



Toronto

FY21 SPONSORSHIP
OPPORTUNITIES





Dear Prospect,

I wanted to bring to your attention the valuable work that ULI Toronto is doing to support our industry during this challenging economic time – work that we can only advance if we secure the support of leading companies such as yours.

As you may know, ULI Toronto quickly pivoted from the planned 2020 ULI Spring Meeting in Toronto, in order to meet the challenges of COVID-19 head on:

- Massively expanded our programming to support our industry and its professional members;
- Organized other real estate organizations in a campaign to secure critical resources for healthcare sectors, the City and the United Way;
- Aligned with the Toronto Region Board of Trade to co-lead their Recovery Support Framework.

None of these unplanned activities accrue revenue to our local District Council. They are supported entirely by our annual sponsors.

This past year has also seen ULI Toronto launch an Indigenous-focussed programming track in response to the national truth and reconciliation agenda - and Pathways to Inclusion, a formal diversity and inclusion program designed to increase the participation of equity-seeking communities who are currently underrepresented in the real estate development, land use, and city-building fields. Neither of these initiatives accrue revenue and are made possible only through the support of our annual sponsors.

Looking forward, we are going to rely more than ever on the support of larger companies as we mount our efforts toward an accelerated economic recovery. Past economic downturns have proven the value of industry associations such as ULI Toronto. When supported, we have the capacity to convene and coordinate industry professionals and governments at all levels. The Toronto Region has benefitted from such industry association leadership in response

to previous shocks such as SARS and the global recession of the last decade.

COVID-19 is an existential threat to the global competitiveness of the Region – requiring a much more fundamental economic rethink, including how we retrofit and develop the physical city going forward. This is why we mobilized to support the Toronto Region Board of Trade's Recovery Support Framework and lead the effort to leverage the full professional ecosystem of the real estate and development industry. It's an effort that has ULI Toronto convening over 150 leading regional, national and international companies, labour unions, and public agencies.

Please know that I fully respect the financial challenges facing your organization. My pitch is a simple one: Organizations like yours can rely on ULI Toronto to stand up for our industry and regional economy - but we need the industry to stand behind us.

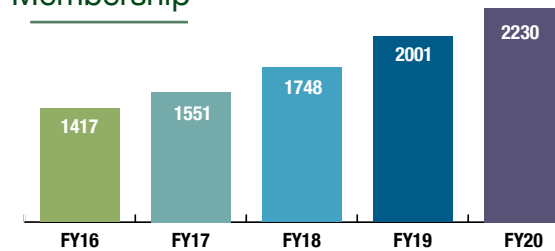
I would welcome the opportunity to discuss with you and your colleagues how we can further support you – and how you can, in turn, support ULI Toronto through this most critical year ahead.

Sincerely,

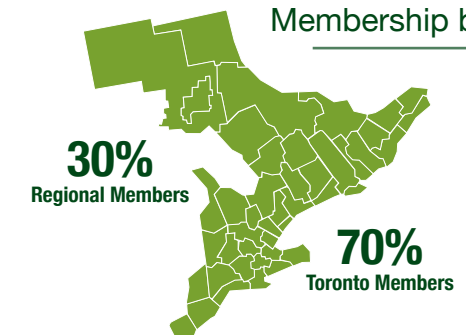
Richard Joy
Executive Director
Richard.joy@uli.org
416-575-9329

