PARTNERSHIP OPPORTUNITIES 2020 - 2021

The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.
ULI HOUSTON WOULD NOT EXIST WITHOUT THE GENEROUS SUPPORT OF OUR PARTNERS.

Along with membership, it is the most meaningful way to align your brand and to support our mission. Annual partners receive year-round recognition and all revenue goes directly to local activities.

<table>
<thead>
<tr>
<th>Annual Partnership</th>
<th>Champion* $25,000+</th>
<th>Benefactor $15,000</th>
<th>Presenting $10,000</th>
<th>Supporting $5,000</th>
<th>Contributing $3,500</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presence on ULI website</td>
<td>Home Page + Logo Hyperlink</td>
<td>Home Page + Logo Hyperlink</td>
<td>Logo Hyperlink</td>
<td>Logo</td>
<td>Listing</td>
</tr>
<tr>
<td>Leadership Luncheon Recognition (Pre-Event Emails, During Event)</td>
<td>Yes + mention in announcements</td>
<td>Yes + mention in announcements</td>
<td>Logo</td>
<td>Listing</td>
<td>Listing</td>
</tr>
<tr>
<td>Complimentary Tickets (Tickets for Champion, Benefactor and Presenting Partners may be used at: Luncheons, Breakfasts or Tours. RSVP required ahead of events.)</td>
<td>Annual Ticket Package*</td>
<td>Annual Package (40 tickets)</td>
<td>Annual Package (40 tickets)</td>
<td>4 Tickets per Leadership Luncheon</td>
<td>2 Tickets per Leadership Luncheon</td>
</tr>
<tr>
<td>Virtual Programming</td>
<td>Season Pass</td>
<td>Season Pass</td>
<td>Season Pass</td>
<td>Season Pass</td>
<td>4 Leadership Luncheon Tickets if virtual</td>
</tr>
<tr>
<td>Complimentary tickets to exclusive partners-only program(s)</td>
<td>*</td>
<td>6</td>
<td>6</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>Complimentary Associate Membership (local to Houston)</td>
<td>*</td>
<td>2</td>
<td>2</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Social Media Highlight</td>
<td>*</td>
<td>☑</td>
<td>☑</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Website Content (Examples: Leadership Feature, Case Study or Blog Post**)</td>
<td>*</td>
<td>☑</td>
<td>☑</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Priority Wait-List for Event Tickets</td>
<td>*</td>
<td>☑</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ability to Register One Non-Member Guest at Member’s Only Events at the Member’s Discounted Price</td>
<td>*</td>
<td>☑</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fall or Spring Meeting Registration</td>
<td>*</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Event Partnership Recognition (Silver Level Signature Event Partnership, Sporting Clay Team, Presenting Level Partnership of standard program**)</td>
<td>*</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* The Champion partnership is tailored exclusively to the interests of your firm. ULI will work closely with you to customize it to best suit your organization.

** With exception of a Leadership Feature, content to be prepared by sponsor with ULI approval and posted on ULI website. Posts will be labeled as sponsor feature.

** Standard program can include Members Only tours, Young Leader events, Members Only breakfasts, etc. Presenting level sponsorships are subject to availability and benefits can include tickets to event, top billing sponsor recognition, ability to introduce panel/moderator and other benefits as approved by ULI.

INVEST IN ULI

Sign up to partner with ULI Houston on our form:

Houston.uli.org/partnership
Program Partnerships are available for all public events ULI Houston produces. Plan ahead and commit to multiple events, or combine with an annual partnership, receiving year-round recognition in addition to event-specific benefits!

<table>
<thead>
<tr>
<th>Signature Events</th>
<th>Presenting*</th>
<th>Platinum*</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
<th>Table</th>
</tr>
</thead>
<tbody>
<tr>
<td>Development of Distinction Awards</td>
<td>$25,000</td>
<td>$7,500</td>
<td>$5,000</td>
<td>$3,500</td>
<td>$1,750</td>
<td>N/A</td>
</tr>
<tr>
<td>Marketplace</td>
<td>$20,000</td>
<td>$10,000</td>
<td>$7,500</td>
<td>$5,000</td>
<td>N/A</td>
<td>$3,000</td>
</tr>
<tr>
<td>Sporting Clays</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* For virtual program pricing, please contact us.

