



# Urban Land Institute

Austin

Serving Central Texas

*Annual Review*

*2017*



## 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 Local Member Council, ULI NEXT, the Women's Leadership Initiative, a Roundtable Discussion Group or the Young Leaders Group
  - Share your expertise on a Technical Assistance Panel
  - Join one of our 15 committees or 11 subcommittees
  - Enjoy our annual Marketplace Expo, Butler Game Day and/or our Impact Awards



**David Steinwedell**  
Executive Director



**Cheryl McOsker**  
Manager



**Ariel Romell**  
Manager

## From the District Council Chair

ULI Austin is pleased to present the 2017 ULI Austin Annual Review, which showcases the success we have achieved in programming, outreach and mission-related activities over the past year. Our membership has grown to over 740! Our strong leadership team launched new programs including the Woman's Leadership Initiative, ULI Next, the CodeNEXT Round Tables and more, helping to provide increased member-only opportunities.

Our goals for 2017 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. We revamped our Local Product Councils, now Local Member Councils and will expand two more councils to better serve our members. We plan to add a flight to ULI NEXT. In addition, we have made a concerted effort to support our friends in the nonprofit/governmental sector through various avenues.



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

Sincerely,

**Edjuan D. Bailey**

Vice President, Marketing, Brookfield Residential  
District Council Chair, ULI Austin

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Image provided by Innes International Images



333

Public Events

2,178

Attendees at  
12 monthly breakfasts

683

Members  
(As of January 31, 2017)

## Marketplace ..... Butler Game Day

35

New &/or Emerging Developments from Across Central Texas

380

Attendees

33

Teams

100

Golfers

110

"Tailgaters"

Live Music // Local Brews // Food Truck

## Impact Awards .....

A single, honorary **Vision Award** was presented to Kirk Watson, former mayor of Austin and current Texas State Senator. First elected to the Texas Senate in 2006, Kirk represents Senate District 14, which now covers most of Travis County and all of Bastrop County.



Additionally, three **competitive** built project awards were announced and presented at the January 19th reception. Winners Include:

### Innovation:

Lamar Union



### Influence:

Dell Seton Medical Center @  
The University of Texas



### Public Places:

Auditorium Shores



Impact Award winner images provided with applications.

## Membership Growth .....



## Sponsor Appreciation .....

Breakfast Featuring  
**Former New York Mayor**  
**Rudy Giuliani**

*Hosted By:*

**GT** GreenbergTraurig

Reception Featuring  
**Former United States Secretary of Transportation**  
**Ray LaHood**

*Hosted By:*



*Chair: Stephen Coulston, Perkins + Will*

## Member Engagement .....

**12** Breakfast Panels      **11** YLG Events

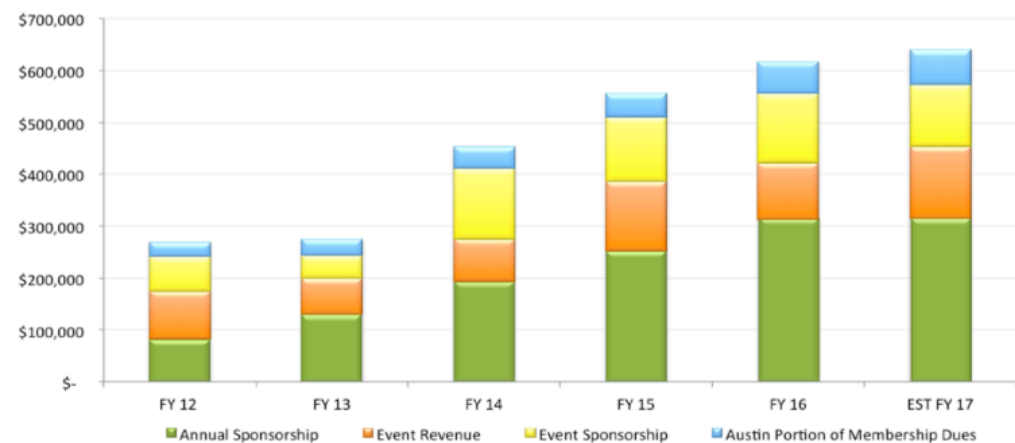
**3** Special Events      **2** Sponsor-Only Events

**15** Committees w/ **11** subcommittees

**9** Member Only Groups & Growing in 2017!

(Member Councils, NEXT, Round Tables, Mentorship Forum)

## Revenue Growth .....



## Mission Advancement

*“The Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI is an independent global nonprofit supported by members representing the entire spectrum of real estate development and land use disciplines.”*

At the core of the ULI mission in Central Texas, is a focus on supporting positive change, or impact, in our communities throughout the region. We do this through various avenues from our Technical Assistance Panels, grants to local nonprofits, supporting various transportation initiatives, work to support affordable housing and more. The majority of our impact work is lead by the Mission Advancement Committee.