ULI Toronto by the Numbers

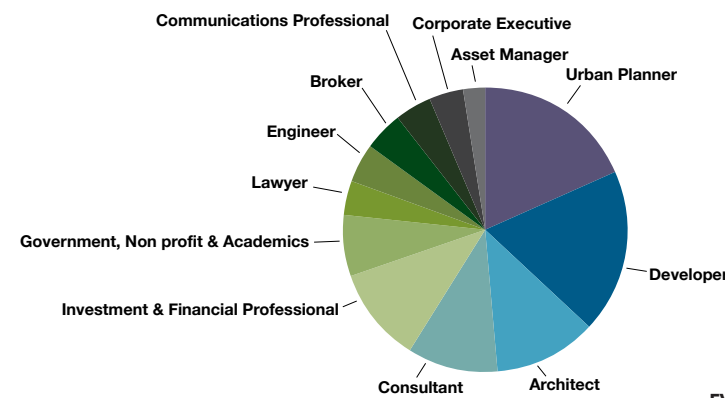
Membership



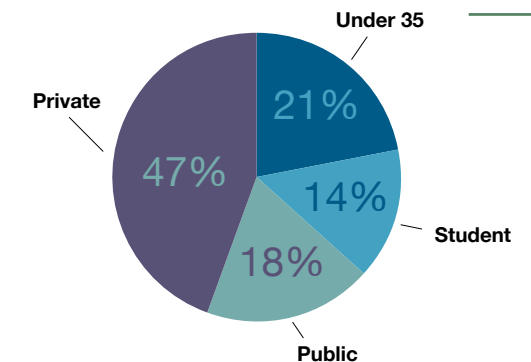
Membership by Geography



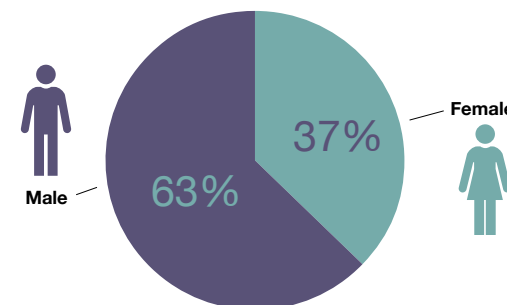
Membership by Profession



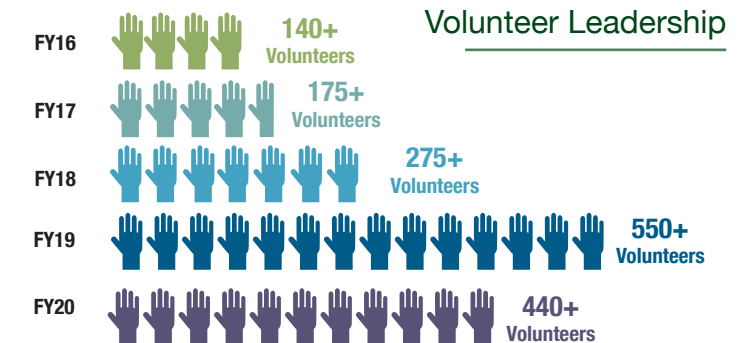
Membership Type



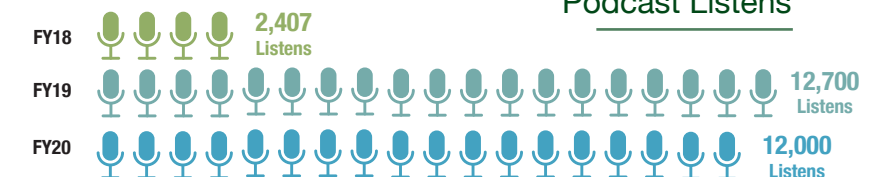
Membership by Gender



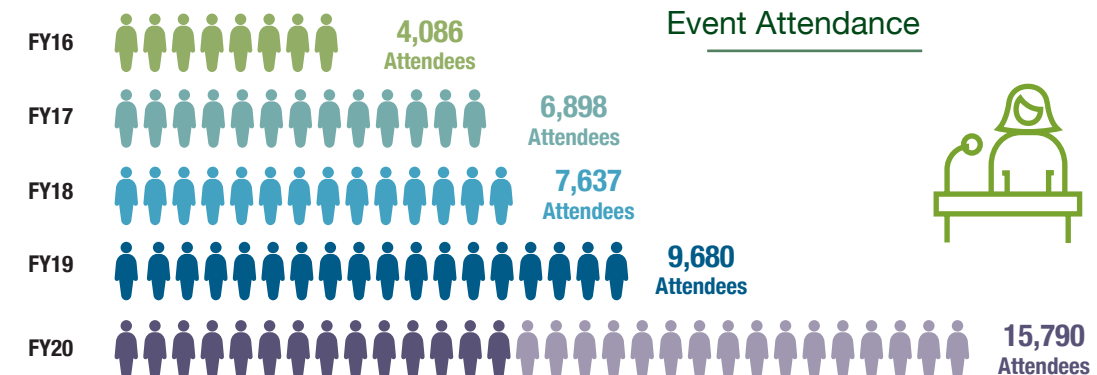
Volunteer Leadership



Podcast Listens



Event Attendance



MEMBERS ATTEND
4.1
EVENTS PER YEAR ON AVERAGE

*Lighter shade indicates online programming after March 10, 2020.

