2019 – 2020
Annual Sponsorship Opportunities
The Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

ULI is a global non-profit, mission-driven organization fueled by over 40,000 members representing the entire spectrum of real estate development and land use disciplines in private enterprise and public service.

The Houston District Council, comprised of over 900 members, further promotes this mission throughout Greater Houston region by advancing the open exchange of ideas, research, and practical experiences among industry leaders dedicated to developing better places.

ULI Houston is known for informative, high quality events and activities. Your support is critical to ULI’s mission at the local level and 100% of your sponsorship contribution stays locally in our district council. Annual sponsorships support:

- **Relevant and timely events**, which feature local and national experts on topics important to the region’s growth and prosperity;
- **Knowledge sharing and networking opportunities with industry leaders** to highlight best practices and foster a sense of community in Houston-area real estate;
- **The development of future leaders** through monthly Young Leader events, the Young Leaders Mentorship program, the Women’s Leadership Initiative, the Sporting Clays Tournament, UrbanPlan, and
- **Community outreach** through Technical Assistance Panels to support local government and nonprofit real estate projects.
BY THE NUMBERS

ULI Members Serve on

3 City Task Forces

Out-of-town expert panelists

14

Public Officials Trained During UrbanPlan for Public Officials

6 members only events

2 in scholarships

21,500

Grants Received For Community Work Totaling $20,000

Annual Sponsors

51

931 members

9 MENTORS

37 MENTEEs
OUR LEADERS

MANAGEMENT COMMITTEE

Abbey Roberson
Texas Medical Center
District Council Chair

Mary Katherine Franklin
Cadence Bank
Treasurer

Jason Tramonte Jr
Tramonte Design Studio
Chair of Mission Advancement

Cortney Cole
HFF
Sponsorship Chair

Edwin Friedrichs
Walter P Moore
Public Policy Chair

Burdette Huffman
EDGE Realty Capital Markets
Advisory Board Chair

Justin Levine
Levcor, Inc
Programs Chair

Jennifer Raymond
JPR Commercial Real Estate
Women’s Leadership Initiative Chair

Stephen Sibley
IDV Development Services, LLC
Young Leaders Chair

David Staas
Winstead
Technical Assistance Program Chair

Brad Sweitzer
RVi Planning + Landscape Architecture
Membership Chair

Rives Taylor
Gensler
Building Healthy Places Chair

GOVERNANCE COMMITTEE

Bill Odle
TBG Partners
Governance Committee Chair

Jonathan Brinsden
Midway

Greg Erwin
Winstead, P.C.

Carleton Riser
Transwestern

Tim Williamson
Cadence Bank

Reid Wilson
Wilson, Cribbs & Goren, P.C.

ADVISORY BOARD

Alan Arnold, Rice Management Company
Ceci Arreola, Rice Management Company
Laurie Baker, Camden
Dan Braun, Braun Enterprises
Jonathan Brinsden, Midway
James Casey, Trammell Crow Company
Brian Crimmins, City of Houston
Matt Damborsky, Skanska
Greg Erwin, Winstead
Bob Eury, Central Houston, Inc
Tom Fish, JLL-Capital Markets
Dan Gilbane, Gilbane Building Company
Doug Goff, The Johnson Development Corp
Brandon Guillary, Kimley Horn
Tory Gunsolley, Houston Housing Authority
David Hightower, CCIM, Midway
Andy Icken, City of Houston
Patty Knudson Joiner, Knudson LP
Paul Layne, The Howard Hughes Corporation
Hien Le, JP Morgan Asset Management
Anthony Marre, Wilson, Cribbs + Goren, P.C.
Clark Martinson, Bike Houston
Bill Odle, TBG Partners
David Ott, Hanover
Travis Overall, Brookfield Properties
Theola Petteway, OST/Almeda Corridors
Redevelopment Authority
Steve Radom, Radom Capital
Wally Reid, HFF

Carleton Riser, Transwestern Development Company
Sherri Schugart, Hines
Justin Segal, Boxer Property
Mary Trevino, Hines
Chris Weekley, David Weekley Homes
Beth White, Houston Parks Board
Tim Williamson, Cadence Bank, N.A.
Reid Wilson, Wilson, Cribbs + Goren, P.C.
Preston Young, Stream Realty Partners
Travis Younkin, Upper Kirby Management District
JOIN THE RANKS
THANK YOU TO OUR 2018-2019 ANNUAL SPONSORS

