

CELEBRATING 25 YEARS



**Urban Land
Institute**

Austin

**2019
Fall Report**



David
Stauch

CPM Texas
District Council Chair



Paulette
Gibbins

Executive Director
Paulette.Gibbins@uli.org



Cheryl
McOsker

Director
Cheryl.McOsker@uli.org



Ariel
Romell

Senior Manager
Ariel.Romell@uli.org



Tina
McOsker

Administrator
Tina.McOsker@uli.org

A WORD FROM THE CHAIR

Dear Friends,

These are certainly interesting times we live in, and we are indeed blessed to be living and working in the #1 City in America for Overall Real Estate Prospects, according to ULI's *Emerging Trends in Real Estate*® 2020 Report. We owe much to our good fortune, and we can be proud of the positive impact ULI Austin continues to have on our community. Our District Council is increasingly recognized as a repository of best practices and objective information – consistent with ULI's overall mission.

Our membership is at an all-time high (960), and our member engagement is increasing monthly across a broad spectrum of programs and initiatives. We have a talented and focused Management Committee that has lifted our District Council's game to new heights.

Despite our successes, we continue to seek ways to add value in both memberships and sponsorships. Our community still has many needs; problems in need of wise counsel and opportunities for experienced, committed members willing to share knowledge. Together we can improve the built environment in Austin area for everyone. I challenge you to get involved in the most engaged and purposeful professional organization around. Meet other like-minded professionals, follow your passion, and join us for fun.

Thanks for all you do in support of ULI Austin.

Sincerely,

Dave Stauch
President, CPM Texas
District Council Chair – ULI Austin

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About ULI Austin

The Urban Land Institute (ULI) is a member-led organization providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. ULI is a network of people in every profession and sector in real estate development and land use from all over the world and in every career stage. While global in scope, we are local in impact through sharing knowledge and making connections.

The Austin District Council was founded in 1994 and now includes over 950 Austin-area members. Our members are involved in all aspects of the development and city planning process - private, public, and non-profit. Membership in ULI includes the research and resources of the oldest and largest network of cross-disciplinary real estate and land use experts in the world.



The ULI Navigator is an online tool to aid members in getting involved with ULI as best suits their interests and experience level.

Visit navigator.uli.org

ULI Austin

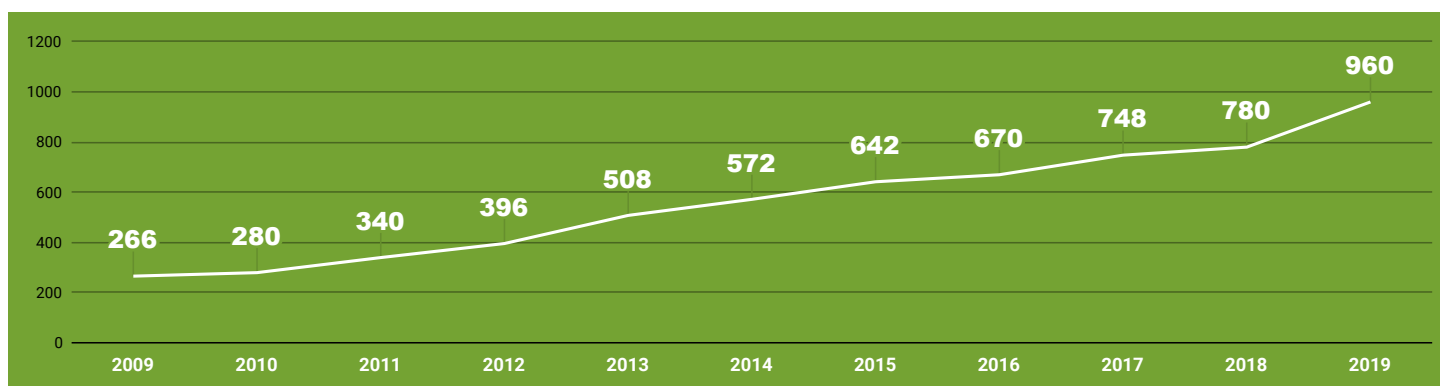
MEMBER ENGAGEMENT

ULI Austin provides its members many opportunities to learn, volunteer, and lead. Opportunities include our various operating committees, Local Member and Strategic Councils, and educational outreach.

ULI Austin is proud to announce that, with the help of our Communications Committee, our new website was the first out of all 53 District Councils to launch.

