



San Antonio



ULI San Antonio

2021 ANNUAL SPONSORSHIP OPPORTUNITIES

“ULI San Antonio has become a thought leader and positive change agent for San Antonio. For companies who need a vibrant city that attracts and retains talent, ULI is great place to invest. Our excellent member-led programs, events and initiatives are all made possible by our Annual Sponsors.”

Omar Gonzalez, Hemisfair / ULI San Antonio Chair

CONNECT

|

EDUCATE

|

CONVENE



WHO WE ARE

The Urban Land Institute (ULI), founded in 1936 after the Great Depression, is a nonprofit research and education organization dedicated to providing leadership in the responsible use of land and in creating and sustaining, thriving communities worldwide.

ULI has over 45,000 members globally, representing the entire spectrum of land use and development disciplines in private enterprise and public service. ULI San Antonio is one of ULI's fastest growing and most engaged District Councils with over 550 members and growing.



WHAT WE DO

CONNECT PEOPLE - bring people together to deepen professional relationships within and beyond our membership through networking, mentoring and problem solving.

SHARE KNOWLEDGE - deliver cutting-edge content and programming on real estate market and land use trends to raise the bar for development and design quality.

NEUTRAL CONVENER - convene dialog among public and private sector industry leaders to foster collaboration in an unbiased exchange of ideas.

CATALYST - promote meaningful discussion around catalytic projects and ideas affecting land use and economic development to broaden perspectives and create momentum from possibility.

CHANGE AGENT - be a thought leader working to shape public policy and improve the way communities grow.

INSTITUTE FOR IMPACT - lead solutions on the most pressing land use and real estate development challenges and opportunities.





San Antonio

ULI MEMBERS LEAD THE WAY

1

Hosting quarterly **Leadership Luncheons** at the Tobin Center on timely, thought-provoking topics with high caliber speakers on the forefront of global trends. ULI/SA also offers **Lunch & Learns**, **Insider Project Tours** and speaker engagement opportunities for sponsors.

2

Providing strategic advice on complex planning and land use issues through councils like **ULI/SA's Energy Task Force** and **Technical Assistance Panels**, bringing in area leaders to help resolve real estate-related challenges for public agencies or non-profits.

3

Engaging area communities with **ULI/SA Public Sector Workshops** on important issues to exchange ideas and enhance understanding has resulted in opportunities for strong public and private sector collaboration in support of sustainable growth and development.

4

Launching six **ULI/SA Local Member Councils** -- topically-focused, multi-disciplinary groups that meet regularly to share best practices, study industry trends and discuss issues. The new councils are Housing, Mobility, Neighborhood Development, Urban Core, Public Spaces and Office Owners/Developers.

5

Connecting members through ULI/SA affinity groups like the **Young Leaders Group**, **NEXT** and **Women's Leadership Initiative (WLI)**, furthering the visibility of women and advancement of diversity. These peer groups offer members the opportunity to convene around real estate development in San Antonio.

6

Mentoring over 300 ULI /SA Young Leader members since 2013 with the **ULI Mentorship Forum**. This popular program pairs Young Leaders with senior-level members to connect, learn and create lasting relationships. ULI/SA members are also engaging with UTSA students through **UrbanPlan** again this Fall and planning a new **Development 360** program for 2021.