SPONSORSHIP BENEFITS	DIAMOND \$25,000	PLATINUM \$15,000	GOLD \$7,500	BRIDGE \$5,000
Priority membership to ULI Toronto Committees	✓	✓	✓	N/A
Advertise job openings on ULI Toronto website	✓	✓	✓	✓
Complimentary Memberships	2 Full 2 Associate 4 Under 35	2 Associate 2 Under 35	2 Associate	2 Associate
Complimentary registrations to ULI Toronto events (6 Signature* + 4 Women's Leadership Initiative*)	8 Registrations	4 Registrations	4 Registrations	N/A
Complimentary table at Annual Trends event, priority location or 10 virtual registrations	✓	✓	50% Discounted table rate	N/A
Complimentary registrations to all additional webinars	8 Registrations	4 Registrations	4 Registrations	N/A
Complimentary registrations to MasterClass series (5 programs)	4 Registrations	2 Registrations	N/A	N/A
Profile in member profile or podcast (31.6K listens)	✓	✓	N/A	N/A
Logo on ULI Toronto website with hyperlink to company website	✓	✓	✓	✓
Logo in quarterly eNewsletter (12,000+ distribution list) and/or monthly webinar roundup	✓	✓	✓	✓
Logo recognition on email blasts for 6 signature events (12,000+ distribution list)	✓	✓	N/A	N/A
Logo recognition on digital signage at 6 signature events (~300 attendees) or webinars	✓	✓	✓	✓
Logo profile on a featured single webinar	✓	✓	✓	✓
Recognition on Twitter (5,500+ Followers, 75K+ impressions)	✓	✓	✓	N/A
Priority registration to Curtner Urban Leadership, UrbanPlan, Mentorship, and Annual Trends	✓	✓	✓	N/A
Choice of 2 exclusive, customizable upgrades	✓	✓	N/A	N/A
1 Spring/Fall Meeting Registration	✓			
Featured Sponsor of Electric Cities Podcast (28.5K listens) OR Equity, Diversity & Inclusion Program		N/A	N/A	N/A

Please contact toronto@uli.org to sponsor or for more information.

Thank You To Our Annual Sponsors

DIAMOND SPONSOR



PLATINUM SPONSORS



GOLD SPONSORS



BRIDGE SPONSORS



Truth and Reconciliation

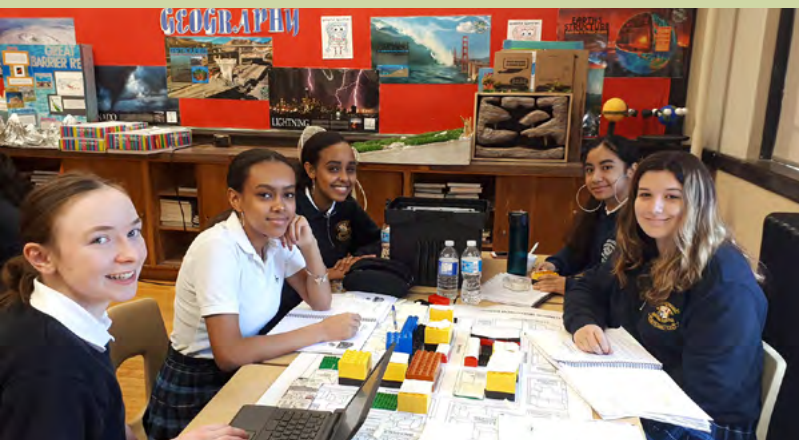
ULI Toronto is committed to advancing a deeper understanding of our region's Indigenous history and the opportunities to embrace Indigenous values in the advancement of our global mission.



UrbanPlan

UrbanPlan has been operating in ULI Toronto for over three years in more than nine local high schools.

The classroom curriculum provides high school students with a hands-on experience in developing realistic land use solutions to real estate challenges and provides them with an understanding of how residents can engage in the development their city.



Curtner Urban Leadership

An annual curriculum-based program designed to immerse mid-career professionals from different disciplines in Toronto city building to create positive change in our city. Led by former City of Toronto Chief Planner Paul Bedford, participants have an opportunity to provide leadership on a critical Toronto issue over the course of 8 months.



Equity, Diversity & Inclusion

The Pathways to Inclusion initiative was created by ULI to increase the participation of equity-seeking communities who are currently underrepresented in the real estate development, land use, and city-building fields. The Pathways to Inclusion Program is supported by the Equity, Diversity & Inclusion committee.



Digital Content & Connection

By leveraging the power of the ULI network, our community can foster industry resilience and endure together during these uncertain times. In the current environment, we are committed to providing timely, practical guidance; best practices; and global insights.

