



Urban Land Institute

Austin

Serving Central Texas

Annual Review | 2016





About ULI Austin

ULI Austin allows real estate professionals in Central Texas to exchange ideas, trends and project information to build more business, construct better places and develop a greater sense of community.

- We are a gathering place for responsible development and sustainable land use.
- Our members encourage thoughtful, responsible and engaging design and construction that results in better communities.
- We host a variety of informational and networking events throughout the year to engage developers, architects, engineers, policy leaders, consultants and other related professionals.
- Get involved with ULI Austin:
 - Sponsor or attend our monthly breakfasts
 - Participate on a local Product Council
 - Share your expertise on a Technical Assistance Panel (TAP)
 - Join a committee
 - Enjoy our annual Marketplace Expo, Butler Game Day and/or our Impact Awards

From the District Council Chair

We are pleased to present to you the 2016 ULI Austin Annual Report, which highlights the success we have achieved in programming, outreach and mission-related activities for the past year. Membership has grown to over 650 and your involvement is critical to our success in Central Texas. I am especially proud of the efforts made by your leadership team in launching new programs including the Woman's Leadership Initiative and ULI Next, thereby increasing the opportunities for membership engagement.

Our goals for 2016 include expanding the reach of ULI programs and Technical Assistance Panels to span Central Texas and increasing the involvement of new members across the region.

I appreciate your active engagement with ULI Austin and hope you find this report a useful resource for the variety of opportunities presented to members.

Sincerely,
Rob Golding



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

Rob Golding
Founder, Boyd Creek Capital
ULI District Council Chair

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All data presented in this report is as of December 31, 2015, unless otherwise noted.



..... From the Executive Director

Each year, ULI Austin strives to increase the impact our members can have in Central Texas. We have the great pleasure to work with our members, volunteers and sponsors to meet critical goals of increasing engagement in our communities, improving the involvement of our members, and using our expertise in land use and building practices. This Annual Report details our activities for the past year to convene members and non-members, educate on key issues and have impact from San Marcos to Georgetown.

Thank you for your contribution to making ULI Austin a wonderful District Council. Please feel free to contact me to learn more about becoming involved locally.

All the best,

David Steinwedell



STATE *of the* DISTRICT COUNCIL *Snapshot*

ULI AUSTIN // BY THE NUMBERS

35

Public Events

2,178

Attendees at
12 monthly breakfasts

650+

Members
(as of February 15, 2016)

Marketplace

33

New &/or Emerging Developments from
Across Central Texas

400

Attendees

2015 Chairs: Cooper Drenner, Heritage Title of
Austin & Casey Wenzel, HFF

Butler Game Day

20

Teams

90

Golfers

6

Yard Games

110

"Tailgaters"

Live Music // Local Brews // Food Truck
After Party @ the Drenner Group

2015 Chair: Brittany Byrd Morrison, Austin Title

Local Product Councils

2

ULI Austin has two local Product Councils, which select members from the many applicants in our local District Council. The mission of these Councils is to improve and enhance the quality of real estate products 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