CHAMPION SPONSOR

BENEFACATOR SPONSORS

PRESENTING SPONSORS

SUPPORTING SPONSORS

Bank of America
BGE, Inc.
BoyarMiller
Cadence Bank
Cardno
Costello, Inc.
EE Reed
First American Title/NCS
Friendswood
Development Company
Gilbane
HFF
HOAR Construction
Huitt-Zollars
Kirksey
LJA Engineers
Pape Dawson
Pearland EDC
Skanska
TBG Partners
Trammell Crow
Tramonte + Johnson

CONTRIBUTING SPONSORS

CDS Community
Development Strategies
Clark Condon
DPR
Edge Realty Capital Markets
Generation Park, McCord Development
Gensler
Hines
Jackson Walker
Kimley-Horn
Kudela & Weinheimer
Mission Management Company
MLB Capital Partners
Newland Real Estate Group
Old Republic Title
Page
RVi Planning + Landscape Architecture
Schlanger Silver Barg & Paine, LLP
Wolff Companies
Ziegler Cooper Architects
# INVEST IN ULI

THROUGH ANNUAL SPONSORSHIP

**ULI HOUSTON | 2019 – 2020 Sponsorship Package**

<table>
<thead>
<tr>
<th></th>
<th>Champion $25,000</th>
<th>Benefactor $15,000</th>
<th>Presenting $10,000</th>
<th>Support $5,000</th>
<th>Contributing $3,500</th>
</tr>
</thead>
<tbody>
<tr>
<td>Website Recognition</td>
<td>Logo</td>
<td>Logo</td>
<td>Logo</td>
<td>Listing</td>
<td></td>
</tr>
<tr>
<td>Leadership Luncheon Recognition (Pre-Event Slides, Banner, Table Tents)</td>
<td>Yes + mention in announcements</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
</tr>
<tr>
<td>Complimentary Tickets (Tickets for Benefactor and Presenting Sponsors may be used at: Luncheons, Breakfasts or Tours. RSVP required ahead of events.)</td>
<td>Annual Ticket Package (40 Tickets)</td>
<td>Annual Ticket Package (40 Tickets)</td>
<td>4 Tickets per Leadership Luncheon</td>
<td>2 Tickets per Leadership Luncheon</td>
<td></td>
</tr>
<tr>
<td>Sponsor Only Event Tickets</td>
<td>6</td>
<td>6</td>
<td>4</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Complimentary Associate Memberships (Members must be local)</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Social Media Highlight</td>
<td>Minimum 2</td>
<td>Minimum 1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Website Content (Examples: Leadership Feature, Case Study or Blog Post*)</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Priority Wait-List for Event Tickets</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ability to Register One Non-Member Guest at Member’s Only Events at the Member’s Discounted Price</td>
<td>Yes</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall Meeting Registration</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Event Sponsorship Recognition (Silver Level Signature Event Sponsorship, Sporting Clay Team, Presenting Level Sponsorship of standard program**)</td>
<td>2</td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

* With exception of a Leadership Feature, content to be prepared by sponsor with ULI approval and posted on ULI website. Posts will be labeled as sponsor feature.

** Standard program can include member’s only tours, young leader events, member’s only breakfasts, etc. Presenting level sponsorships are subject to availability and benefits can include tickets to event, top billing sponsor recognition, ability to introduce panel/moderator and other benefits as approved by ULI.

Contact ULI Houston for Package Details

[HOUSTON.ULI.ORG](http://HOUSTON.ULI.ORG)
INVEST IN ULI
THROUGH ANNUAL SPONSORSHIP

ULI HOUSTON | 2019 – 2020 Sponsorship Package

PLEASE SELECT AN ANNUAL SPONSORSHIP LEVEL
☐ CHAMPION $ 25,000
☐ BENEFACTOR $ 15,000
☐ PRESENTING $ 10,000
☐ SUPPORTING $ 5,000
☐ CONTRIBUTING $ 3,500

SINGLE INVOICE OPTION – ADD ON SPONSOR OPPORTUNITIES FOR SPECIAL EVENTS

See sponsor package appendix for specific benefits of each level and a current calendar of events. Additional opportunities will become available throughout the year that have not yet been planned. There will be opportunities to sponsor many of these events and programs at a later date, pending availability.