*Committee Chair: Carey Venditti, Greenberg Traurig*



## Grants to Local Nonprofits

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



## Technical Assistance Panels .....

A **Technical Assistance Panel (TAP)** provides comprehensive and strategic advice in response to a specific land use or development assignment. TAP's allow nonprofit and municipal leaders to have access to a unique perspective and a multidisciplinary team of real estate experts, whose collective advisory guidance that may only be found in one organization. Using a TAP leverages the expertise of ULI Members, provides a non-partisan recommendation, and can help garner an unbiased opinion to an issue. A TAP provides recommended solutions for complex land use planning and development projects, programs and policies for real estate and land use issues. *Sub Committee Chair: David Stauch, Capital Project Management*

Recent TAP's are available on the ULI Austin website and include:

- City of Austin, Convention Center Expansion: Reviewed expansion plans for the Austin Convention Center, and made recommendations including the creation of a Convention Center District that integrates into the surrounding neighborhood and makes the District a more desirable destination for Austin residents.
- Capital Metropolitan Transportation Authority, Permanent Downtown Train Station: Review design and scope too the permanent Downtown Multimodal Station.



- Austin Independent School District, Affordable Housing for Teachers and Staff: Panel outlined best practices for using AISD owned land to provide affordable housing to teachers and staff.
- The City of Austins, Economic Development Department: Engaged to look into options to preserve music venues along the Red River Cultural District Corridor. This TAP was in draft at the time this report was printed.



*Panelists from the Red River Cultural District TAP, hear from local musician John Moyer, on what it meant to play in venues along Red River as he got his start in the music scene in Austin. Moyer also provided his opinions and insight, on venue preservation, from touring nationally and internationally as a bassist for bands such as The Union Underground, Adrenaline Mob, and currently platinum recording artist Disturbed.*



## .....Transportation

The **Transportation Committee** includes experts from across the real estate and transportation industries. They are working on developing strategies for ULI Austin to follow regarding both local and regional transportation issues. In addition, the committee will support public and member-only meetings to share information and findings. *Sub Committee Chair: Casey Burack, Winstead PC*



## .....Affordable Housing

**Affordable Housing** has been addressed by ULI Austin through a TAP on the Missing Middle and the formation of a committee of ULI members and sectors of the affordable housing community to research and form an investment fund to preserve workforce housing. *Sub Committee Chair: David Steinwedell, ULI Austin*



## .....Development Course

ULI Austin has developed a 90-minute course “**Public Development in a Private World**” to bridge the gap between the private sector and public officials reviewing development plans. This course is presented to private and public audiences separately. The format is meant to be a “lunch and learn” and thus very conversational with opportunities throughout for questions and discussion. The first half of the course, focuses on the developer approach, and the second half, on city approval. *Sub Committee Chair: Tricia Williamson, Jacobs*



*“I have been a member in ULI for over 20 years and in hindsight, consider it the most important organization I could have joined given my profession. Getting involved at both the local and national level helped elevate my career and increased my understanding and exposure to best practices in our industry. Whether leading a local district council, leading a product council or having a lunch with young leaders, being truly involved in the organization has bettered my career and created indelible memories of my life in real estate.”*

**John McKinnerney**  
Partner, Castle Hill Partners  
ULI Austin Governance Committee



## Round Table Discussions

**Roundtable discussion** groups are formed periodically utilizing ULI Austin members to address current issues within the region. The **CODENEXT** roundtables, currently underway, are focused on the new code in the City of Austin. They are creating white papers on specific issues that can be utilized by ULI members to discuss code changes with their firms and elected officials. *Please contact Cheryl McOsker to learn more.*



*CodeNEXT Roundtables meeting to discuss small group work and next steps to present findings to the City of Austin.*

## Additional Opportunities

**Additional opportunities** ULI Austin members can step up their involvement include volunteering their time to be involved in these mission oriented programs. Involvement can be as short as two days or a year-long engagement, depending on topic and committee. *Please contact Ariel Romell or David Steinwedell to learn more.*