AUSTIN MEMBERSHIP GROWTH

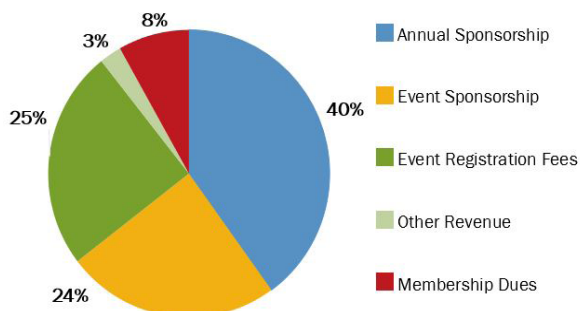
As of October 31, 2019



FINANCIAL OVERVIEW

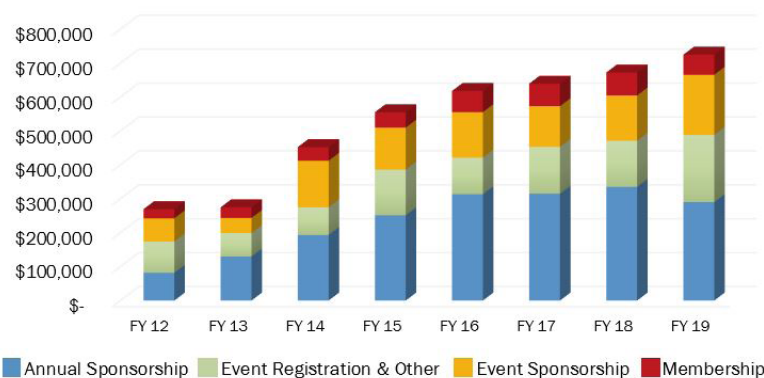
Fiscal Year Ended June 30, 2019

FY19 Revenue



*** 20% of ULI membership dues stay local
100% of sponsorship revenue stays local**

Revenue Growth



Our Members

TEXAS FORUM EVENT SUMMARY

Participants enjoyed concurrent educational sessions, networking, tours, and special presentations by Gary Farmer and Robert Allen about relevant economic growth factors for the Real Estate industry.

3

DAYS

OVER 200

TEXAS REAL ESTATE PROFESSIONALS

60

SPEAKERS



"The details and speakers for both of the sessions were concise and gave new insight on development through discussions on reduction of parking, types of new mixed uses for dense projects. The two General Sessions I went to had lots of information that makes my business better and creates new opportunities. Gary Farmer by far was the best and I could believe everything he was putting out because it was verifiable".

– **Tom Metcalfe**, Metcalfe Commercial Realty
North Texas District Council

MEMBER ACCOMPLISHMENTS

ULI Hines Student Competition

This year, ULI Austin increased our member involvement with the University of Texas' Hines competition teams. Two University of Texas teams went to ULI America's finals.

Carey Gunn Venditti Scholarship

Started the Carey Gunn Venditti Scholarship at the University of Texas at Austin and raised \$50,000 for endowment. ULI Austin contributed \$15,000.

UrbanPlan Exchange for Public Leaders

In its inaugural year locally, we have trained 36 member volunteers and hosted 5 Exchanges to educate over 70 policy makers, municipal staff, and community stakeholders about the various forces that shape development.

Building Tomorrow's Neighborhoods

Our 1-week program with daily lessons on development strategies and career options was expanded to reach all 8th Graders at Austin Achieve (over 150 students participated and 95% were minorities!).

MEMBER IMPACT

As the greater Austin region grows, ULI's mission to provide leadership in the responsible use of land and in creating and sustaining thriving communities is more relevant than ever.

Transportation Strategic Council

Hosted a regional luncheon on Project Connect and breakfast on the Austin Strategic Mobility Plan (ASMP).

Affordability Strategic Council

Provided comments on the City of Austin Strategic Housing Blueprint Implementation Plan.
- <https://tinyurl.com/ULIAustinHousingBlueprint>

ULI Americas Feasibility Study

ULI Americas produced an Advisory Service Panel for The Trail Foundation (TTF) and Parks and Recreation Department (PARD) on the feasibility of transferring the operation of the Ann and Roy Butler Hike-and-Bike Trail at Lady Bird Lake to The Trail Foundation.
- <https://tinyurl.com/CoA-TTF-ASP>

Supporting City of Austin

CoA asked ULI members to provide feedback and insight on Opportunity Zones and the new Sound Compatibility Ordinance.

City of San Marcos TAP

Produced a Technical Assistance Panel for the City of San Marcos on Activating their Riverfront.
- <https://tinyurl.com/sanmarcosriverfront-TAP>

Code Rewrite Workgroup

Provided comments on the Austin City Council Direction in Response to City Manager's March 15, 2019 Memo and had an educational breakfast on the new code rewrite draft.
- <https://tinyurl.com/ULIaustincoderewrite>



The Knowledge Finder—connecting you to an expanding library of member-generated content and ideas.

