



## ULI Baltimore Young Leaders 2026 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 years of age) with experienced real estate industry professionals who provide guidance, support, and thought leadership in an atmosphere of confidentiality and respect. The program also benefits our ULI Mentors who will have an opportunity to strengthen their ties with the future leaders of the local real estate community and the Urban Land Institute Baltimore District Council.

The Partnership Forum is comprised of small groups of Young Leaders that meet several times during the year for career discussions, project tours and social events. Each event will promote a greater understanding of real estate development, professional network growth, and relationship building. The program will culminate with group presentations of a Mock RFP (Request for Proposal) to a prospective client. Each group has a Coordinator, also Young Leaders who were participants in the previous year's program, that will assist the Mentors in scheduling and organizing events with you, the Mentee.

Please note, this is a **Young Leader member-only** program (participants must be under 35 years of age at the time of submitting application). Additionally, all events are held after working hours. We encourage you to attend all events in-person to gain the full value of the forum.

The Program is limited to a total of **50 participants**, apply today to secure your spot!

### **Why Join?**

- **Professional Exposure:** Direct access to industry leaders and decision-makers.
- **Career Development:** Real-world experience through the RFP process and mentorship.
- **Networking:** Build lasting relationships with peers and professionals across the region.
- **Prestige:** Be part of one of ULI Baltimore's premier programs, known for producing success stories and future leaders.

## Program Schedule:

Date	Event	Location	Time
4/14/2026	Mentor Round Table	TBD	5:30-8:00 PM
<b>4/16/2026</b>	<b>Applications Due</b>	<b>Email Lisa Norris</b>	<b>5:00 PM</b>
4/30/2026	Program Kickoff	MOI	5:30-7:00 PM
May	Group: Show & Tell	<i>To be scheduled by your Coordinator/Mentors</i>	
May/June	Group: Site Tour 1	<i>To be scheduled by your Coordinator/Mentors</i>	
7/9/2026	Halfway Happy Hour	TBD	5:30-7:30 PM
July/August	Group: Site Tour 2	<i>To be scheduled by your Coordinator/Mentors</i>	
8/6/2026	Real Estate Dev. 101	McHenry Row	5:30-7:30 PM
9/9/2026	Mentor Panel	MOI	5:30-7:30 PM
10/22/2026	RFP Kick Off	TBD - On Site of RFP	5:30-7:30 PM
11/12/2026	RFP Competition / Grad.	Engineer's Club	5:00-8:00 PM

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## Partnership Forum Overview:

**Mentor Roundtable:** Unsure of joining the next Partnership Forum? While not officially a part of the Partnership Forum program, the Mentor Roundtable is a great way to preview what is to come throughout the program.

During this exclusive evening, guests will have the opportunity to sit down in small groups with executive level industry leaders – allowing for intimate conversations around their career, successes, challenges, work-life balance, and more.

Food & Beverages included. Register here. [ULI Baltimore Mentor Roundtable - NEW DATE | ULI Baltimore](#)

**Program Kickoff:** Celebrate the start of the program with fellow participants and mentors! Participants will gain a deeper understanding of the program events and RFP competition and will participate in small group breakout sessions with your Group Mentors and Coordinators.

*Food & Beverages included. Mandatory Attendance Requested*

**Group Show & Tell:** Your Group will gather for individual presentations, along with relaxed group happy hour conversations to share your career path / expertise with your fellow group members, Coordinators, and Mentors.

This event is coordinated based on team availability; time and location to be determined by your Coordinators.

**Group Site Tours:** Gain behind the scenes access to recently completed and/or active development projects. Your Group will hear directly from executive leaders who had first-hand experience in the success of the project and in shaping Baltimore. Two Group Site Tours will be held.

These visits are coordinated based on team availability; time and location to be determined by your Coordinators.

**Halfway Happy Hour:** Join us for a mid-program social to reconnect with fellow participants, Mentors, and Coordinators. This evening of networking is a great way to continue building relationships with your peers and learning more from the Mentors and Coordinators in a causal atmosphere!

Food & Beverages included.



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**Real Estate Development 101:** Join Mentors, Owen Rouse (Mackenzie) & Jeff Ratnow (Site Insight), for an evening of real estate education. The duo will provide guidance for your career trajectory within the industry and real-life examples of the successes and challenges around development in Baltimore and beyond.

Food & Beverages included.

**Mentor Panel:** Program Mentors provide candid conversations and personal insight during this intimate panel; allowing participants to ask career & work-life balance questions to help gain insight into their own career paths and shaping their success.

Food & Beverages included.

**RFP Kick Off:** All Groups will meet on site of the proposed project for our RFP Competition. Details around the RFP (Request for Proposal) will be shared with the Group to define parameters and expectations. Your individual Groups will break out to begin brainstorming and strategizing around ways to curate your response to the RFP.

Over the next two weeks, your Group will develop the necessary materials (slide deck, Proforma, etc.) to create a design concept presentation for a panel of judges.

***Mandatory Attendance Requested***

**RFP Competition & Graduation:** Groups will gather at the prestigious Engineers Club in Mt. Vernon for an evening of presentations in response to the RPF. Groups will present design concepts to a panel of judges in a competition against fellow Groups. This live presentation is a great way to cross-collaborate with other disciplines while working towards a greater goal of being awarded the project!

Presentations are timed and Judges will provide feedback to each group.

The commencement of the program ends after the winner of the RPF is awarded. Individuals will have successfully graduated from the program and will receive a certificate of completion for the Partnership Forum.

*Food & Beverages included. Mandatory Attendance Requested*

## How to Apply?

If you are interested in applying for the program, please submit the below criteria by email to:

Lisa Norris at [Lisa.Norris@uli.org](mailto:Lisa.Norris@uli.org).

Application Deadline: **April 16, 2026.**

Requirements:

- A copy of your resume
- Your ULI Member ID# (***must be a ULI member for the entirety of the Partnership Forum***)
- Brief responses to the following questions (limit 250 characters per answer):
  1. Why would you like to participate in the 2026 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?

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There will be a fee of **\$300** for those accepted into the program. You will receive a link from ULI Baltimore to complete online payment prior to the Program Kickoff.

If you have any questions, please visit <http://baltimore.uli.org/get-involved/partnership-forum> or contact the Partnership Forum Program Chairs:

Amberlyn Kauffman [Amberlynk@bctdesigngroup.com](mailto:Amberlynk@bctdesigngroup.com)

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