### ULI Committees & Subcommittees

Local Member Councils

Membership

Mission Advancement

*Affordable Housing*

*Hines Competition*

*Technical Assistance Panels*

*Transportation*

Programs

Social Media

Special Events

*Butler Game Day*

*Impact Awards*

*Marketplace*

Sponsorship

ULI NEXT

Women's Leadership Initiative

Young Leaders/Mentorship Forum



*"When I moved to Austin seven years ago, one of my first goals was to get connected with experienced professionals in real estate. ULI provided the means for me to quickly gain an understanding of the opportunities and challenges that Austin is facing. It also allowed me to engage with some of the smartest minds in the industry."*

**Vaike O'Grady**  
Austin Regional Director,  
Metrostudy  
ULI Social Media Chair

In 2016, ULI Austin focused on creating more opportunities for our members to get local value out of their membership. In 2017, we will continue to increase local value through the expansion of the Local Member Councils and expanding ULI NEXT Flights. We're also focusing on public-sector engagement – specifically bringing leaders from government, academics and nonprofit organizations to the table – to facilitate better communication and solutions to the issues facing the real estate community in Central Texas. *Chair: Shannon Nichols, Heritage Title Company*

A **ULI membership** gives you the opportunity to meet peers who share your values and to get actively involved in shaping Central Texas' built environment. With ULI's diverse mix of industry professionals and rich content from every real estate sector, you can feel confident you're getting the best value in networking opportunities and cutting-edge information that's most essential to your business. *Contact Cheryl McOsker for more details.*

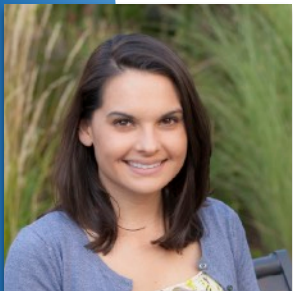
## .....Young Leaders

Through the **Young Leaders Group (YLG)**, we encourage young professionals to become involved early in their career so they can begin building relationships with industry leaders. To make this an easy first step, ULI offers a 50% membership discount for people under age 35. The YLG hosts a number of programs and events, including panel discussions and presentations, insider's tours of emerging properties and social events such as networking happy hours.

One of the most popular Young Leader programs is the year-long professional development **Mentorship Forum**, which leverages the experience and diverse expertise of esteemed, senior ULI members to help early-career professionals develop a broad understanding of all facets of the real estate environment, while connecting with ULI peers and mentors. *Chair: Alecia Burdick, Savills Studley*



*Young Leaders at Waller Creek art installation.*



*"Being a part of ULI Austin has been instrumental in growing my career. It has allowed me to make meaningful connections with fellow young leaders and potential mentors and provides real opportunities for me to become a leader in the industry."*

**Caitlin Admire**  
Senior Associate, Norris Design  
ULI Austin Member, Young Leader

The 2016-17 Mentors include:

- Kevin Burns, Urbanspace
- Melissa Neslund, Sackman Enterprises
- Rick Reed, DuBois Bryant Campbell, LLP
- Nikelle Meade, Husch Blackwell LLP
- Eldon Rude, 360 Real Estate Analytics



## ULI NEXT.....

The goal of **ULI NEXT** Initiative is to actively engage Members who are generally within the 35-45 age range and in a leadership position in their organization. Guided by a Steering Committee, NEXT “Flights” will hold nine monthly meetings, incorporating presentations of topical interest to its members for the purpose of promoting candid discussion from a diversity of perspectives. Through the NEXT Initiative, participants will find meaningful ways to remain active ULI Austin members during their rise to leadership positions within the industry. *Chair: Chip Mills, RVi Planning + Landscape Architecture*

## Local Member Councils.....

ULI Austin **Local Member Councils** are an evolution of the Local Product Councils. Local Member Councils will focus primarily on Central Texas land use challenges with the occasional opportunity to work with other Texas District Councils with a similar focus. Local Member Councils are designed to engage members based on their expertise and passion within the land use industry. Local Member Councils are topically focused, multidisciplinary groups that meet regularly to exchange ideas, examine industry trends, and share information and best practices in a collaborative and collegial manner. *Chair: Clinton Sayers, Sayers Real Estate Advisors*



### Local Member Councils

- Housing & Community Development
- Retail & Office Space (\* *New in 2017*)
- Suburban Northern Markets (\* *New in 2017*)
- Urban & Mixed Use Development

*Image provided by Innes International Images*



"ULI Austin has become more important than ever. As Austin continues its march toward becoming a world class city, ULI is playing an even more important role, and I am happy to be part of that movement."