Visit knowledge.uli.org



"My ULI experience has been nothing short of enriching! The range of roles and opportunities with which I have been able to engage is testament to the breadth and depth of programs this organization offers. ULI is not only the benchmark to which our industry turns when seeking the best practices and insight into the most impactful, emerging trends. It is the place community leaders have come to turn for educated, informed and unbiased subject matter expertise on how to better shape our cities of tomorrow. Our firm is proud to be a global ULI Corporate Sustaining Member, and I am honored to represent the ULI Austin Distract Council at home."

Stephen Coulston, Perkins and Will, Principal
Chair of Mission Advancement
Member since 2011



IMPACT AWARD WINNER, MOST INFLUENTIAL PROJECT:
Springdale General

MEMBER DEVELOPMENT

ULI Austin has an active Young Leaders group for members under age 35, a rapidly growing ULI NEXT initiative for mid-career professionals between ages 35-45, and our Women's Leadership Initiative to support the advancement of women in the real estate industry.

Local Member Councils (LMCs)

Grew LMCs to 6 by introducing Multi-Family and Master Planned Communities

COMMERCIAL

HOUSING

REGIONAL
GROWTH

URBAN

MULTI-FAMILY

MASTER
PLANNED
COMMUNITIES

Carey Gunn Venditti Women's Leadership Initiative

Austin's Women's Leadership Initiative (WLI) renamed locally to Carey Gunn Venditti Women's Leadership Initiative to honor Carey, the founder of Austin's WLI.

4
LUNCH
WITH LEADERS

2
DINNER
SERIES

2 INFORMAL GOLF
OUTINGS

1 HAPPY HOUR AT THE
INDEPENDENT

Young Leaders

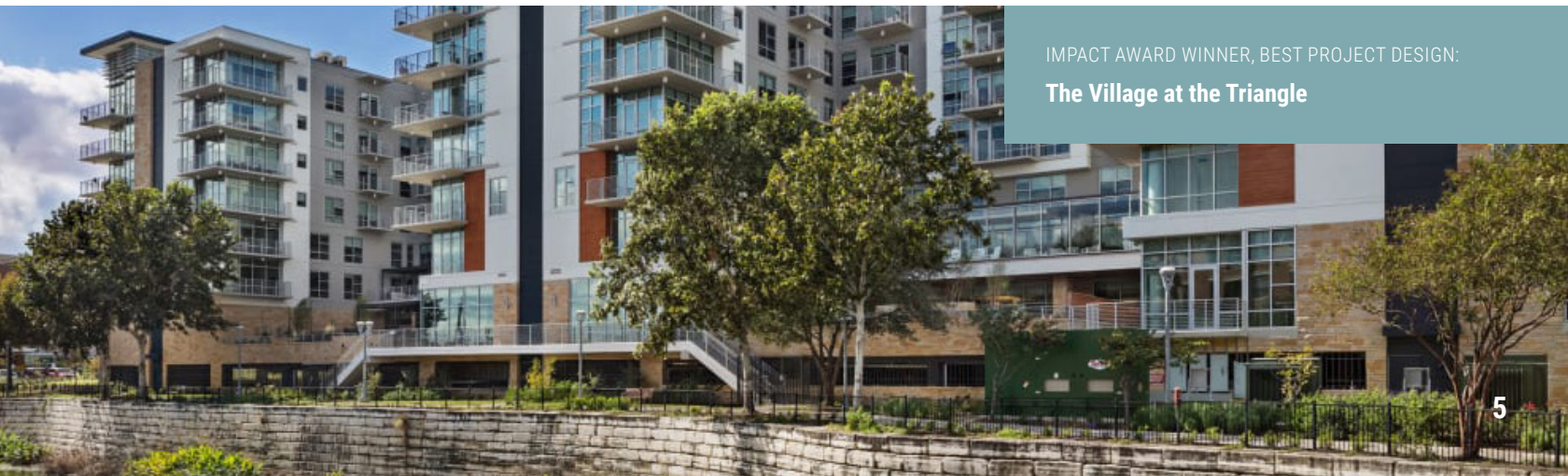
Young Leaders hosted 5 Cheers and Chats and the Mentorship Forum has 57 participants.



5
CHEERS
AND CHATS



57
MENTORSHIP FORUM
PARTICIPANTS



IMPACT AWARD WINNER, BEST PROJECT DESIGN:
The Village at the Triangle

Special Events

ULI Austin hosts several special events throughout the year. These events provide an unparalleled opportunity to expand your professional network while learning about upcoming and recently completed projects in Central Texas. Some of these events also provide opportunities to engage at a deeper level to showcase your company and/or projects. We look forward to seeing you at any of our special events, open to members and non-members alike, in 2020.

