

Dear ULI Philadelphia Members and Sponsors,

As we approach the end of our fiscal year, I am glad to share updates from a very successful year and ask for your continued support. I am writing this after attending a series of fantastic ULI programs: the Third Annual Shark Tank run by the Young Leaders Group featuring two exciting developers and a high caliber panel of sharks, “Developers Off the Record” with Carl Dranoff, an intimate and candid conversation that exemplifies what ULI is about: learning, sharing perspectives and providing leadership for the future of our City. Our progress continues to be demonstrated by our dedication to mission delivery, member value and high quality programming. Since last summer, our Local Product Councils have completed another year of knowledge sharing with over 300 members participated and we started a Future of Work Initiative with PIDC; participated in City policy initiatives; conducted two local Technical Assistance Panels; and leveraged ULI national resources to fund local programs in Grays Ferry and Camden. Our District Council held our most successful Real Estate Forecast to date and has expanded our programming to include more targeted content for varied audiences, such as neighborhood and project tours, training series and intimate small group discussions along with large panels.

I am honored to announce our District Council’s new leadership. As my terms comes to an end this summer, Alan Razak, Principal at AthenianRazak will be taking over the role of ULI Philadelphia District Council Chair. He will be joined by our new Chair of Mission Advancement: Anne Cummins, Managing Principal, Gattuso Development Partners and Treasurer: Shari Reams, Senior Vice President – Philadelphia and Northeast REIT Client Manager. It has been my honor and a privilege to serve as your Chair for the past two years and I am excited for the future of our District Council with this immensely accomplished group of leaders. I would also like to welcome our newest Urban Visionary Sponsor, SITIO architecture + urbanism.

ULI is committed to being objective, educational and an industry leader in best practices and I hope that you all recognize the value in our member driven organization. Our work would not be possible without your sponsorship, 100% of which support ULI Philadelphia’s local work. Thank you for your commitment to and investment in ULI Philadelphia.

Enclosed you will find information about the 2020 Sponsorship Levels and benefits along with a snapshot of our work. **We hope that you decide to support ULI in 2020 by reviewing and returning the commitment form to [Kelly.cary@uli.org](mailto:Kelly.cary@uli.org) by June 28<sup>th</sup> to secure your benefits.** Information about our exclusive sponsor event in July is forthcoming.

Please feel free to reach out with questions and best wishes for a highly successful 2019!

Best,



Paul Commito  
Chair, ULI Philadelphia  
SVP – Development, Brandywine Realty Trust



Laura Slutsky  
Executive Director, ULI Philadelphia