- **Program Partnership**

<table>
<thead>
<tr>
<th>Program Partnership</th>
<th>Presenting*</th>
<th>Table</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breakfast (Members Only, Initiative Focused Breakfasts)</td>
<td>$2,000</td>
<td>$500</td>
</tr>
<tr>
<td>Leadership Luncheon</td>
<td></td>
<td>$1,000**</td>
</tr>
<tr>
<td>Site Tours/Casual Happy Hours (Young Leader/Member Tours, YL/Rice Capital Markets Event)</td>
<td>$1,500</td>
<td></td>
</tr>
<tr>
<td>Dinner/Formal Cocktail Hour (WLI Fall Reception, WLI Dinner &amp; Dialogue, YL Holiday Party)</td>
<td>$3,000</td>
<td>$1,000**</td>
</tr>
<tr>
<td>Virtual Program</td>
<td></td>
<td>For virtual program pricing, please contact us.</td>
</tr>
</tbody>
</table>

- **At Event Recognition**

| Event media (email, website)                                  | Top Billing | Listing |
|                                                              |             |         |

- **Introduce guest speaker**

| Complimentary registrations                                   | 8           | 8**      |
|                                                              |             |         |

- **Tickets to exclusive partner only program**

|                                                              | 1           |         |

* When feasible, additional benefits will be available for Presenting and Platinum level partners. ** Table applies to Dinner & Dialogue. ** Leadership Luncheon Tables include 10 seats.
COMBINE EVENTS WITH ANNUAL SUPPORT FOR EXTRA RECOGNITION.

Program Partnerships are available for all public events ULI Houston produces. Plan ahead and commit to multiple events, or combine with an annual support, receiving year-round recognition in addition to event-specific benefits!

ANNUAL PROGRAMMING SUPPORT ensures our affinity groups and community support programs thrive. For more information on packages for annual support, contact Houston@uli.org.

Young Leader - Networking and tours focused on members under the age of 35

NEXT - Programming centered around invitation only small leadership groups for those in management and over the age of 35

Women’s Leadership Initiative - Programs focused on elevating Women in Real Estate

UrbanPlan - Interactive program for students and community leaders to learn about real estate fundamentals

Building Industry Leaders - A program hosted by Young Leaders and Boys & Girls Club of Greater Houston to teach students about real estate development

Young Leader & Graduate Mentorship - Senior real estate leaders serve as mentors to Young Leaders and Graduate Students.

STANDARD PROGRAMS are planned by our councils and committees that typically take place during breakfast, happy hour or dinner.

Centers and Initiatives/Member Breakfasts - Members only panel breakfast featuring topics related to ULI’s Centers & Initiatives such as the Terwilliger Center for Housing or Building Healthy Places, or additional topics related to member interests

Leadership Luncheons - ULI hosts luncheons throughout the year with expert panels discussing current and relevant topics impacting commercial real estate. Annual sponsors receive complimentary tickets to these events

Site Tours (Young Leader Happy Hour Tours or Members Only Breakfast Tours) - Networking events after hours or during breakfast at interesting developments around town. Includes tour or guest speaker to present story of development

Young Leader Rice Capital Markets Panel Discussion and Networking Happy Hour - Annual capital markets panel discussion and happy hour. Hosted with the Rice Real Estate Club

Young Leader Holiday Party - Annual networking reception

WLI Fall Reception - Annual networking reception

WLI Dinner and Dialogue - Annual networking dinner with a respected real estate executive as the featured guest sharing her personal story to success in the industry

WLI Off the Record - Small group dinners up-close-and-personal with two of the most dynamic and engaging real estate and land use leaders who are making things happen in Houston. For information on Off the Record sponsorship, contact Houston@uli.org

SIGNATURE EVENTS are highly attended, regularly scheduled offerings

The Development of Distinction Awards
An annual event following ULI’s tradition of honoring developments and open spaces that uphold ULI Houston’s mission that seeks to inspire land use that fuels the creation of a flourishing global region. Early 2021 / Attendees 250+