ADD ON: SIGNATURE EVENTS

<table>
<thead>
<tr>
<th>AWARDS</th>
<th>SPORTING CLAYS</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ Silver – $1,750</td>
<td>☐ Team Sponsorship – $1,750</td>
</tr>
<tr>
<td>☐ Gold – $3,500</td>
<td>☐ Course Sponsor – $5,000</td>
</tr>
<tr>
<td>☐ Platinum – $7,500</td>
<td>☐ Door Prize Sponsor – $4,000</td>
</tr>
<tr>
<td>☐ Presenting – $25,000</td>
<td>☐ Gun Powder Golf Sponsor – $3,000+</td>
</tr>
</tbody>
</table>

ADD ON: ADDITIONAL PROGRAMMING

<table>
<thead>
<tr>
<th>YOUNG LEADERS</th>
<th>WOMEN’S LEADERSHIP INITIATIVE</th>
<th>MEMBERS ONLY</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ YL Tour – $1,500</td>
<td>☐ Dinner &amp; Dialogue Presenting – $5,000</td>
<td>☐ Member’s Only Tour – $1,500</td>
</tr>
<tr>
<td>☐ YL Holiday Party – $3,000</td>
<td>☐ Dinner &amp; Dialogue Table – $1,000</td>
<td>☐ Member Breakfast Presenting – $2,000</td>
</tr>
<tr>
<td>☐ YL Capital Markets – $3,000</td>
<td>☐ WLI Fall Reception – $3,000</td>
<td>☐ Member Breakfast Table – $500</td>
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<tr>
<td></td>
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</tr>
<tr>
<td>LUNCHEONS</td>
<td>BLDG HEALTHY PLACES</td>
<td></td>
</tr>
<tr>
<td>☐ Table – $1,000</td>
<td>☐ BHP Breakfast Presenting – $2,000</td>
<td></td>
</tr>
<tr>
<td>Luncheon Month(s): ________</td>
<td>☐ BHP Breakfast Table – $500</td>
<td></td>
</tr>
</tbody>
</table>

COMPANY NAME: ________________________________

BENEFIT COORDINATOR CONTACT:
Name: ________________________________
Email: ________________________________
Phone: ________________________________

ACCOUNTING CONTACT:
Name: ________________________________
Email: ________________________________
Phone: ________________________________

Please email completed form to: Houston@uli.org

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AWARDS
The Development of Distinction Awards follow ULI’s tradition of honoring developments and open spaces that uphold ULI Houston’s mission that seeks to inspire land use that fuels the creation of a flourishing global region. This is an annual networking event announces winners from a list of qualified projects. ULI Houston will celebrate the 13th Annual Awards in 2020.

January 2020
Audience: 250+

$25,000 PRESENTING SPONSOR (1 available)
16 Tickets to VIP Cocktail Reception
16 Tickets to Awards Event
VIP Valet Parking
Reserved Seating
Logo paired with event logo on all event marketing
Custom Benefactor Annual
Sponsor benefits (see page 6)

$7,500 PLATINUM SPONSOR (Multiple available)
(Customizable Options Available - i.e. Cocktail, Valet Sponsor)
6 Tickets to VIP Cocktail Reception
12 Tickets to Awards Event
Reserved Seating
Logo recognition on all event marketing

$3,500 GOLD SPONSOR (Multiple available)
2 Tickets to VIP Cocktail Reception
8 Tickets to Awards Event
Reserved Seating
Logo recognition at event & website

$1,750 SILVER SPONSOR (Multiple available)
1 Ticket to VIP Cocktail Reception
4 Tickets to Awards Event
Text recognition at event & website
INVEST IN ULI
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SPORTING CLAYS
Sporting Clays is an annual sporting clay tournament with networking before and after the shoot. A portion of the event proceeds are donated as scholarships to graduate real estate programs at local universities.

