

# MAKE A LOCAL IMPACT

**2027**

Sponsorship Opportunities

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**Cleveland**

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WHERE THE FUTURE IS BUILT



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



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

2026

# YEAR IN REVIEW

## What We Do

- 1. High-Impact Programming:** Curated events that bring together top leaders and decision-makers in real estate and related industries, offering timely insights and practical takeaways.
- 2. Relevant & Forward-Looking Content** – Exploration of today's most pressing land use issues, including infrastructure, access to capital, regional growth, public-private partnerships.
- 3. Trusted Industry Network** – Connection with a respected real estate organization that spans disciplines, sectors, and product types across the Northeast Ohio region.
- 4. Dedicated Professional Staff** - A team committed to ensuring you maximize the value of your investment with ULI Cleveland.

## 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: From exclusive first looks and behind-the-scenes site tours to annual signature forums, educational programs, networking events, ULI Cleveland offers experiences you can't find anywhere else.

»» Multidisciplinary Networking: Our members include developers, brokers, bankers, financiers, attorneys, architects, engineers, designers, academics, nonprofit partners, and government leaders. With over 45,000 members worldwide, ULI connects you locally in Cleveland and globally—your membership travels with you, granting access to events, programs, and resources across all ULI district councils.

»» Technical Assistance Panels: These one- to two-day work sessions tackle complex land use and development challenges. Panels are composed of experienced professionals who provide objective, actionable recommendations that build on the community's existing strengths. Members have the opportunity to serve as panelists, contributing expertise while benefiting from the high-quality, practical outcomes for which ULI is renowned.

»» Women's Leadership Initiative (WLI): Connects female members through intimate roundtables, fostering discussions on best practices in land use and supporting the growth and advancement of women leaders across the real estate industry.

»» UrbanPlan: UrbanPlan workshops help participants explore the connections between community growth, development, and economic vitality. Our members serve as facilitators, guiding participants through hands-on learning experiences. In 2025, we hosted a workshop for high school students, and in 2026, we are engaging the broader community and local attorneys.

»» Real Estate Diversity Initiative (REDI): REDI is a comprehensive training and mentorship program that empowers diverse professionals to advance in the real estate industry through hands-on development projects, expert guidance, and networking opportunities.

## District Council Leadership

### District Council Chair

Jack Newton - GBX Group

### Chair for Mission Advancement

Ken Kalynchuk - Project Management Consultants

### Treasurer

Elissa Hurtuk - Kish Bank, SVP, Managing Director

### Programs Committee

Nora Walsh - GBX Group

Sally Ingberg - Forming Bridges, LLC

### Outreach Committee

Kirstyn Wildey Fritz - McDonald Hopkins LLC

Richard Morehouse - Kohrman Jackson & Krantz LLP

### Young Leaders Committee

Halle Miller - Partners Environmental

Andrew Thompson - DS Architecture

Lauren Johanns - First American Title

### Women's Leadership Initiative

Ann Winegar - ENVI Environmental

Nora Hoxha - Hoxha Designs

### Regional Product Council

Stephanie Cieszkowski - THP Limited

Michael Mears - MKSK

### Governance Board

Paul Beegan, Beegan Architectural Design

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



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# INVEST IN ULI

## SHOW YOUR SUPPORT FOR THE ULI MISSION

| ANNUAL SPONSORSHIP                                                                                                                                                                                                           | PLATINUM<br>\$10,000            | ICON<br>\$7,500                 | URBAN<br>VISIONARY<br>\$5,500   | SUPPORTER<br>\$3,500            | PARTNER<br>\$2,000              |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| <b>Membership:</b> 1 complimentary ULI Full Membership (\$1,332 value)                                                                                                                                                       | ●                               |                                 |                                 |                                 |                                 |
| <b>Membership:</b> Complimentary ULI Associate Memberships (\$540 value)                                                                                                                                                     | 2                               | 1                               |                                 |                                 |                                 |
| <b>Advisory Board Seat:</b> One participant gains a seat on the Leadership Council to help guide the strategic direction of ULI Cleveland.                                                                                   | ●                               | ●                               | ●                               |                                 |                                 |
| <b>Speaking Opportunities:</b> Present and highlight your organization at select ULI Cleveland events, showcasing ULI programs to attendees.                                                                                 | ●                               | ●                               | ●                               |                                 |                                 |
| <b>Social Media Recognition:</b> Personalized thank-you or logo feature on Facebook, Instagram, and LinkedIn.                                                                                                                | ●                               | ●                               | ●                               | ●                               |                                 |
| <b>Complimentary Event Registrations:</b> Access all ULI Cleveland programs, including member-only events, for networking and industry insights.                                                                             | 8<br>REGISTRATIONS              | 6<br>REGISTRATIONS              | 5<br>REGISTRATIONS              | 2<br>REGISTRATIONS              | 1<br>REGISTRATION               |
| <b>Company Recognition:</b> Recognition on the ULI Cleveland website and across event promotions, including e-alerts, event banners, and brochures.                                                                          | LOGO                            | LOGO                            | LOGO                            | NAME                            | NAME                            |
| <b>Career Opportunities:</b> Share job openings on the ULI Cleveland website and social media to reach a highly engaged audience, including REDI participants and ULI members, connecting top talent with your organization. | ●                               | ●                               | ●                               | ●                               | ●                               |
| <b>DISCOUNTS</b><br>10% discount on multi-year commitments                                                                                                                                                                   | \$9,000<br>3-year<br>commitment | \$6,750<br>3-year<br>commitment | \$4,950<br>3-year<br>commitment | \$3,150<br>3-year<br>commitment | \$1,800<br>3-year<br>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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## PLATINUM