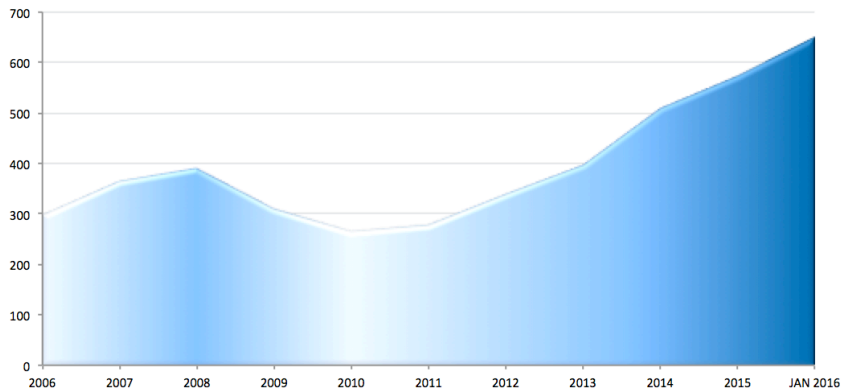
Urban Development & Mixed Use

Co-Chair: Kevin Burns, Urbanspace

Co-Chair: Clinton Sayers, Sayers & Associates

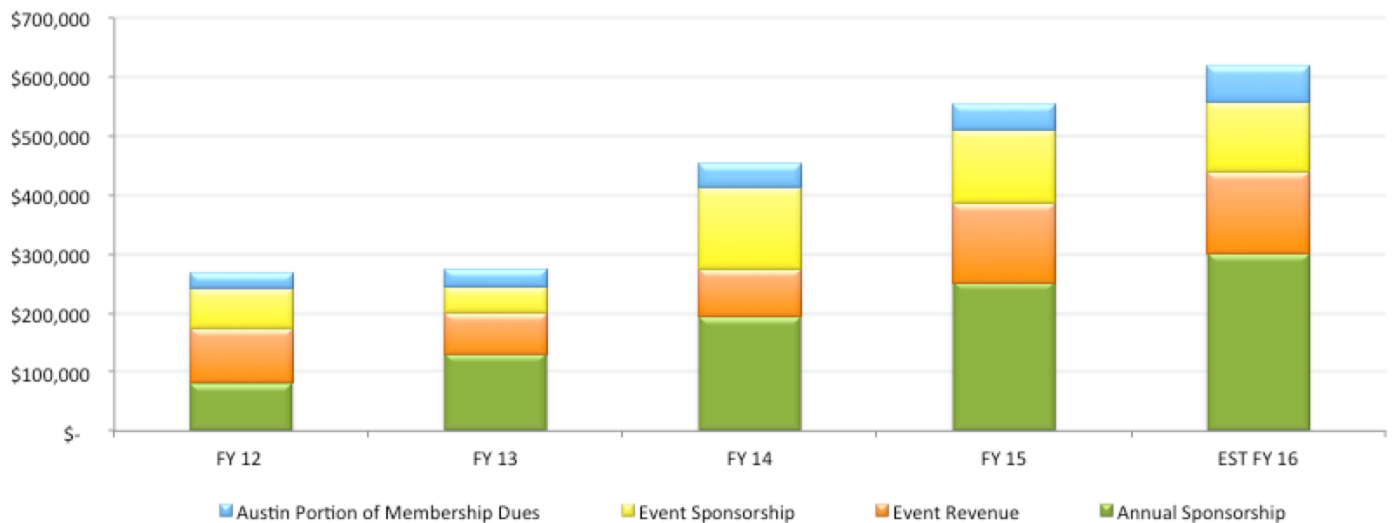
Membership Growth

2015 Impact



1 Homebuild
3 TAP's
8 Grants to local nonprofits

Revenue Growth



Another Busy Year

Social Media

12 Breakfast Panels

3 Special Events

3 Sponsor-Only Events

14 Committees w/ **12** Sub-committees

For those who are 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 ULI Austin, please take a quick moment to do so.



Facebook
229



LinkedIn
304



Twitter
658

FOCUS ON IMPACT

Technical Assistance Panels

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.

Using a TAP leverages the expertise of ULI Members, provides a non-partisan recommendation, and can help garner an unbiased opinion to an issue.

ULI Austin looks forward to working together to identify challenges and provide recommended solutions for complex land use planning and development projects, programs and policies for real estate and land use issues.

TAP's Completed in 2015:

- Affordable Housing for Middle Income Families
- Expansion of the Austin Convention Center
- Affordable Housing Investment Fund Workgroup



Reports for our TAP's are available online at Austin.ULI.org

ULI Gives Back

Grant to Area Nonprofits

ULI Austin is proud to provide support to area nonprofits for real estate and land use issues.

- Austin Achieve Public Schools, Inc.
- Austin Sunshine Camps, Zilker Clubhouse
- Health Alliance for Austin Musicians
- Hill Country Conservancy, Violet Crown Trail
- Housing Works
- Mobile Loaves & Fishes, Community First!
- The Trail Foundation
- Waller Creek Conservancy



"Austin is in such a dynamic phase and membership and engagement in ULI offers unique access to the visionaries who are continuing to build and create a world-class place."

Edjuan Bailey
Brookfield Residential
Program Committee Chair and District
Council Chair Elect



Homebuild at Mobile Loaves & Fishes, Community First!

Community First! Village is a 27-acre master-planned community that provide affordable, sustainable housing, and a supportive community for the chronically homeless in Central Texas. The community utilizes shared outdoor kitchens, private bathrooms, and shower and laundry facilities throughout the property.