FY21 LEADERSHIP

TAKING ULI SAN ANTONIO TO THE NEXT LEVEL

Management Committee

San Antonio District Council Chair

Omar Gonzalez / Hemisfair

Vice-Chair / Chair for Mission Advancement

Corrina Green / UTSA

Governance Council Chair

Madison Smith / Overland

Treasurer

Cara DeAnda / Galaxy Builders & Versa Development

Sponsorship Committee Co-Chairs

Erin Bley / The Kaufman Group

Johnny Johnston / Chicago Title

Golf Committee Co-Chairs

Sloan Thomas / Alamo Title

Beverly Baldwin / Alamo Architects

Membership Engagement Committee Co-Chairs

Gene Williams / CBRE

Jeremy DeLaHoussaye / PJS

Programs Committee Co-Chairs

Leadership Luncheons: Matt Cox / Kimley-Horn

Leadership Luncheons: Andi Rodriguez / Centro San Antonio

Lunch & Learns: Taylor Dawson / Pape-Dawson

Lunch & Learns: Julia Murphy / City of San Antonio

Communications Committee Co-Chairs

Lauren Sage / City of San Antonio

Jenny Park / Somos Real Estate

Impact Committee Chair

Clint Wynn / Hixon Properties

Local Product Council Chair

Karl Baker / Golden Steves Gordon

Young Leaders Committee Co-Chairs

Jenna Stoeltje / Weston Urban

Taylor Allen, P.E. / WGI

ULI Next Co-Chairs

Zac Harris / One80 Solar

Megan Moshier / Studio 8 Architects

Women's Leadership Initiative Co-Chairs

Erin Bley / The Kaufman Group

Kacy Cigarroa / Kruger Carson

Mentorship Forum / Committee Co-Chairs

Rachel Brehm / .dwg

Robert Arzola / JLL

Development 360 Committee Co-Chairs

Rachel Brehm / .dwg

Maria Nelson / RS&H

UrbanPlan Co-Chairs

Melissa Chamrad / Silver Ventures

Trish Wallace / Jacobs

ULI San Antonio District Council Staff

Janis Schorlemer Ploetz, Senior Manager

Terri Herbold, Project Assistant

ULI MEMBERS ARE...

urban designers
attorneys
asset managers
contractors
property owners
architects
investors
public officials
accountants
brokers
students
nonprofits
landscape architects
educators
urban planners
consultants
engineers
bankers
business developers

JOIN THE RANKS

OF THOSE INVESTING IN ULI SAN ANTONIO

Thank you to all of our annual sponsors.

Diamond Sponsor



Founding Sponsors



Platinum Sponsors



Gold Sponsors



Silver Sponsors

Broadway Bank
Cude Engineers / Terravault
GrayStreet Partners
G.W. Mitchell Construction
HILMY
HMT Engineering & Surveying
Jackson Walker
KFW Engineers

Kudela & Weinheimer
Overland
Raba Kistner
San Antonio River Authority
Security Service Title Co.
TBG Partners
Texas Capital Bank
Titan Development

Bronze Sponsors

Acuform Architecture
AIA San Antonio
Alamo Architects
Cardno
CDS Muery
CPS Energy
Equity Real Estate
First American Title
RSM US, LLP
Terracon
Yates Construction



INVEST IN ULI

SHOW YOUR SUPPORT FOR THE ULI MISSION

Annual sponsors are critical to our mission at the local level and make it possible for us to provide quality local programming and community outreach initiatives. As a sponsor, you'll receive outstanding visibility within the ULI San Antonio network, plus the opportunity to lead and promote our mission within the region. ULI sponsors receive priority selection on committee assignments plus the following benefits for their contributions:

100% OF SPONSORSHIPS ARE TAX DEDUCTIBLE AND DIRECTLY SUPPORT OUR EFFORTS TO:

1. DEVELOP LOCAL INDUSTRY LEADERS
2. POSITIVELY IMPACT OUR COMMUNITIES
3. ADVANCE THE LAND USE INDUSTRY

SPONSORSHIP BENEFITS

| | ULI MISSION SPONSOR \$25,000 | DIAMOND SPONSOR \$10,000 | PLATINUM SPONSOR \$7,500 | GOLD / FOUNDING SPONSOR \$5,000 | SILVER SPONSOR \$3,500 | BRONZE SPONSOR \$2,000 |
|---|---------------------------------|-------------------------------|-------------------------------|------------------------------------|---------------------------|---------------------------|
| Affinity Group sponsorship of choice (YLG, NEXT, WLI, Mentorship Forum) | ✓ | | | | | |
| Gift of Public Agency Membership for Public Sector or Non-Profit of choice | ✓ | | | | | |
| In-office presentation of opportunities to get involved & goals to advance mission | ✓ | | | | | |
| One appointment to ULI Advisory Board | ✓ | ✓ | | | | |
| Registration to ULI Fall Meeting | 2 | 1 | | | | |
| Complimentary ULI Memberships | 3 Associate 2 Young Leader | 2 Associate 1 Young Leader | 1 Associate 1 Young Leader | 1 Associate | 1 Young Leader | n/a |
| Complimentary Tickets to each quarterly Leadership Luncheon* + Virtual Access | 16 | 12 | 8 | 8 | 4 | 1 |
| Complimentary Tickets to Annual Sponsorship Appreciation Event | 16 | 12 | 8 | 8 | 4 | 1 |
| Complimentary tickets to ULI/SA standard events (Socials, Tours, L&L, Coffee Talks) | 4 per event | 2 per event | 1 per event | 4 total | 2 total | 1 total |
| Invitation to VIP Dinners with Leadership Luncheon speakers | ✓ | ✓ | | | | |
| Recognition through Sponsorship featurette on social media | ✓ | ✓ | ✓ | | | |
| Recognition with logo/direct link on ULI/SA website and email communications | Prominent | ✓ | ✓ | ✓ | Name only | Name only |
| Table recognition at Leadership Luncheons | ✓ | ✓ | ✓ | ✓ | ✓ | |
| Invitation to Sponsor Meet & Greet with Leadership Luncheon speaker | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Recognition on ULI/SA sponsorship banner and program introductory PPT | Prominent | ✓ | ✓ | ✓ | ✓ | ✓ |
| Sponsor recognition on name tags | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