September 12, 2019
Audience: 250+

$5,000 COURSE SPONSOR (1 available)
1 Team of Four, Includes Team Flurry Competition
   Signage on North or South Course during Tournament
   Ability to bring items for players on your course
   (details to be agreed on between ULI and sponsor)
   Company Logo featured on all Pre-Event Marketing

$4,000 DOOR PRIZE SPONSOR (1 available)
1 Team of Four, Includes Team Flurry Competition
   Ability to present door prizes
   Signage at Event
   Company Logo featured on all Pre-Event Marketing

$1,750 TEAM (Multiple available)
1 Team of Four, Includes Team Flurry Competition
   Recognition on website

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LEADERSHIP LUNCHEON
Quarterly luncheons with panels or keynote speakers
August 27, 2019
November 14, 2019 (Emerging Trends)
February 27, 2020
June 18, 2020
**Audience: 250 – 300**

$1,000 **TABLE SPONSOR**
(Multiple available for each luncheon)
- 10 Tickets to event
- Reserved Table with signage
- Recognition in pre-luncheon slides

BUILDING HEALTHY PLACES

BREAKFAST SERIES
Members only panel breakfast featuring topics related to Building Healthy Places
Fall and Spring
**Audience: 40 – 60**

$2,000 **EXCLUSIVE SPONSOR**
(1 available per breakfast, up to two breakfasts)
- 8 Tickets to event with reserved table
- Logo recognition at event and website
- Introduce speaker
- Ability to host event in your space

$500 **TABLE SPONSOR**
(Multiple available)
- 8 Tickets to event
- Logo recognition at event

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YOUNG LEADERS

SITE TOURS & HAPPY HOURS
Networking events after hours at interesting developments around town for future leaders under the age of 35. Includes tour or guest speaker to present story of development.
Tours take place throughout the year.
Audience: 50 – 60

$1,500  EXCLUSIVE SPONSOR (1 available per tour, up to 5 tours)
2   Tickets to event
Logo recognition at event and website
Introduce speaker

HOLIDAY PARTY
Annual networking event for Young Leaders. Location to be determined.
December 2019
Audience: 60 – 80

$3,000  EXCLUSIVE SPONSOR (1 available)
4   Tickets to event
Logo recognition at event and website
Introduce speaker (if scheduled)

RICE CAPITAL MARKETS EVENT
Annual capital markets panel discussion and happy hour. Hosted with the Rice Real Estate Club and takes place on Rice University Campus.
February 2020
Audience: 75 – 100

$3,000  EXCLUSIVE SPONSOR (1 available)
4   Tickets to event
Logo recognition at event and website
Introduce speaker (if scheduled)
INVEST IN ULI
CUSTOMIZE YOUR INVESTMENT THROUGH ADDITIONAL OPPORTUNITIES (APPENDIX)

WOMEN’S LEADERSHIP INITIATIVE

DINNER & DIALOGUE
Annual networking dinner with a respected real estate executive as the featured guest.
January 15th, 2020
Audience: 50 – 75

$5,000 PRESENTING SPONSOR (1 available)
8 Tickets to event
Reserved table with signage
Logo recognition at event and web
Introduce speaker

$1,000 TABLE SPONSOR (Multiple available)
8 Tickets to event
Reserved table with signage
Recognition at event

FALL RECEPTION
Annual networking event for WLI members.
November 20th, 2019
Audience: 50 – 75

$3,000 EXCLUSIVE SPONSOR (1 available)
4 Tickets to event
Logo recognition at event and website
Give welcome announcements with WLI Chair

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INVEST IN ULI
CUSTOMIZE YOUR INVESTMENT THROUGH ADDITIONAL OPPORTUNITIES (APPENDIX)

MEMBERS ONLY EVENTS

BREAKFAST
Members only breakfast featuring topic of member interest with a panel of experts.
Fall, Spring and Summer
Audience: 60 – 100

$2,000 PRESENTING SPONSOR (1 available per breakfast, up to two breakfasts)
8 Tickets to event with reserved table
Logo recognition at event and website
Introduce speaker
Ability to host event in your space, as space is available

$500 TABLE SPONSOR (Multiple available)
8 Tickets to event
Logo recognition at event

SITE TOURS
Networking events after hours at interesting projects under construction or recently completed around town. Includes tour and guest speaker to present the story of the development. Tours take place throughout the year.
Fall and Spring
Audience: 50 – 60

$1,500 EXCLUSIVE SPONSOR (1 available per tour, up to 2 tours)
2 Tickets to event
Logo recognition at event and website
Introduce speaker