

# MAKE A LOCAL IMPACT

2025

Sponsorship Opportunities

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WHERE THE FUTURE IS BUILT



[cleveland.uli.org](http://cleveland.uli.org)



216.755.4061



[cleveland@uli.org](mailto:cleveland@uli.org)

# 2024 YEAR IN REVIEW

## What We Do

1. Thoughtful, detailed programming that convenes leaders & decision makers in the real estate industry and beyond, & provides useful take home value
2. Exploration of the most important issues impacting land use today including infrastructure, access to capital, regional growth, public-private partnerships, and sustainability, among others
3. Association with a strong real estate organization that crosses all disciplines, sectors and product types throughout the Northeast Ohio region
4. A professional staff that makes sure you get the most out of your investment in the district council

## Why We Do It: The Mission

The mission of the Urban Land Institute is to shape the future of the built environment for transformative impact in communities worldwide. At a local level, ULI Cleveland brings together a thriving and dedicated multi-disciplinary community of professionals that deliver market based, innovative and implementable solutions throughout the state of Ohio.

## How We Do It

»» Unbeatable Programming: First looks and behind-the-scenes site tours to annual signature educational programs & happy hours for members.

»» Real Estate Diversity Initiative (REDI): The Real Estate Diversity Initiative (REDI) is a comprehensive real estate development training and mentorship program for

people of color, women, and LGBTQ+ individuals. The curriculum covers the spectrum of the real estate development process.

»» Multidisciplinary Networking: Our members are developers, brokers, bankers, financiers, attorneys, architects, engineers, designers, academics, nonprofit partners, and government leaders. ULI is over 45,000 members strong. We are one ULI. Once a member, you have access to events and resources from your local district council here in Cleveland to all others around the country and globe. ULI travels with you.

»» Technical Assistance Panels: Members can serve as panelists for these one- to two-day work sessions that address land use challenges requiring local knowledge to resolve. An objective team of seasoned professionals forms the panel, and its recommendations often build upon the community's existing accomplishments. As always, the outcome is of the high quality for which ULI is known.

»» Women's Leadership Initiative (WLI): WLI Cleveland brings together female members in intimate round tables to discuss best practices in land use and to promote and grow women as leaders in the real estate industry.

»» UrbanPlan: ULI Cleveland hosts UrbanPlan workshops to help participants understand the relationship among community growth, development, and economic vitality. Our members act as facilitators for the course and we are continuing to grow the program across the region.

## District Council Leadership

### District Council Chair

Paul Beegan - Beegan Architectural Design, LLC

### Chair for Mission Advancement

Anthony Whitfield - Milestone Partners

### Treasurer

Elissa Hurtuk - Huntington Bank

### Programs Committee

Peter Zahirsky - Team NEO

Omar Eisa - The Whiting-Turner Contracting Company

### Membership Engagement Committee

Colin McNamara - PGIM Real Estate

### Outreach Committee

Tyrone Patillo - The Robert Weiler Company

Kirstyn Wildey Fritz - McDonald Hopkins LLC

### Young Leaders Committee

Nora Walsh - Project Management Consultants

Gerald Parks - KeyBank

Alex Long - Cuyahoga County Planning Commission

### Women's Leadership Initiative

Liana Lake - Arkinetcis, Inc.

Ann Davis - Newmark

### Regional Product Council

Erin Ryan - DLZ Corporation

### Governance Board

Cathryn Greenwald, Chair - Thompson Hine LLP

Steve Ross - CBRE, Inc.