ULI Austin raised over \$21,000 to build one micro home. In addition, these donors came together to construct the home in January 2016.

Major Donors

Brookfield Residential & Swinerton Builders
With additional funds provided by Page and CHK Enterprises

2016 IMPACT AWARDS

Vision Award



Rob Golding, Boyd Creek Capital, David Steinwedell, ULI Austin, Alan Graham, Mobile Loaves & Fishes, Mayor Steve Adler, City of Austin

ULI Austin's annual Impact Awards recognize and celebrate projects and people from throughout Greater Austin that exemplify ULI's mission: to provide leadership in the responsible use of land and in creating and sustaining thriving communities. A single, honorary Vision Award was presented to Alan Graham, CEO of Mobile Loaves & Fishes. In addition, \$10,000 from the awards event was donated to the Community First! Village.

Competitive Awards

The Innovation Award recognized originality and creativity in several aspects of development such as design, placemaking, supporting use of public transit, green techniques, financing (including public/private partnerships), innovative land use and/or community planning, or other inventive features.

Innovation Finalists:

- 816 Congress Terrace, a rooftop garden and public space
- 2400 Nueces, a student housing project in the West Campus area of the University of Texas
- **The Denizen Condominiums in South Austin [WINNER]**
- Lamar Union, the mixed-use redevelopment of a premium site southwest of Downtown Austin

The Influence Award was given to a project, policy, or program that created a positive impact beyond its immediate borders and/or catalyzes the development of the surrounding community, resulting in a lasting effect on the built environment.

Influence Finalists:

- Dell Children's Medical Center of Central Texas South Tower at Mueller
- Dell Seton Medical Center at the University of Texas, the teaching hospital built alongside the new Dell Medical School
- **The redevelopment of the Seaholm Power Plant [WINNER]**
- The new JW Marriott hotel downtown

The Public Places Award recognized a project that provides the public with enhanced civic, open or public space access or experiences. Award candidates may be public sector, non-profit, public/private partnership or entirely private sector as long as the space itself is generally open to the public without charge.

Public Places Finalists:

- The Austin Independent School District's Performing Arts Center at Mueller
- Auditorium Shores, the public park facility on the south shore of Lady Bird Lake
- The pedestrian renovations at The Domain master planned community in North Austin
- **The Thinkery, the new children's museum at Mueller [WINNER]**

2016 Chair: Laura Webb, CohnReznick LLP



Austin@uli.org



MEMBER ENGAGEMENT

Mission Advancement

Mission Impact is at the core of ULI Austin's commitment to enhance Central Texas. Subcommittees include:

- Technical Assistance Panel
- Hines Competition
- Affordable Housing
- Transportation
- Public/Private Development Course

Chair: Greg Strmiska, Bury, Inc.



"Being involved with ULI enables Brandywine to stay connected with the commercial real estate community through both showcasing our own properties and honoring and learning about the properties and people that make Austin great."

William D. Redd
Executive Vice President and Sr.
Managing Director, Brandywine Realty
Trust
Advisory Board Member

Programs Committee

The Programs committee facilitates education, relationship building and career advancement among ULI's Austin members through 12 high-quality breakfast programs per year.

Chair: Edjuan Bailey, Brookfield Residential

2015 Breakfast Panel Topics

- Waller Creek Discussion
- What Happened to Green?
- What Millennials Want
- San Marcos & Texas State University: Coming of Age
- The Missing Middle (TAP Follow-Up)
- Capital Raising Unveiled
- Alternative Transportation
- Water in Central Texas
- Residential
- Capital Markets: REIT CEO's
- Inclusive Leadership
- Emerging Trends

Sponsorship & Sponsor Benefits



"My involvement in ULI in the 80's and 90's completely laid the groundwork for the visionary work we are doing today. Because of ULI land use planning is embedded in my DNA!"

Alan Graham
President, Mobile Loaves & Fishes
2016 Vision Award Recipient

The activities of ULI Austin are made possible by the generous contributions of our sponsors and individual donors. 100% of ULI Austin sponsorship dollars stay in Central Texas to directly support our local activities and may be tax-deductible.

