MAKE A LOCAL IMPACT

2027

Sponsorship Opportunities

ULI Cleveland

WHERE THE FUTURE IS BUILT

cleveland.uli.org 216.755.4061 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
Gerald Parks - KeyBank

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

INVEST IN ULI

SHOW YOUR SUPPORT FOR THE ULI MISSION

ANNUAL SPONSORSHIP	PLATINUM $10,000	ICON $7,500	URBAN VISIONARY $5,500	SUPPORTER $3,500	PARTNER $2,000
Membership: 1 complimentary ULI Full Membership ($1,332 value)	●				
Membership: Complimentary ULI Associate Memberships ($540 value)	2	1			
Advisory Board Seat: One participant gains a seat on the Leadership Council to help guide the strategic direction of ULI Cleveland.	●	●	●		
Speaking & Spotlight Opportunities: Present and highlight your organization at select ULI Cleveland events, showcasing ULI programs to attendees or through Cleveland.uli.org.	●	●	●		
Social Media Recognition: Personalized thank-you or logo feature on Facebook, Instagram, and LinkedIn.	●	●	●	●	
Complimentary Event Registrations: Access all ULI Cleveland programs, including member-only events, for networking and industry insights.	8 REGISTRATIONS	6 REGISTRATIONS	5 REGISTRATIONS	2 REGISTRATIONS	1 REGISTRATION
Company Recognition: Recognition on the ULI Cleveland website and across event promotions, including e-alerts, event banners, and brochures.	LOGO	LOGO	LOGO	NAME	NAME
Career Opportunities: 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.	●	●	●	●	●
DISCOUNTS 10% discount on multi-year commitments	$9,000 3-year commitment	$6,750 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.*

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	PLATINUM VISIONARY	ICON	URBAN	SUPPORTER	PARTNER
	$10,000	$7,500	$5,500	$3,500	$2,000
Full Membership	1				
$1,332	$1,332				
Associate Membership	2	1			
$540	$1,080	$540			
Marketing & Visibility	$7,500	$5,500	$4,000	$3,000	$1,750
Complimentary Registrations	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
Tours & Other Events (6 x $30)	$1,440	$1,080	$150	$360	$180

Estimated value includes memberships, event registrations, and year-round marketing and visibility benefits.

ESTIMATED ANNUAL SPONSORSHIP VALUE	**$13,512**	**$8,800**	**$5,650**	**$3,900**	**$2,200**

2026 ULI CLEVELAND REACH

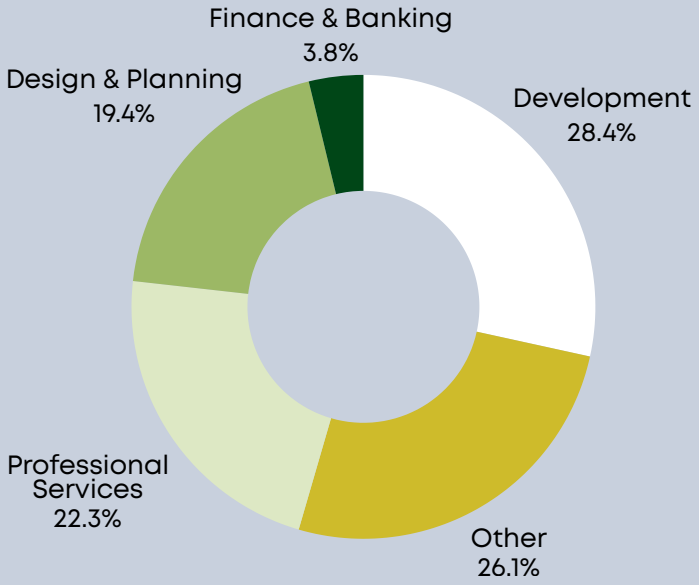
30+ SPECIAL EVENTS

80+ EVENT SPEAKERS

1,200+ EVENT ATTENDEES

275+ CLEVELAND MEMBERS

MEMBER OCCUPATION



4,000 Email Subscribers
40% open rate

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 16-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

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.

- ☐ Platinum $10,000
- ☐ Icon $7,500
- ☐ Urban Visionary $5,500
- ☐ Supporter $3,500
- ☐ Partner $2,000
- ☐ Platinum 3-year Commitment $9,000
- ☐ Icon 3-year Commitment $6,750
- ☐ Urban Visionary 3-year Commitment $4,950
- ☐ Supporter 3-year Commitment $3,150
- ☐ Partner 3-year Commitment $1,800

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

Personal Information (please complete or attached a business card)

Name: _____

Title: _____

Company: _____

Address: _____

Email: _____

Phone: _____

Please email this form to 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.

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GENERAL EVENT SPONSORSHIP

ULI Cleveland Winter Social

Join ULI Cleveland for our annual Winter Social on December 10 from 4:00-7:00 PM at the new Patrick S. Parker Community Sailing Center on E. 55th Street. This signature year-end event brings together real estate, land use, and community leaders from across Northeast Ohio for an evening of networking and connection. Sponsorship provides visibility before and during the event while demonstrating your support for ULI Cleveland and the region's built environment.







EXCLUSIVE PRESENTING SPONSOR (ONE AVAILABLE) / $750

Marketing Opportunity:

- Premier logo placement (“presented by”) on all print and digital event signage and promotions, including:
  - Event emails
  - Event webpage
  - On-site signage
- Company acknowledgement during remarks and opportunity to speak at event

Attendance Opportunity:

- Four (4) tickets to the 2026 Winter Social

EVENT SPONSOR / $550

Marketing Opportunity:

- Logo placement on all print and digital event signage and promotions, including:
  - Event emails
  - Event webpage
  - On-site signage
- Company acknowledgement during remarks
- Option to sponsor specific element of the event
  - Bar
  - Appetizers
  - Registration

Attendance Opportunity:

- Two (2) tickets to the 2026 Winter Social

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