



**Urban Land Philadelphia
Institute**

ANNUAL REPORT JANUARY 2020



What's Inside

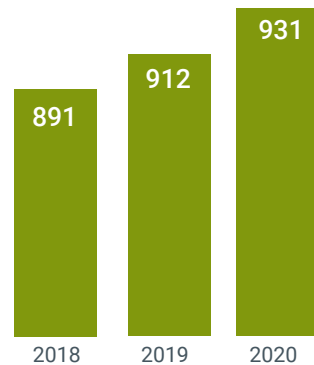
Membership
Mission
Real Estate Forecast
Shaping Communities

Thought Leadership
UrbanPlan
Events + Programs
Financial Information

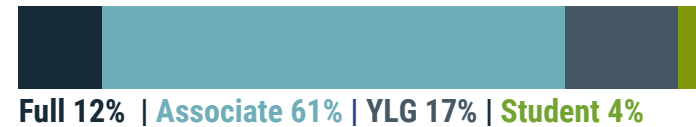
WHO IS ULI PHILADELPHIA?

Membership

Growth



Type



Engagement



Initiatives

The Membership Committee hosts quarterly new member open houses and ULI Philadelphia will develop a Diversity & Inclusion framework in 2020.

Local Leadership

- 34 Members in Leadership Positions
- 380 Members on Committees + Councils
- 67 Mentors Serving 141 Mentees

National Participation

- 47 National Product Council Members
- 165 National Meeting Attendees
- 8 Advisory Service Panelists

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.

The ULI Philadelphia District Council **promotes our mission** throughout Greater Philadelphia, the Lehigh Valley, Central Pennsylvania, Southern New Jersey and Delaware by advancing the open exchange of ideas, research and practical experiences among industry leaders dedicated to developing better places. ULI Philadelphia members are part of a **global network** representing more than **45,000 practitioners worldwide**.

Real Estate Forecast 2020

With an extended discussion about how the Life Sciences sector is affecting growth across all asset classes, the Real Estate Forecast 2020 was the largest to date.

- 655 attendees
- 9 panelists
- 3 new afternoon programs



MAKING AN IMPACT



Shaping Communities

Through **advisory services**, ULI Philadelphia leverages the expertise of our members to help resolve real estate and land use challenges faced by municipalities and nonprofit organizations.

FY19

2 Local Assistance Panels
22 Expert Volunteers
660 Hours of Service

FIRST HALF FY20

2 National Study Panels
16 Expert Volunteers
960 Hours of Service

IN THE PIPELINE

3+ Local Assistance Panels



Building Thought Leadership



Advancing *Housing for Equity: An Action Plan for Philadelphia*, informing new tools to preserve naturally-occurring **affordable housing**.



In partnership with PIDC, improving the industry's readiness to respond to the **changing nature of work**.



Partnering with City of Philadelphia to advise on building performance program and **climate change** planning.



Introducing UrbanPlan

UrbanPlan is an engaging classroom-based curriculum in which participants - high school students, university students, public officials or community members - learn about the fundamental forces that affect real estate development in our communities.

Make an impact, learn how to get involved at
philadelphia.uli.org

Events + Programs

Through a wide variety of educational programming, ULI Philadelphia shares unique perspectives and content on pressing land use and development issues.

FY19 Programs

25 programs
2,191 attendees

Tours	5
Trainings	2
Panels	9
Partner	2
Other	7

FIRST HALF

FY20 Programs

16 programs
1,764 attendees

Tours	4
Series	2
Panels	6
Other	4

Financial Information

Revenue \$587,232



Expenses \$502,245



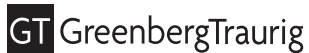
FY20 Annual Sponsors Thank you!

ULI Philadelphia is grateful for the generous support of our Annual and Event Sponsors. 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.

Urban Visionary



Diamond



Leadership Circle



Platinum



Gold

Archer & Greiner
INTECH Construction
Kitchen & Associates

TD Bank
The Flynn Company
The Norwood Company

Turner Construction
Urban Engineers
Wexford Science + Technology

Silver

Aegis Property Group
AMC Delancey
BB&T
Campus Apartments
Coscia Moos Architecture
Econsult Solutions
Equus Capital Partners
Fineman Krekstein & Harris
Harkins Builders

High Real Estate Group
JDAVIS
JKRP Architects
Khler Harrison Harvey Branzburg
LCOR, Inc.
LF Driscoll
MacIntosh Engineering
Pennoni Associates
PNC Real Estate

Saul Ewing
T&M Associates
Timothy Haas & Associates
The Harman Group
Torcon
University City Science Center
Wohlsen Construction Company
WSFS

Friend

Delaware Valley Regional Planning Commission

Philadelphia Industrial Development



ULI PHILADELPHIA REACH



Email Distribution

6,500+ distribution
24% newsletter open rate
25% weekly email open rate



Events

Sponsors are featured in event collateral, marketing and web content.
2,685+ attendees
24+ programs



Social Media

Social media aligns sponsors' brands with ULI's online audience.
Monthly Twitter impressions up to 52k

Monthly LinkedIn impressions up to 6.5k



Website

ULI website redesign completed Spring 2019. New digital tools to enhance online user experience include: The Membership Directory; Knowledge Finder; and Navigator.



**Urban Land Philadelphia
Institute**

1818 Market Street, Suite 3300
Philadelphia, PA 19103

philadelphia.uli.org
philadelphia@uli.org