 Real Estate Partners
Texas Realty Capital
Trammell Crow Company

Other Event Sponsors

AMLI (M)
Aquila (M)
Austin Energy (M)
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Brandywine Realty Trust (B)
Burt Watts (M)
Capital Metropolitan Transportation Authority (B)
Cardno Haynes Whaley (B) (G) (YL)
Clean Scapes (B)
Gables Residential (B)
Drenner Group (G)
Grande Communications (M)
Google Fiber (G)
Hanover Company (B)
Jacobs Engineering (B)
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Jones & Carter (M)
Jones Lang LaSalle (M)
KGBE (G)
Kiewit (M)
Lionstone Investments (B)
Malone/Wheeler (YL)
Parkway Properties (B)
Peloton Land Solutions (B)
Premier Parking (B)
Rampart Construction (G) (M)
Sixth River Architects (M)
STG Design, Inc. (B) (M)
Stillwater National Bank (B)
SouthStar Communities (B)
Southwest Strategies (M)
Swinerton Builders (B)

Other Event Sponsors (Continued)

Texas Engineering Solutions (B)
ValleyCrest Landscape Development (G) (M)
Zydeco Development (M)

Media Sponsors

Innes International Images
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"I think we can all agree that growth in Austin, TX is inevitable. I am a member of ULI Austin because this organization represents the most effective platform for effecting the type of growth we should pursue to achieve status as a world class city."

Bruce Dickson
Chief Real Estate Officer,
Forestar Group
Advisory Board



Austin

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We at ULI, look forward to your involvement. Please contact ULI Austin Leadership or ULI Austin staff for more information on membership, sponsorship or committee participation.



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