

Dear ULI Philadelphia Members, Sponsors and Partners,

We are coming off a very unique and challenging year for our communities and our industry, one of unconventional hardships, but we are proud to say that time after time, our members rose to the occasion. We have been inspired and encouraged by your dedication to our mission and your support of each other through a very difficult time. Our organization has endured decades of market cycles, and now we have come out of this year more resilient and more connected to our mission because of you. As we look to the future, with your support we will continue to lead—on economic recovery, innovative best practices in a new hybrid world and improving diversity, equity and inclusion in our organization and industry.

Though the format in which we provided our content changed in response to the pandemic, our commitment to providing knowledge, connection and impact remained strong. This past year, ULI Philadelphia:

- Brought [UrbanPlan](#) to civically engaged Philadelphia residents looking to gain a deeper understanding of the development process and how the built environment is shaped in their communities.
- Appointed a group of Advisors and established our [Diversity, Equity and Inclusion framework](#). We've made progress on the commitments laid out in the framework, expanding work on promoting equitable development, addressing access to capital issues, sharing best practices and creating a pathway for improved DEI among ULI Philadelphia leadership and members.
- Produced four advisory services projects, conducting two **Technical Assistance Panels** on responsible growth in [Exton](#), PA and investment in life sciences manufacturing in the [Lower Schuylkill District](#) of Philadelphia; and two national **Advisory Services Panels**, targeted at helping the City preserve Philadelphia's naturally occurring affordable housing stock and the Delaware River Waterfront Corporation strategize resilient pier development strategies along the waterfront.
- Provided a 4-part career and professional development training through a newly developed [Mentorship Program](#).
- Leveraged our global networks to provide real-time information through 30+ live and on-demand **webinars**, including [partner events](#) with neighboring District Councils to convene on regional conversations.
- Continued to convene and engage hundreds of members around relevant real estate and land use topics.

This work just scratches the surface. As we enter a new fiscal year, we will continue to support and drive policy work through partnerships in the Future of Work, Life Sciences, Housing Affordability and Sustainability. We are exploring the return to in-person activities as health conditions improve and it is safe for our members and will continue to provide virtual options to increase our audience and reach. To do this, we need your help and are asking for your support by renewing or becoming an FY22 ULI Philadelphia annual or event sponsor.

Enclosed you will find information about 2022 Sponsorship Benefits along with a snapshot of our work. In continuing to support ULI Philadelphia, you will be sustaining our ability to provide knowledge, connection and impact. This includes support for UrbanPlan; our Diversity, Equity & Inclusion Initiatives; Advisory Services, and various educational programming. **100% of your sponsorship funds stay with the Philadelphia District Council. We need your support now more than ever.**

ULI and its members will continue to shape the future of the built environment for transformative impact. We encourage you to be a part of the impact by supporting ULI Philadelphia in 2022. Please commit your sponsorship funds by completing the commitment form **by Friday, July 16**. Our Annual Sponsor Appreciation Breakfast will feature a project overview and tour of Powel Elementary / Science Leadership Academy, a new public school in West Philadelphia that was a result of a unique public and private partnership between Drexel University and the School District of Philadelphia. More information forthcoming, save the date for July 14.

Please feel free to reach out with questions and continue to stay safe and healthy.

Best,



Alan Razak  
Chair, ULI Philadelphia  
Principal, AR Spruce



Laura Slutsky  
Executive Director  
ULI Philadelphia



Pete Cramer  
Co-Chair, Investment Committee  
Director of Development, Wexford  
Science & Technology



Shawn McAnally  
Co-Chair, Investment Committee  
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