Mackenzie Makepeace- DiGeronimo Development Team

Adrian Byrne - Lund Byrne Association

Linda Striefsky - Thompson Hine LLP

Greg Ward - F.N.B. Corporation



# INVEST IN ULI

SHOW YOUR SUPPORT FOR THE ULI MISSION

ANNUAL SPONSORSHIP	ICON \$10,000	URBAN VISIONARY \$5,500	SUPPORTER \$3,500	PARTNER \$2,000
1 complimentary ULI Full Membership (\$1,332 value)	●			
1 complimentary ULI Associate Memberships (\$540 value)	●			
1 complimentary ULI YL Associate Memberships (\$270)	●			
Representation on the ULI Cleveland Advisory Board	●	●		
Opportunity to introduce ULI programs at select ULI Cleveland events	●	●	●	
Social media highlight (individual thank you by name or logo on Facebook, Instagram, Twitter and LinkedIn)	●	●	●	
Complimentary registrations to each ULI Cleveland hosted program, including member-only events	8 REGISTRATIONS	5 REGISTRATIONS	2 REGISTRATIONS	1 REGISTRATION
Company recognition on ULI Cleveland website and event promotion including e-alerts, event banners, event brochures	LOGO	LOGO	NAME	NAME
Opportunity to post career openings on the ULI Cleveland website and on social media	●	●	●	●
Table tent with logo at special events	LOGO	LOGO	NAME	NAME
<b>DISCOUNTS</b> 10% discount on multi-year commitments	\$9,000 3-year commitment	\$4,950 3-year commitment	\$3,150 3-year commitment	\$1,800 3-year commitment

\* Complimentary tickets only apply to ULI Cleveland hosted programming and may be used by any person of your choosing, including, but not limited to: clients, company employees, family members, etc. and may be used for member only programming. Admission to ULI National programs, joint programming (programs in partnership with ULI and other organizations), or the REDI program are not included within the complimentary tickets. To redeem complimentary admission, email [Cleveland@uli.org](mailto:Cleveland@uli.org).



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# BECOME A MEMBER OF ULI

## CONNECT. LEARN. GIVE BACK.



The Urban Land Institute stands at the forefront of the land use and real estate industry, a steadfast leader in the best practices for a changing world. For over seven decades, ULI has been a unique and trusted forum where members come together to share and exchange ideas, information and experiences—to shape tomorrow’s horizon and improve the way communities grow.

### ASSOCIATE MEMBERSHIP (\$540 ANNUALLY/ \$45 MONTHLY)

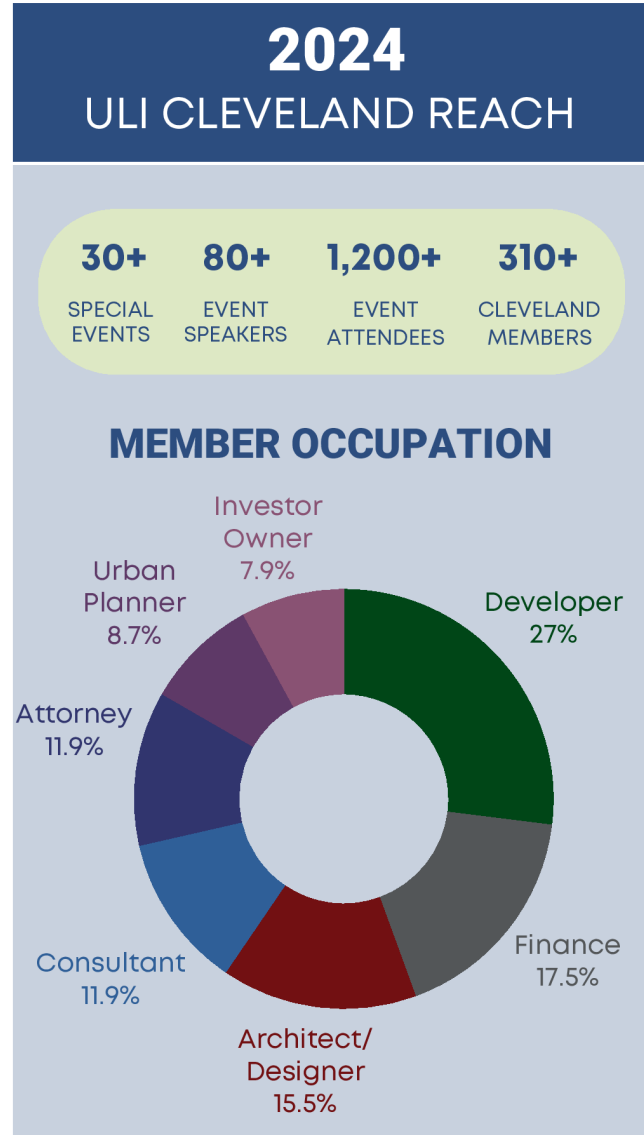
The most popular type of membership, Associate Membership is open to all and enables you to gain access to many of the benefits ULI has to offer. Discounted dues if under 35, or academic, nonprofit, or government official.