Marketplace

This networking expo is designed to promote real estate investment opportunities and development strategies for Austin and surrounding communities. It's THE must-attend event for anyone involved with land use and development spanning from Georgetown to San Marcos. This year we introduced a new City Chat panel to highlight economic development priorities in Travis, Williamson and Hays Counties. **April 25, 2019**

Butler Game Day

Butler Game Day was a fun-filled networking extravaganza. In addition to the always-popular golf tournament, there was live music, networking, yard games, prizes, and more! **October 16, 2019**

Greater Austin Regional Lunches

To share information on trends and activity beyond the core of Austin, ULI hosts lunches on timely topics and issues relevant to the Greater Austin Area.

March 2019 - Project Connect

October 2019 - Emerging Trends

IMPACT AWARD WINNER, NEXT BIG IDEA: **Waterloo Greenway**

"ULI Austin has helped expand my professional network and establish new friendships. It's a place where I can learn more about what's happening in my city while still remaining on the cusp of new emerging trends. I appreciate its inclusivity and diversity of members. They have many great events and their committees and initiatives are the best place to make very close connections."

Vanessa Mendez, Dunaway|UDG, Graduate Planner
Communications Committee
Member since 2012

MARKETPLACE



290
ATTENDEES

32
EXHIBITORS

BUTLER GAME DAY



145
GOLFERS

148
TAILGATERS

13
MIDWAY
GAME TENTS

IMPACT AWARDS

ULI Austin’s annual Impact Awards are an opportunity to recognize and celebrate projects and people throughout Greater Austin that exemplify ULI’s mission: to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. People awards are given to ULI members in various categories who have created positive contributions to ULI, their profession and the community. Project awards are recognized in five competitive categories aligned with ULI’s mission.

People Awards

Vision Award Winner

Dr. Colette Pierce Burnette, President and CEO of Huston-Tillotson University

Member of the Year

Vaike O’Grady, Metrostudy-Zonda

Influence Award

Robert Barnes, IBC Bank

Young Leader of the Year

Cameron Pawelek, RCLCO

Project Awards

Most Influential Project IMAGE ON PAGE 5
Springdale General

Best Project Innovation IMAGE ON PAGE 4
901 East 6th Street

Best Project Design IMAGE ON PAGE 5
The Village at the Triangle

Best Public Place IMAGE ON PAGE 3
City of Buda Municipal Complex

Next Big Idea IMAGE ON PAGE 6
Waterloo Greenway

Project Award Jurors

Susana Carbajal, Assistant Director for the Austin-Bergstrom International Airport

Adriana Cruz, President of Greater San Marcos Partnership

Greg Weaver, Executive Vice President for Catellus Development Corporation

VISION AWARD WINNER

Dr. Colette Pierce Burnette

President and CEO of Huston-Tillotson University
Co-lead for the Mayor’s Task Force on Institutional Racism and Systemic Inequities

Serving as the first female president and CEO of the historic Huston-Tillotson University, Austin’s oldest institution of higher learning and only historically black college and university (HBCU), Dr. Pierce Burnette has proven to be a successful leader in the field of education and beyond. Through her civic engagement, she also plays an integral role in matters impacting Austin’s growing population, including the issue of systemic and institutional racial inequities.



The Vision Award represents the highest honor one can receive from ULI Austin and recognizes an individual who has made an outstanding impact in the Austin region, not just within the real estate industry but to our community as a whole.