**Tables of 8 for the year may be exchanged for one Associate membership; Tables of 4 may be exchanged for one Young Leader membership.*

MORE SPONSORSHIPS

COMBINE THESE WITH ANNUAL SUPPORT FOR EXTRA RECOGNITION

AFFINITY GROUP SPONSORSHIP OPPORTUNITIES

These sponsorships are available as add-ons to an Annual Sponsorship only.

Mentorship Forum Sponsor - \$1,000

Includes recognition with linked logo on ULI/SA Mentorship Forum emails, web page and printed materials, plus opportunity to attend & present at a group event.

Young Leaders Group Sponsor

Includes 2 tickets per event, plus recognition with linked logo on ULI/SA Young Leader-led event promo emails / webpage and opportunity to present at the event.

YLG Project Tour

\$750.00 per tour

YLG Happy Hour

\$250.00 per event

UrbanPlan at UTSA Sponsor - \$1,500

UrbanPlan is an engaging and interactive curriculum in which UTSA students learn about the fundamental forces, complex tradeoffs and social risks affecting real estate development in communities everywhere. Trained ULI volunteers engage in the program at key points to challenge the teams and select the winner. Sponsorship helps cover volunteer training, printed materials and award for winners.

Women's Leadership Initiative Sponsor - \$2,000

Sponsorship of the Women's Leadership Initiative (WLI) promotes the advancement of women throughout their careers, as leaders in the real estate industry. WLI hosts luncheons, networking events and project tours. Sponsorship of this initiative includes:

- One Associate membership for one qualified woman
- Signage at all WLI events
- Opportunity for introductory remarks at one event

SPECIAL EVENTS

These event sponsorships are made available in the months before the event.

ULI/SA 12th Annual Golf Tournament

April 5, 2021 - Sponsorships available from \$400 to \$5,000.

ULI/SA Local Member Council PechaKucha on the Patio

May 6, 2021 - Table Sponsorships available from \$250 to \$400.

SPECIAL SPONSORSHIPS

ULI San Antonio offers special sponsorship opportunities for in-kind services, meeting space, Technical Assistance Panels and other programming. Contact sanantonio@uli.org for information on any of these sponsorships.



BECOME A SPONSOR

HELP SHAPE THE FUTURE OF SAN ANTONIO



San Antonio

2021 Annual Sponsorship Pledge

EMAIL this Pledge Page to sanantonio@uli.org NO LATER than December 15, 2020. You will then be issued a ULI Invoice to make your sponsor payment to ULI, due by December 31, 2020.

Sponsor Representative (who will represent firm at ULI San Antonio)

Company/Organization: _____
Contact Name: _____ Title: _____
Email: _____ Phone: _____
Street Address: _____
City/State/Zip: _____

Administrative Support to Sponsor (if same as sponsor contact, leave blank)

Contact Name: _____ Title: _____
Email: _____ Phone: _____

Complimentary ULI Membership Recipient(s) (if applicable)

Contact Name: _____ DOB: _____ Email: _____
Contact Name: _____ DOB: _____ Email: _____
Contact Name: _____ DOB: _____ Email: _____

Please Check Sponsorship Level - Full Payment by ULI Invoice due by December 31, 2020.

- ☐ Mission Sponsor: \$25,000
- ☐ Diamond Sponsor: \$10,000
- ☐ Platinum Sponsor: \$7,500
- ☐ Gold/Founding Sponsor: \$5,000
- ☐ Silver Sponsor: \$3,500
- ☐ Bronze Sponsor: \$2,000

ADD ON SPONSORSHIP OPPORTUNITIES:

- ☐ Mentorship Forum Sponsor: \$1,000
- ☐ Young Leaders Project Tour Sponsor: \$750
- ☐ Young Leaders Happy Hour Sponsor: \$250
- ☐ UrbanPlan at UTSA Sponsor: \$1,500
- ☐ Women's Leadership Initiative (WLI) Sponsor: \$2,000

**10% discount for 3-year commitment. The credit card on file will be charged for three consecutive years.*

IN-PERSON EVENTS:

ULI/SA will continue to follow social-distancing guidelines at any upcoming in person event. How do you feel about attending live events?

____ I am ready to attend live events now, practicing social distancing guidelines ____ Case by case basis ____ Yes, in 2021 ____ NOT ready at all

SEND US YOUR LOGO!