Sponsorships from our annual campaign, Marketplace, Butler Game Day, the Impact Awards, our monthly breakfasts and more comprise over 55% of our operating revenue.

To thank our sponsors, we offer benefits such as complimentary tickets, speaking opportunities, and invitations to sponsor-only events. In 2015, ULI Austin held three sponsor-only events.

Reception with live music provided by Erin Ivey

Lunch with Tom Barrak of Colony Capital

Leadership in Real Estate with Carol Murray, Lifeworks Institute



Chair: Carolyn Karabinos, Balfour Beatty

MEMBER ENGAGEMENT

Young Leaders

ULI launched the Young Leaders Group (YLG) to foster the involvement of early career professionals (under- 35-year olds) and enhance knowledge among the next generation of responsible real estate industry leaders. Today, the YLG is a highly respected and fully integrated component of the District Council.

Chair: Caroline Pavlinik, Kimley-Horn



"ULI helps people build a strong foundation for success by providing its members with an abundance of resources such as facilitating relationships with respected mentors in efforts to foster young leaders in the commercial real estate community."

Alecia Burdick
Associate Director, Savills Studley
Young Leader, Chair Elect

Public Events

- 12 Tours of Local Developments
- 450 Attendees

Open to all Young Leader Members

Mentorship Forum

- 12 Meetings
- 5 Groups
- 55 Young Leaders (Selected from 90 Applications)
- 6 Mentors

2015-2016 Mentors

- Jeff Coddington, JLL
- Kevin Kimbrough, JLL
- Tracey Reichenadter, Cohn Reznick
- David Roche, Endeavor
- Rick Wheeler, PMalone / Wheeler, Inc.

ULI Next

ULI Next is designed to champion the ULI mission through a compelling avenue of engagement for Members beyond the Young Leaders program (typically ages 35 and upward). ULI Next provides a range of benefits to participants as they develop their leadership skills and build lasting relationships across ULI's leadership and wider network.

Chair: David Carter, Cardno Haynes Whaley



Women's Leadership Initiative

The mission of the Women's Leadership Initiative (WLI) is expressed in its four primary objectives:

- Promote the advancement of women, throughout their careers, as leaders in the real estate industry.
- Increase the number of women who serve in leadership positions in the real estate industry and in ULI.
- Increase the visibility of women leaders in the real estate industry and in ULI.
- Increase the number of women who are active ULI members, and support the development of young women members.

Chair: Carey Venditti, Greenberg Traurig



"ULI Austin brings together community and industry leaders to exchange ideas and share best practices of the incredible challenges facing Austin as we continue to experience unprecedented growth. Taking part in the incredible programming and resources available through ULI Austin is an opportunity to grow both individually and professionally."

Carey Gunn Venditti
Shareholder, Greenberg Traurig, LLP
WLI Chair

WLI local goals and activities include:

- 2016 WLI Lunch Series for networking and a discussion on current issues.
- ULI Urban Plan targeting high school girls. Planning for this initiative will begin in February with a target kick off date of September 2016.
- College Connect to encourage college-aged women to enter various real estate fields.
- Ambassador Program for new women members of ULI Austin.
- Increase the number of Women on ULI Austin Panels.

LEADERSHIP

Governance Committee

Greg Weaver, Catellus Corporation,
Governance Chair

Phil Capron, Falcon Southwest

Jay Hailey, DLA Piper LLP

Steve LeBlanc, CapRidge Partners, LLC

John McKinnemey, Castle Hill Partners,
LP

Ty Puckett, Transwestern

Advisory Board

Robert Barnes, IBC Bank

Hunter Barrier, Ryan Companies

Kirk Benken, Balfour Beatty

Josh Bernstein, Greenberg Traurig

Tim Berry, Pennybacker Capital

Laura Beuerlein, Heritage Title

Mike Brown, Texas Capital Bank

Robert Burton, Winstead PC

Kent Collins, Centro Development

Chris Crawford, RVI Planning +
Landscape Architecture

Mike Engles, CWS

Kent Ferguson, HealthCare Facilities
Development

Jay Fox, Baylor, Scott & White
Healthcare

Greg Hallman, UT – Real Estate
Finance & Investment Center

Jay Hartzell, UT – McCombs School of
Business

Adam Hauser, Husch Blackwell

Charles Heimsath, Capitol Market
Research

Todd LaRue, RCLCO

Blake Magee, Blake Magee Company

Rob Golding, Boyd Creek Capital,
District Council Chair

Edjuan Bailey, Brookfield Residential,
*Programs Chair, District Council Chair-
Elect*