## ICON

## URBAN VISIONARY

## SUPPORTER

## PARTNER

|                                    |          |         |         |         |         |
|------------------------------------|----------|---------|---------|---------|---------|
|                                    | \$10,000 | \$7,500 | \$5,500 | \$3,500 | \$2,000 |
| <b>Full Membership</b>             | 1        |         |         |         |         |
| \$1,332                            | \$1,332  |         |         |         |         |
| <b>Associate Membership</b>        | 2        | 1       |         |         |         |
| \$540                              | \$1,080  | \$540   |         |         |         |
| <b>Complimentary Registrations</b> | 8        | 6       | 5       | 2       | 1       |
| Emerging Trends (\$75)             | \$600    | \$450   | \$375   | \$150   | \$75    |
| Summer Social (\$65)               | \$520    | \$450   | \$325   | \$130   | \$65    |
| Winter Social (\$65)               | \$520    | \$390   | \$325   | \$130   | \$65    |
| Annual Finance Panel (\$65)        | \$520    | \$390   | \$325   | \$130   | \$65    |

**TOTAL VALUE** **\$4,572!** **\$2,220** **\$1,350** **\$540** **\$270**

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.

## 2026 ULI CLEVELAND REACH

30+

SPECIAL  
EVENTS

80+

EVENT  
SPEAKERS

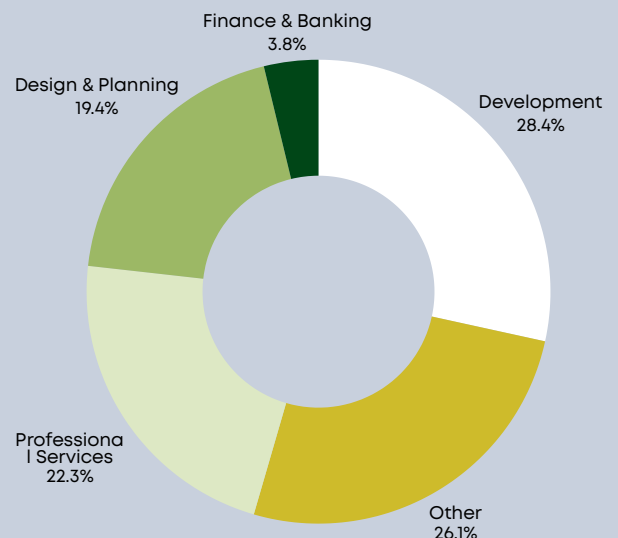
1,200+

EVENT  
ATTENDEES

275+

CLEVELAND  
MEMBERS

### MEMBER OCCUPATION



4,000  
Email  
Subscribers



16,000  
LinkedIn  
Connections



1,500  
Instagram  
Followers



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# EVENT SPECIFIC SPONSORSHIP

## *Real Estate Diversity Initiative - ULI Cleveland Diversity, Equity, and Inclusion*

Celebrating its sixth year, **ULI Cleveland Real Estate Diversity Initiative** is a 13-week 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. Thirty participants step into the role of a real estate developer, gaining direct knowledge and experience working in teams to produce a development plan, pro-forma, and marketing plan for a real project.



### **Presenting Sponsor / \$5,000**

*One (1) opportunity available*

#### **Speaking Opportunity:**

- Opportunity to present to the REDI cohort
- Invitation to the REDI kickoff reception, team presentations, and graduation to network with participants.

#### **Marketing Opportunity:**

- Recognition throughout the program
- Company logo on REDI website, email blasts, all print and digital media

#### **Attendance Opportunity:**

- Complimentary admission for two (2) participants within the 2026 cohort once approved through the interview process

### **Contributing Sponsor / \$3,000**

#### **Speaking Opportunity:**

- Invitation to the REDI kickoff reception, team presentations, and graduation to network with participants.

#### **Marketing Opportunity:**

- Recognition throughout the program
- Company logo on REDI website, email blasts, all print and digital media

#### **Attendance Opportunity:**

- Complimentary admission for one (1) participants within the 2026 cohort once approved through the interview process

### **Supporting Sponsor / \$1,500**

#### **Speaking Opportunity:**

- Invitation to the REDI kickoff reception, team presentations, and graduation to network with participants.

#### **Marketing Opportunity:**

- Company logo on REDI website, email blasts, all print and digital media



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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.

|                                |                          |                                           |                          |                                     |                          |                                         |                          |
|--------------------------------|--------------------------|-------------------------------------------|--------------------------|-------------------------------------|--------------------------|-----------------------------------------|--------------------------|
| 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.