2019 Leadership

GOVERNANCE COMMITTEE

Edjuan Bailey, CB JENI Homes,
Governance Chair

Phil Capron, Falcon Southwest

Rob Golding, Rodeo Austin

Jay Hailey

Steve LeBlanc, CapRidge Partners

John McKinnerney, Castle Hill
Partners

Ty Puckett, Transwestern

Greg Weaver, Catellus

MANAGEMENT COMMITTEE

David Stauch, CPM Texas, *District
Council Chair*

Vaie O'Grady, Metrostudy-Zonda,
District Council Chair-Elect

Stephen Coulston, Perkins and Will,
Chair of Mission Advancement

Megan Shannon, Momark
Development, *Treasurer*

Su Kosub, Pape-Dawson Engineers,
Sponsorship Chair

Eldon Rude, 360 Real Estate
Analytics, *Membership Chair*

Hal Guggolz, Land Advisors
Organization, *Communications Chair*

Heidi Cisneros, Structures,
Programs Chair

Erika Passailague, Datum Engineers,
Special Events Chair

Caitlin Admire, City of Austin,
Education Chair

Malorie Harding, Teacher Retirement
System of Texas, *Young Leaders
Chair*

Sean Abbott, Armbrust & Brown,
ULI NEXT Chair

Amie Henry, Ladera Capital, *Women's
Leadership Initiative Chair*

Jason Qunell, University Federal
Credit Union, *Local Member Councils
Chair*

2019-2020 ADVISORY BOARD

Sarah Andre, Structure Development

Robert Barnes, IBC Bank

Hunter Barrier, Ryan Companies

Laura Beuerlein, Heritage Title

Michael Brown, Texas Capital Bank

Casey Burack, Downtown Austin
Alliance

Alecia Burdick, Savills

Marty Burger, American Constructors

Bob Burton, Winstead PC

Katherine Caffrey, City of Cedar Park

David Carter, Cardno

Grey Clay, JMI Realty

Kent Collins, Centro Development

Chris Crawford, RVI Planning +
Landscape Architecture

Ross Eubanks, Dunaway/UDG

Chrissy Fuller, Avison Young

Robert Gandy, Cielo Property Group

Mark Gilbert, City of Austin

Rodney Gonzales, City of Austin

Bret Hall, Swinerton

Andrea Hamilton, Bunker Lee
Residential

David Hartman, Smith|Robertson

Jay Hartzell, The Real Estate Center
at The University of Texas

Charles Heimsath, Capitol Market
Research

Dan Hennessey, Big Red Dog

Logan Kimble, Greystar

Todd LaRue, RCLCO

Blake Magee, Blake Magee Company

Nikelle Meade, Husch Blackwell

Seth Mearig, BGE, Inc

Bill Meyer, Newland Communities

David "Chip" Mills, RVI Planning +
Landscape Architecture

Cameron Pawlek, RCLCO

Mandy Pope, The Real Estate Center
at The University of Texas

Jenny Purcell, DLA Piper

Bill Redd, Brandywine Realty Trust

John Rosato, Southwest Strategies
Group

Clinton Sayers, Sayers Advisors

Sean Sorrell, JLL

Dudley Simmons, CREA Capital

David Steinwedell, Affordable Central
Texas

Greg Strmiska, Stantec

Jack Tisdale, STG Design

Warren Walters, W2 Real Estate
Partners

Amy Wanamaker, The University of
Texas at Austin

Jennifer Wenzel, Teacher Retirement
System of Texas

Jenny Wiebrand, Gables

David Wieland, Realized Capital

Bret Wilkerson, Hawkeye Partners

Michael Wilt, Texas State Affordable
Housing Corporation

Keith Young, Doucet & Associates

2019 Annual Sponsors

VISION SPONSOR



DIAMOND SPONSOR



PLATINUM SPONSORS



GOLD SPONSORS

Allen Boone Humphries & Robinson

Avison Young

Cardno Structural Engineering

Cushing Terrell

Dunaway/UDG

Dynamic Reprographics

Harvey Cleary Builders

Highland Resources, Inc

JMI Realty

Page

Perkins and Will

Realized Capital

RSM

Swinerton

Urbanspace

SILVER SPONSORS

360 Real Estate Analytics

Abel Design Group

Allensworth & Porter

Austin Commercial

Beck Group

Blake Magee Company

Brookfield Residential

Capitol Market Research

CapRidge Partners

Catellus Development

CBRE

Centro Development

Cielo Property Group

Clean Scapes

CohnReznick

Corridor Title

CPM Texas

CREA Capital

Development Planning & Financing Group

Downtown Austin Alliance

Greystar

Hill & Wilkinson General Contractors

Independence Title

JE Dunn

Kirksey

Lake | Flato

Maxwell, Locke & Ritter

McCann Adams Studio

MEJ & Associates

Milestone Community Builders

Morrison & Head

Newland

Newmark Knight Frank

Norris Design

Pape-Dawson Engineers

Prosperity Bank

RCLCO

RVi Planning + Landscape

Architecture

Sabre Commercial

Southwest Strategies Group

SquareOne

Structura

TBG Partners

Texas Capital Bank

Texas Real Estate Center at The

University of Texas

Titan Development

Transwestern

University Federal Credit Union

W2 Real Estate Partners

White Construction Company

Wylie

WOMEN'S LEADERSHIP INITIATIVE SEASON SPONSOR

Dunaway/UDG

YOUNG LEADERS SEASON SPONSOR

Swinerton



Contact Us

512.853.9803
austin@uli.org
austin.uli.org

General Support
800.321.5011
CustomerService@uli.org



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Austin