David Carter, Cardno Haynes Whaley,
Member-At-Large

Greg Clay, JMI Associates, *Treasurer*

Bruce Dickson, Forestar Group,
Member-At-Large

Elizabeth Good, Cypress Real Estate
Advisors, *Member-At-Large*

Carolyn Karabinos, Balfour Beatty,
Sponsorship Chair

*"ULI is about more than
networking. It's a chance to look past
our individual work goals for the day or
year and be part of something bigger
and more meaningful- a place to
create positive change for the real
estate industry."*

Jennifer Wenzel
Investment Manager, Teachers
Retirement System of Texas
Management Committee

Management Committee

Shannon Nichols, Heritage Title
Company of Austin, *Membership Chair*

Caroline Pavlinik, Kimley Horn, *Young
Leaders Chair*

Clinton Sayers, Sayers & Associates,
Special Events Chair

Greg Strmiska, Bury, Inc., *Mission
Advancement Chair*

Eldon Rude, 360° Real Estate
Analytics, *Member-At-Large*

Jennifer Wenzel, Teachers Retirement
System of Texas, *Member-At-Large*



Garett Martin, Milestone Community
Builders

Nikelle Meade, Husch Blackwell

William "Bill" Meyer, Newland
Communities

John Morran, Texas Realty Capital

Adam Nims, Trammell Crow

Brian Ott, TBG Partners

Jason Qunell, University Federal Credit
Union

William "Bill" Redd, Brandywine Realty
Trust

Dudley Simmons, Cypress Real Estate
Advisors

Dave Stauch, Capital Project
Management

Jack Tisdale, STG Designs

Rhonda Toming, Fisher Company

Syd Xinos, Doucet & Associates

Warren Walters, W2 Real Estate
Partners

Amy Wanamaker, The University of
Texas at Austin

Matt Whelan, RedLeaf Properties

David Wieland, Centrist Capital

Bret Wilkerson, Hawkeye Partners LP

Jeremy Womack, HFF

SPONSORS

2016 Visionary Sponsor



2016 Platinum Sponsors

Balfour Beatty
Construction



Brookfield
Residential

BURY

DA DOUCET
& ASSOCIATES

GT GreenbergTraurig



2016 Gold Sponsors

Allen Boone Humphries &
Robinson
Armbrust & Brown, L.L.P.
Avison Young

CohnReznick
Dubois Bryant & Campbell
Harvey Cleary Builders
Highland Resources, Inc.

JMI Realty
Page Think
Winstead, PC

2016 Silver Sponsors

360 Real Estate Investments
Apartment Realty Advisors
Argyle Residential
Blake Magee Company
Broadbuss & Associates
Capital Project Management
CapitalOne Bank
CapRidge Partners
Catellus Austin, LLC
CBRE
Centro Development, LLC
Cielo Realty Partners

Crescent Communities
Cypress Real Estate Advisors
Development Planning & Financing
Group
Endeavor Real Estate Group
Fisher Co.
Hawkeye Partners LP
HFF
Jones Lang LaSalle
Newland Real Estate Group
Pape-Dawson
PCMI Severn Trent Service

Peloton Land Solutions
Perkins & Will
RVI Planning + Landscape
Architecture
Sayers & Associates
TBG Partners
Texas Capital Bank
Transwestern
Urbanspace
W2 Real Estate Partners
White Construction Company

Additional 2015 Major Event Sponsors

Brookfield Residential
IBC Bank
CapRidge Partners
Cardno Haynes Whaley
Big Red Dog, Engineering & Consulting
Lionstone Investments
HFF
Berkadia Commercial Mortgage
Brandywine Realty Trust

SouthStar Communities
KBGE
Peloton Land Solutions
Google Fiber
ValleyCrest Landscape Development
Jacobs Engineering
Endeavor Real Estate Group
Brown & Gay Engineers

McLean & Howard, LLP
USI Insurance Services
Bury Inc.
Drenner Group
American Bank of Texas
BGE/Kerry Gilbert & Associates
Northstar Bank
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