



San Antonio



ULI San Antonio

2023 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.”

*Corrina Green - Associate VP Real Estate Construction & Planning, UTSA
ULI San Antonio Chair*

CONNECT

|

INSPIRE

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LEAD



WHO WE ARE

The mission of the Urban Land Institute:

Shape the future of the built environment for transformative impact in communities worldwide.

ULI is the oldest and largest network of cross-disciplinary real estate and land use experts in the world. ULI is its members—delivering the mission, shaping the future of the industry, and creating thriving communities around the globe. ULI San Antonio is the Urban Land Institute's fastest growing and most engaged District Council in America with over 665 members & growing.



WHAT WE DO

CONNECT

Bring together active, passionate, diverse members from across the fields of real estate and land use policy to foster collaboration within and beyond ULI's membership.

- LOCAL MEMBER COUNCILS (6)
- MENTORSHIP FORUM
- ULI NEXT, WLI, YOUNG LEADERS GROUP
- MONTHLY MEMBER SOCIALS
- MEMBER-LED COMMITTEES (15)

INSPIRE

Share best practices for equitable and sustainable land use through content, education, convening, mentoring, and knowledge sharing.

- QUARTERLY LEADERSHIP LUNCHEONS
(2023 Luncheons: Jan. 10, May 9, September 12, Nov. 14)
- LUNCH & LEARNS
- INSIDERS PROJECT TOURS
- COFFEE TALKS WITH LUNCHEON SPEAKERS
- SECRETS TO SUCCESS WITH LOCAL LEADERS
- DEVELOPMENT 360
- URBAN PLAN WORKSHOPS



LEAD

Work to solve community and real estate challenges through applied collective global experience and philanthropic engagement.

- TECHNICAL ASSISTANCE PANELS
- ADVISORY SERVICE PANELS
- PUBLIC SECTOR WORKSHOPS

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 young leaders.

2

Providing strategic advice on complex planning and land use issues through impact groups like **Advisory Service Panels**, **Technical Assistance Panels**, and ULI grant-related initiatives like the **Curtis Infrastructure Initiative** and **Cohort for Park Equity**, brining in national thought leaders to help resolve real estate-related challenges for public agencies and 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

ULI/SA Local Member Councils – topically-focused, multi-disciplinary groups exclusively for ULI members who meet regularly to share best practices, study industry trends and discuss issues. The LMCs focus on 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 425 ULI 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 continuing the **Development 360** program for 2023.



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	1 Full, 3 Associate 2 Young Leader	1 Full, 2 Associate 1 Young Leader	1 Associate 2 Young Leader	1 Associate	1 Young Leader	n/a
Complimentary Tickets to each quarterly Leadership Luncheon* + Virtual Access	16	8	8	8	4	1
Complimentary Tickets to Annual Sponsorship Appreciation Event	4	2	2	2	1	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	4 per year	2 per year				
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	✓	✓	✓	✓	✓	
Complimentary Affinity Group of choice Participation Fee (Mentorship, NEXT, LMC)	3	2	1			
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. Also includes one Mentorship Forum Participation Fee waiver for sponsor employee.

Young Leaders Group Event 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

\$500.00 per tour

YLG Happy Hour

\$250.00 per event

ULI NEXT Sponsor - \$1,000

ULI NEXT members are Full or Associate members, generally within the ages of 35-50, who have exemplified leadership at work and within ULI. The NEXT initiative provides mid-career members a meaningful way to be active in ULI as their careers advance into leadership positions in the industry. This special sponsorship includes recognition at all ULI NEXT events and participation fee waiver for one employee of the sponsor.

Women's Leadership Initiative Sponsor - \$1,000

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. This special sponsorship includes recognition at all WLI events and participation fee waiver for one employee of the sponsor.

Local Member Council Sponsor - \$1,000

Sponsorship of the ULI San Antonio LMCs promotes the convening of ULI members around locally relevant subjects to explore trends and best practices related to their topic. This special sponsorship includes recognition at all LMC events and a participation fee waiver for one employee of the sponsor.



SPECIAL EVENTS

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

ULI SA 14th Annual Golf Tournament

April 3, 2023 - Sponsorships available from \$500 to \$5,500.

ULI SA Local Member Council IdeaFest

November 10, 2022 - 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.



FY23 LEADERSHIP

TAKING ULI SAN ANTONIO TO THE NEXT LEVEL

Management Committee

San Antonio District Council Chair
Corrina Green / UTSA

Vice-Chair / Chair for Mission Advancement
Hunter Kingman / Hixon Properties

Governance Council Chair
Omar Gonzalez / Oxbow Development

Treasurer
Cara DeAnda / Galaxy Builders & Versa Development

Sponsorship Committee Co-Chairs
Johnny Johnston / Chicago Title
Philip Massari / AREA Real Estate

Golf Committee Co-Chairs
Sloan Thomas / Alamo Title
Mitch Nichols / Espada Real Estate

Membership Engagement Committee Co-Chairs
Jeremy DeLaHoussaye / PJS
Whitney Allen / JLL

Programs Committee Co-Chairs
Taylor Dawson / Pape-Dawson
Thad Rutherford / SouthStar Communities

Communications Committee Chair
Jenny Park / CBRE

Impact Committee Co-Chairs
Trey Jacobson / Momentum Advisory Services
Javier Paredes / Alta Architects

Local Product Council Co-Chairs
Karl Baker / Golden Steves Gordon
Matt Cox / Kimley-Horn

Young Leaders Committee Co-Chairs
Jazzel Aguirre / USAA Real Estate
Taylor Herrmann Solomon / David Weekley Homes

ULI NEXT Co-Chairs
Megan Moshier / Studio 8 Architects
Amber Gilbert / greater: SATX

Women's Leadership Initiative Co-Chairs
Kacy Cigarroa / Kruger Carson
Andi Rodriguez / Centro San Antonio

Mentorship Forum / Committee Co-Chairs
Robert Arzola / JLL
Pam Canales / Pape-Dawson Engineers

Development 360 Committee Co-Chairs
Rachel Brehm / dwg.
Maria Nelson / Half

UrbanPlan Co-Chairs
Melissa Chamrad / Duke Development Services
Robert Dinkins / Berkadia

ULI SA DEI Initiatives
Peggy Brimhall / Figurd Development

ULI San Antonio District Council Staff
Janis Schorlemer Ploetz, Senior Director
Cody Shown, Senior Manager

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 2022 Annual Sponsors:

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Platinum Sponsors



Founding Sponsors



Gold Sponsors



Silver Sponsors

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CDS Muery
CPS Energy
Equity Real Estate
Ridgemont Properties
Riner Engineering
RSM US, LLP
Yates Construction



BECOME A SPONSOR

HELP SHAPE THE FUTURE OF SAN ANTONIO



San Antonio

2023 Annual Sponsorship Pledge

EMAIL this Pledge Page to sanantonio@uli.org NO LATER than December 15, 2022. You will then be issued a ULI Invoice to make your sponsor payment to ULI, due by January 15, 2023.

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 January 15, 2022.

- ☐ 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: \$500
- ☐ Young Leaders Happy Hour Sponsor: \$250
- ☐ ULI NEXT Sponsor: \$1,000
- ☐ Women's Leadership Initiative (WLI) Sponsor: \$1,000
- ☐ Local Member Council Sponsor: \$1000

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

SEND US YOUR LOGO!

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

EMAIL this Pledge to sanantonio@uli.org no later than December 15, 2022.

After that you will be issued a ULI Invoice to make payment by January 15, 2023.

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:

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