Marketplace
This half-day conference includes panel topics, breakout sessions, tours and a sponsorship marketplace. Spring 2021 / Attendees 200+

Sporting Clay Scholarship Classic
An annual sporting clay tournament with networking before and after the shoot. A portion of the event proceeds are donated as scholarships to graduate real estate programs at local universities. September 17, 2020 / Attendees 200+

VIRTUAL PROGRAMS
In response to COVID-19, ULI Houston pivoted quickly to offer programming and networking opportunities in a virtual environment, including topics such as taxes, resiliency, and leadership, while additionally offering joint programs with regional district councils. We will continue to be flexible during this uncertain time and will offer creative virtual approaches to connect our members and keep them informed on relevant topics should we not be able to meet in person.

The Urban Land Institute is a preeminent global organization bringing together the leading practitioners and observers of the real estate industry to promote best practices and discuss policy solutions. Transwestern is proud to support and contribute to this effort through ULI Houston.

- Carleton Riser
President, Transwestern Development Company
ULI Houston is grateful for the generous support of our Annual and Event Partners. We appreciate that they have chosen to stand with ULI in representing the industry leaders committed to providing best practices, creating enduring value and an impact on our communities.

Champion

Benefactor

Presenting

Supporting

Bank of America
BGE, Inc.
BoyarMiller
Cadence Bank
Cardno
Costello/7gen Planning
EE Reed
Friendswood Development Company

HOAR Construction
Huitt-Zollars
Kirksey
LJA Engineers
Method Architecture
MLB Capital Partners
Pape-Dawson

Pearland EDC
Skanska
Stantec
TBG Partners
Trammell Crow Company
Winstead

Contributing

Clark Condon
DPR
Edge Realty Capital Markets
Gensler
Hines
Jackson Walker

JLLCapital Markets
Kimley-Horn
Kudela & Weinheimer
Levcor, Inc.
Mission Management Company
Newland Real Estate Group

Old Republic Title
Page
Perkins & Will
Tramonte Design Studio
Wolff Companies
Ziegler Cooper Architects
Management Committee

Cortney Cole
JLL Capital Markets
District Council Chair

Jamie Bryant
Midway
Treasurer

Edwin Friedrichs
Walter P Moore
Public Policy Chair

John Paul Garland
The Hanover Company
NEXT Chair

Ashley Grigsby
Transwestern
Women’s Leadership Initiative Chair

Justin Levine
Levcor, Inc.
Chair of Mission Advancement

Kristina Malek
Kimley-Horn
Membership Chair

Patti Miller
EE Reed
Programs Chair

Jennifer Raymond
JPR Commercial Real Estate Partnership Chair

Jason Tramonte
Tramonte Design Advisory Board Chair

Sherry Weesner
SMW Principle Solutions, Inc.
Centers & Initiatives Chair

Junious Williams
Ashton Woods Homes Young Leader Chair

Lindsey Woodard
EHRA Engineering Communications Chair

Governance Committee

Abbey Roberson
Texas Medical Center Governance Committee Chair

Jonathan Brinsden
Midway

Greg Erwin
Winstead, P.C.

Bill Odle
TBG Partners

Carleton Riser
Transwestern

Tim Williamson
Cadence Bank

Reid Wilson
Wilson, Cribbs & Goren, P.C.

For more than 25 years, ULI has been an important part of my career. ULI, both locally and nationally, is my primary place to connect with other industry leaders, share best practices, and work to positively impact communities. ULI has always shaped how I think about real estate, the role our company can play in the industry, and the impact we can have in the communities in which we work.

- Jonathan Brinsden
CEO, Midway
Chair, ULI Americas

ULI Houston’s diverse membership provides meaningful ways for members to connect and exchange ideas on the latest trends, innovative solutions, and what’s happening in real estate. Camden is proud to be a longstanding sponsor of ULI Houston!

- Laurie Baker
Executive Vice President, Camden

ULI’s value to our organization far exceeds the cost considering the available resources, learning, and peer/client interaction.

- Edwin Friedrichs
Senior Principal, Walter P Moore

David Kim, Executive Director
ULI Houston
David.Kim@uli.org

Misty Loocke, Director
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Misty.Loocke@uli.org

Houston.uli.org