**Greg Clay**  
President, JMI Realty LLC  
Treasurer, ULI Austin



## *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: Rachel Allen, University of Texas*

- Medical Real Estate
- International Investing in Austin
- Williamson County
- Developer Shark Tank
- South Central Waterfront
- Density, Infrastructure and Taxes
- What's Next for CodeNEXT?
- The Propensity towards Density - Trends in Multifamily Housing
- Innovation Zone
- Red Light, Green Light: Multiple Perspectives on Prop 1
- Emerging Trends in Real Estate: 2017 Outlook for Central Texas
- Market Update: How Capital is Stacking Up



*Former United States Secretary of Transportation, Ray LaHood speaking to ULI Annual Sponsors.*



*Mayor Steven Adler providing opening remarks at a ULI breakfast.*

*Image provided by Innes International Images*



*"HousingWorks has been fortunate to partner with ULI on several timely projects, including exploring opportunities for "missing middle" housing and utilizing publicly-owned land for affordable housing. ULI does a great job tapping into its membership and identifying volunteers with specific areas of expertise who can tackle complicated land use challenges, with an eye toward making our community a more inclusive place."*

**Mandy DeMayo**  
Executive Director, HousingWorks Austin  
ULI Member

## Women's Leadership Initiative .....

The **Women's Leadership Initiative (WLI)** has four primary objectives: (1) to promote the advancement of women, throughout their careers, as leaders in the real estate industry; (2) to increase the number of women who serve in leadership positions in the real estate industry; (3) to increase the visibility of women leaders in the real estate industry; and (4) to increase the number of women who are active ULI members, and support the development of young women members. *Chair: Jennifer Wenzel, Teacher Retirement System of Texas*

### Members can:

- Attend a WLI Lunch Series for networking and a discussion on current issues.
- Become a mentor or a guest speaker for the after-school program #BTN (Building Tomorrow's Neighborhoods) aimed at increasing the number of women and minority students considering careers across the real estate sector.
- Support our College Connect program to encourage college-aged women to enter various real estate fields.
- Participate in the Ambassador Program for new women members of ULI Austin.



*Students and mentors from #BTN touring the Austonian with Momark Development*



*"Real estate industry leaders turn to ULI Austin to learn about new and best practices from their peers as well as make lifelong personal and business connections. From its savvy and substantive programming to its energetic and engaged members, ULI Austin is as diverse and dynamic as the City of Austin!"*

**Carey Venditti**  
Shareholder, Greenberg Traurig, LLP  
ULI Mission Advancement Chair



## Governance Committee

Rob Golding, Rodeo Austin,  
*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  
Greg Weaver, Catellus Corporation

## Management Committee

Edjuan Bailey, Brookfield  
Residential, *District Council  
Chair*

Alecia Burdick, Savills Studley, *Young  
Leaders Chair*

Chip Mills, RVI Planning + Landscape  
Architecture, *ULI Next Chair*

Clinton Sayers, Sayers Real Estate  
Advisors, *Local Member Councils*

Rob Golding, Rodeo Austin,  
*Past District Council Chair*

Greg Clay, JMI Associates, *Treasurer*  
Stephen Coulston, Perkins + Will,  
*Sponsorship*

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

Carey Venditti, Greenberg Traurig,  
*Mission Advancement Chair*

Rachel Allen, The University  
of Texas, *Programs Chair*

Seth Mearig, BGE, Inc., *Special Events  
Chair*

Vaike O'Grady, Metrostudy, *Social Media  
Chair*

Jennifer Wenzel, Teacher Retirement  
System of Texas, *WLI Chair*

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Texas at Austin

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David Wieland, Centrist Capital

Bret Wilkerson, Hawkeye Partners,  
LP



*"ULI provides a meeting place for a cross section of professionals – both in the public and private sectors – who are involved in the development of real estate. It is a unique forum for the exchange of ideas and solutions for responsible land development in our communities."*

**Robert Barnes**  
President, IBC Bank  
ULI Advisory Board



## 2017 Visionary Sponsor



## 2017 Platinum Sponsors

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Construction



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The Best Places to Call Home



**DA DOUCET**  
& ASSOCIATES

**GT GreenbergTraurig**

**RYAN**



**WINSTEAD**  
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Stantec

Transwestern  
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Winstead, PC  
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Wuest Group



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