### FULL MEMBERSHIP (\$1332 ANNUALLY/ \$111 MONTHLY)

Full Membership is selective and specifically aimed at senior industry professionals. Full Members have added leadership and participation benefits in addition to the benefits Associate Members receive.

### PUBLIC AGENCY MEMBERSHIP (\$680 ANNUALLY)

Three memberships at a discounted rate for government, nonprofit, or academic institutions. Additional discounted rate on ULI Memberships. If an employee member leaves the company, the membership may be transferred to another employee. All current members will be prorated so they have the same start date. Master billing.



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# JOIN THE RANKS

## OF THOSE INVESTING IN ULI CLEVELAND

Our sponsors comprise the leading real estate organizations in the region. Annual sponsors receive many benefits for their contributions to ULI Cleveland, a 501 (c) (3), in addition to the satisfaction of knowing that 100% of the funds are used in our local district.

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|---|--|--|--|
| Icon \$10,000 <input type="checkbox"/>                  | Urban Visionary \$5,500 <input type="checkbox"/>                   | Supporter \$3,500 <input type="checkbox"/>                   | Urban Partner \$2,000 <input type="checkbox"/>                   |
| Icon 3-year Commitment \$9,000 <input type="checkbox"/> | Urban Visionary 3-year Commitment \$4,950 <input type="checkbox"/> | Supporter 3-year Commitment \$3,150 <input type="checkbox"/> | Urban Partner 3-year Commitment \$1,800 <input type="checkbox"/> |

### SPONSORSHIP CONTACT INFORMATION

Company Name: \_\_\_\_\_

Sponsorship Contact Name: \_\_\_\_\_

Sponsorship Contact Email: \_\_\_\_\_

Sponsorship Contact Phone: \_\_\_\_\_

### BECOME A MEMBER TODAY

- Select one of the membership options below.
- Full Member Dues..... \$1,332
  - Discounted dues if under 35..... \$660
  - Discounted dues if academic, nonprofit, or government or if retired.....\$336
  - Associate Member Dues ..... \$540
  - Discounted dues if under 35, or academic, nonprofit, or government official..... \$264
  - Discounted dues if student or retired ..... \$132

Interested in a public agency or corporate membership? Email [Cleveland@ULI.org](mailto:Cleveland@ULI.org)

Personal Information (please complete or attached a business card)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Please email this form to [Cleveland@uli.org](mailto:Cleveland@uli.org) or mail to PO Box 110416 Cleveland, Ohio 44111. Once received, you will be issued a ULI Invoice directing payments to be made out to ULI Cleveland. A portion of your sponsorship may be tax deductible. Please check with your tax advisor for more information.

# GENERAL EVENT SPONSORSHIP

## ULI Cleveland Special Events

ULI Cleveland hosts several special events throughout the year. Below are ways for your organization to be involved with these events throughout 2025. Potential event sponsorships include the ULI Cleveland Summer Social, Winter Social, Finance Panel, Young Leader Ohio Exchange, UrbanPlan workshops and Emerging Trends.



### Hosting Sponsor / \$1,000

#### **Speaking Opportunity:**

- Introduction of keynote presenter or opportunity to speak at event when applicable

#### **Marketing Opportunity:**

- Recognition throughout the event, including company acknowledgement from podium
- Company logo on all print and digital media for this event
- Opportunity to setup marketing collateral in networking lobby

#### **Attendance Opportunity:**

- Four (4) tickets to the event



### Bar Sponsor / \$750

#### **Marketing Opportunity:**

- Recognition throughout the event
- Company logo on all print and digital media for this event

#### **Attendance Opportunity:**

- Two (2) tickets to the event



### Venue Sponsor / \$500

#### **Marketing Opportunity:**

- Recognition throughout the event
- Company logo on all print and digital media for this event

#### **Attendance Opportunity:**

- One (1) tickets to the event



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