



Houston

## **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.



# ANNUAL PARTNERSHIPS

## 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.

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

\* 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](https://Houston.uli.org/partnership)

# PROGRAM PARTNERSHIPS

## 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 partnership, receiving year-round recognition in addition to event-specific benefits!

Signature Events	Presenting*	Platinum*	Gold	Silver	Bronze	Table
Development of Distinction Awards	\$25,000	\$7,500	\$5,000	\$3,500	\$1,750	N/A
Marketplace	\$20,000	\$10,000	\$7,500	\$5,000	N/A	\$3,000
Sporting Clays	Visit <a href="http://houston.uli.org/sportingclays">houston.uli.org/sportingclays</a> for more information.					

Logo on marketing materials	Top Billing w/ Event Logo	Large	Medium	Small	Listing	Listing
Event Media (email, website)	✓	✓	✓	✓	✓	✓
Featured on event collateral	✓	✓	✓	✓	✓	✓
Complimentary registrations	16	10	10	8	4	10
Priority seating	✓	✓	✓			
Additional Recognition Opportunities	MC & Annual Benefits	Cocktail Reception	Valet/Ride Share	Mentorship		
Marketplace Specific Benefit: Marketplace Booth w/ preferred space based on partner level	✓	✓	✓	✓		✓
Award Specific Benefit: VIP reception invitations	16	10	5	4	2	

Program Partnership	Presenting*	Table
Breakfast (Members Only, Initiative Focused Breakfasts)	\$2,000	\$500
Leadership Luncheon		\$1,000**
Site Tours/Casual Happy Hours (Young Leader/Member Tours, YL/Rice Capital Markets Event)	\$1,500	
Dinner/Formal Cocktail Hour (WLI Fall Reception, WLI Dinner & Dialogue, YL Holiday Party)	\$3,000	\$1,000**
Virtual Program	For virtual program pricing, please contact us.	
At Event Recognition	Top Billing	Listing
Event media (email, website)	✓	
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.

# PROGRAM PARTNERSHIPS

## 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](mailto: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](mailto: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

# FY20 Annual Partners Thank you!

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



WILSON CRIBBS + GOREN  
REAL ESTATE LAW

## 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

# FY 21 Leadership

## 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.

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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

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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

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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



Houston

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