



## ULI Baltimore Young Leaders 2021 Partnership Forum

*“8-month long mentoring program built to foster an exchange of professional ideas, friendship, and expertise among young real estate professionals and industry veterans.”*

This program matches Baltimore District Council Young Leaders (members under 35) with experienced industry professionals for guidance and support in an atmosphere of confidentiality, trust and respect while offering Mentors an opportunity to strengthen ties with the future leaders of the local real estate community and the Urban Land Institute Baltimore District Council.

The Partnership Forum will be comprised of small groups of Young Leaders, which will meet several times during the year for career discussions, project tours, social events and any other activities the group organizes to promote a greater understanding of real estate, grow your professional network, and strengthen relationships. The program will culminate with group presentations of a Mock RFP (Request for Proposal) to a prospective client. Each group will have a Coordinator, all of whom were participants in the previous year's program and will assist the Mentors in scheduling and organizing events with you, the Mentee.

### Partnership Forum Activities Include:

- **“Show & Tell”** event to introduce yourself to your peers and mentors
- **Virtual & in person seminars** on topics such as:
  - ✓ Leasing
  - ✓ Project Delivery
  - ✓ Development 101
  - ✓ Project Financing
  - ✓ Construction Process and Pricing
  - ✓ Urban Plan ULI event
- **Site Tours** of active construction sites and newly delivered product in the Baltimore Metro.
- **Collaborative Mock RFP** (Request for Proposal) of a real development site in Baltimore. This is an opportunity to apply all the real work experience that you have learned and work together to come up with the highest and best use for a potential development site.

## **2021 Partnership Forum Application**

If you are interested in participating in the program, please submit your *resume*, *ULI Member ID#* (must be a ULI member for the entirety of the partnership forum), and brief responses to the following (limit 250 characters per answer):

1. Why you would like to participate in the 2020 Partnership Forum Program.
2. What is your experience with the Urban Land Institute (ULI)? Tell us what you know about ULI and any previous involvement you have had with ULI, if any.
3. What do you hope to gain by completing the program, and how will you use the information you learn from the program?

**Applications will be accepted now through Friday, March 26, 2021.** Please submit your application to Lisa Norris at [Lisa.Norris@uli.org](mailto:Lisa.Norris@uli.org).

### **Important Program Information:**

- The location of the 04/5/21 kick-off event will be forwarded to the selected candidates. **This event is mandatory.**
- There will be a fee of **\$125** for those accepted into the 2021 program. You will receive a link to complete online payment.
- This is a **Young Leader member-only** program is limited to 30 participants.

If you have any questions, please visit <http://baltimore.uli.org/get-involved/partnership-forum> or contact the Partnership Forum Program Chairs, Brooke Harlandar [BHarlander@sjpi.com](mailto:BHarlander@sjpi.com) and/or Brendan Harman [BHarman@MacKenzieCommercial.com](mailto:BHarman@MacKenzieCommercial.com)