ULI/SA will highlight your company logo on our website and in email communications. Please send a high-resolution logo to sanantonio.uli.org.

EMAIL this Pledge to sanantonio@uli.org no later than December 15, 2020.

After that you will be issued a ULI Invoice to make payment by December 31, 2020.

*The Urban Land Institute (ULI) is a 501(c)(3) nonprofit research and education organization supported by its sponsors worldwide. TAX ID 53-0159845
ULI neither lobbies nor acts as an advocate for any single industry.*

ULI SAN ANTONIO SPONSORSHIP CONTACTS:

ERIN BLEY - Sponsorship Chair | erin@tkg-lawfirm.com | (210) 823-0443

JOHNNY JOHNSTON - Sponsorship Co-Chair | johnny.johnston@ctt.com | (210) 862-1928

JANIS PLOETZ - Senior Manager | janis.ploetz@uli.org | (210) 887-0051 | sanantonio.uli.org



MEMBERS MAKE THIS A MEANGINFUL NETWORK.

TOGETHER WE SHARE INSIGHTS INTO WHAT DEFINES TOMORROW.

By joining the Urban Land Institute you become part of the largest independent global network of cross-disciplinary real estate and land use experts, dedicated to one mission:

Providing leadership in the responsible use of land and
in creating and sustaining thriving communities worldwide.



45,000+

MEMBERS
WORLDWIDE



80+

COUNTRIES
REPRESENTED

BUILD RELATIONSHIPS

Connect with industry leaders and discover a vital global business network. At ULI, we harness the expertise and drive of our members to share experience-based lessons learned.

GET INVOLVED

Gain industry recognition, share best practices, or guide the next generation when you become part of the ULI network. Your participation will create long-term relationships that benefit you both professionally and personally.

STAY INFORMED

Find inspiration and guidance through conferences, webinars, reports, case studies, and more with our online global real estate library. We aim to help members gain true insight into how we can best create our most promising future.

AT ULI, YOU SHAPE THE FUTURE



ULI.ORG/JOIN

BENEFITS

| | ASSOCIATE | FULL |
|--|-----------|------|
| Connections to 45,000+ members | ✓ | ✓ |
| Local and national opportunities on Navigator | ✓ | ✓ |
| Access to Knowledge Finder, ULI's leading global real estate library | ✓ | ✓ |
| Special savings on local District Council events | ✓ | ✓ |
| ULI Fall Meeting reduced member rate | ✓ | ✓ |
| <i>Urban Land</i> magazine print subscription | ✓ | ✓ |
| Complimentary members-only webinars | ✓ | ✓ |
| Product Councils and Forums eligibility | | ✓ |
| Voting privileges and ULI leadership consideration | | ✓ |
| Exclusive access to Full Member content, events, and webinars | | ✓ |
| Invitation to annual Spring Meeting designed for senior executives | | ✓ |
| Dedicated Customer Service support | | ✓ |

INTERESTED IN A GROUP MEMBERSHIP?

ULI offers several ways for organizations—including corporations, government agencies, accredited universities, and nonprofit organizations—to join at a special member rate.

Contact us to learn more about eligibility and pricing at membership@uli.org.

ASSOCIATE MEMBERSHIP

| Monthly | Annually |
|---------|----------|
| \$41 | \$492 |

Young Professional (Under 35)

| Monthly | Annually |
|---------|----------|
| \$20 | \$240 |

50% savings

Government, Nonprofit, and Academia

| Monthly | Annually |
|---------|----------|
| \$20 | \$240 |

50% savings

Student

| Monthly | Annually |
|---------|----------|
| \$10 | \$120 |

75% savings

FULL MEMBERSHIP

| Monthly | Annually |
|---------|----------|
| \$102 | \$1,220 |

Young Professional (Under 35)

| Monthly | Annually |
|---------|----------|
| \$51 | \$610 |

50% savings

Government, Nonprofit, and Academia

| Monthly | Annually |
|---------|----------|
| \$26 | \$305 |

75% savings



ULI.ORG/JOIN

| Associate Membership | Per Month* | Per Year | Full Membership | Per Month* | Per Year |
|--|-------------------------------|--------------------------------|--|--------------------------------|---------------------------------|
| Standard | <input type="checkbox"/> \$41 | <input type="checkbox"/> \$492 | Standard | <input type="checkbox"/> \$102 | <input type="checkbox"/> \$1220 |
| Under Age 35 subsidized 50% | <input type="checkbox"/> \$20 | <input type="checkbox"/> \$240 | Under Age 35 subsidized 50% | <input type="checkbox"/> \$51 | <input type="checkbox"/> \$610 |
| Government, Nonprofit, Academia subsidized 50% | <input type="checkbox"/> \$20 | <input type="checkbox"/> \$240 | Government, Nonprofit, Academia subsidized 75% | <input type="checkbox"/> \$26 | <input type="checkbox"/> \$305 |
| Student subsidized 75% | <input type="checkbox"/> \$10 | <input type="checkbox"/> \$120 | Students are not eligible for Full Membership. | | |

*Monthly payments require a 12-month membership. Join online at uli.org/join.

JOIN ONLINE: Help us reduce paper use and [join at uli.org/join](https://uli.org/join).

JOIN BY CREDIT CARD:

☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

☐ ENROLL IN ANNUAL AUTO-RENEWAL ☐ ENROLL IN MONTHLY INSTALLMENT PLAN

JOIN BY PHONE: 1-800-321-5011 Monday–Friday, 8:00 a.m.–8:00 p.m. ET

JOIN BY CHECK: Mail this application with your check made payable to the Urban Land Institute, PO Box 41868, Boston, MA 02241-8168

NAME ON CARD

CARD NUMBER

EXPIRATION DATE

Full Name

Badge Name

Organization

Title

Date of Birth

Email

Phone

Address

City / State

Zip

GENDER: ☐ Male ☐ Female ☐ Transgender ☐ Prefer to self-describe: _____ ☐ Prefer not to answer

RACE: ☐ White ☐ Black or African American ☐ Asian ☐ American Indian or Alaska Native ☐ Native Hawaiian or Other Pacific Islander ☐ Prefer not to answer

ETHNICITY: ☐ Hispanic or Latino/a/x ☐ Not Hispanic or Latino/a/x ☐ Prefer not to answer

REFERENCES FOR FULL MEMBERSHIP APPLICANTS

FULL NAME OF ULI FULL MEMBER

EMAIL

FULL NAME OF ULI FULL MEMBER

EMAIL

FULL NAME OF ULI FULL MEMBER

EMAIL

Who's Eligible? Government agencies, accredited universities, and nonprofit organizations

What's Included? Three memberships at a discounted rate

- Two Associate Memberships
- One Full Membership (aimed at executive employees)
- Memberships may be transferred at any time

Annual Membership Fee: \$600

Additional Memberships: Associate Membership can be added for \$120 per year
Full Membership can be added for \$275 per year

JOIN BY PURCHASE ORDER: Attach purchase order on official letterhead

JOIN BY PHONE: 1-800-321-5011 Monday–Friday, 8:00 a.m.–8:00 p.m. ET

JOIN BY CHECK: Mail this application with your check made payable in U.S. dollars to the Urban Land Institute, PO Box 41868, Boston, MA 02241-8168

PLEASE CHARGE MY:

☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

Total amount to charge credit card: _____

NAME ON CARD

CARD NUMBER

EXPIRATION DATE

ORGANIZATION

PRIMARY CONTACT (for billing purposes)

| | | | |
|----------------------|-------|----------------------|--|
| <input type="text"/> | | <input type="text"/> | |
| Full Name | | Title | |
| <input type="text"/> | | | |
| Billing Address | | | |
| <input type="text"/> | | | |
| City/State/Zip Code | | | |
| <input type="text"/> | | <input type="text"/> | |
| Phone | Email | | |

ASSOCIATE MEMBER

| | | | |
|----------------------|-------|----------------------|--|
| <input type="text"/> | | <input type="text"/> | |
| Full Name | | Title | |
| <input type="text"/> | | | |
| Address | | | |
| <input type="text"/> | | | |
| City/State/Zip Code | | | |
| <input type="text"/> | | <input type="text"/> | |
| Phone | Email | | |

FULL MEMBER

| | | | |
|----------------------|-------|----------------------|--|
| <input type="text"/> | | <input type="text"/> | |
| Full Name | | Title | |
| <input type="text"/> | | | |
| Address | | | |
| <input type="text"/> | | | |
| City/State/Zip Code | | | |
| <input type="text"/> | | <input type="text"/> | |
| Phone | Email | | |

ASSOCIATE MEMBER

| | | | |
|----------------------|-------|----------------------|--|
| <input type="text"/> | | <input type="text"/> | |
| Full Name | | Title | |
| <input type="text"/> | | | |
| Address | | | |
| <input type="text"/> | | | |
| City/State/Zip Code | | | |
| <input type="text"/> | | <input type="text"/> | |
| Phone | Email | | |

For a complete list of member benefits, visit uli.org/join.

The above membership rates are valid for all payments received by 6/30/2020.