



2023 ANNUAL REPORT



WHERE THE FUTURE IS BUILT



Corrina Green

UTSA

ULI San Antonio
District Council Chair

ULI SAN ANTONIO FY24 GOALS

Establish community
relationships to become
a trusted resource

Engage, recruit, and
build a pipeline of
diversified
membership

Advance initiatives that
support equitable and
attainable
communities

Elevate initiatives
that support a
sustainable and
resilient built
environment

LETTER FROM THE DISTRICT COUNCIL CHAIR

Dear friends and colleagues,

Over the past year, I have had the honor to serve as your District Council Chair and previously as your Chair for Mission Advancement. I genuinely believe that ULI San Antonio is among the best District Councils in the country. This reflects the work of our remarkable staff, Management Committee, Advisory Board, and especially each and every one of you – our 675+ strong actively involved, passionate, and committed members. I am humbled to serve alongside you.

Last year the Urban Land Institute introduced our new mission and commitments to Connect, Inspire, and Lead. This year it released three global priorities:

- 1) Decarbonization and Net Zero;
- 2) Increasing Housing Attainability; and
- 3) Educating the Next Generation of Diverse Leaders.

Locally, we have embraced and are advancing these goals.

We have completed a Technical Assistance Panel on Rosedale Park as part of the ULI Parks Equity Cohort, and are starting work on another grant from the ULI Terwilliger Center's Attainable Housing for All program. In addition, we have launched a Strategic Council focused on Transit Oriented Development and plan to launch a second Strategic Council building upon our previous work on Park Equity.

This past year, we have been intentional about building relationships and collaborating with other professional organizations in San Antonio to increase our impact to our community. We are excited to continue that momentum with more joint events in the upcoming year. 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. This remains an exciting time to be a ULI member. I thank you for your involvement, passion, and commitment of time and resources to ensure ULI San Antonio remains the best District Council in the country.

Onward!

Corrina Green
ULI San Antonio District Council Chair

WHO IS ULI?

The Urban Land Institute (ULI) is a **member-led research and education-based non-profit** founded in 1936. District Councils focus on opportunities to foster local collaboration in over 70 cities and regions in the United States, Canada, and Mexico. Membership in ULI includes the research and resources of the oldest and largest network of cross-disciplinary real estate and land use experts in the world.

ABOUT ULI SAN ANTONIO

The San Antonio District Council was founded in 2009 and now includes over 675 members. Our members are involved in all aspects of the development and city planning process - private, public, and non-profit.

THE MISSION OF THE URBAN LAND INSTITUTE

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

MISSION COMMITMENTS

CONNECT active, passionate, diverse members through the foremost global network of interdisciplinary professionals

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

LEAD in solving community and real estate challenges through applied collective global experience and philanthropic engagement



San Antonio

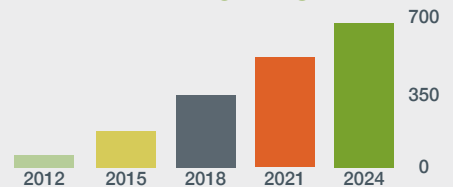
BY THE NUMBERS

FOUNDED

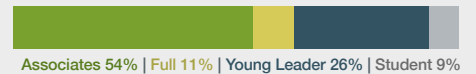
2009/2019

ULI San Antonio started as a satellite of ULI Houston in 2009 and officially became a standalone District Council in June, 2019.

MEMBERSHIP SIZE



MEMBER TYPE



MEMBER ENGAGEMENT

464

Members on Committees or Councils

34

Members in Leadership Positions

2700+

Total attendees at 50+ local ULI events in the past year

4.2

Event attendance average per member in the past year

45+

Average ULI National Meeting Attendees

10

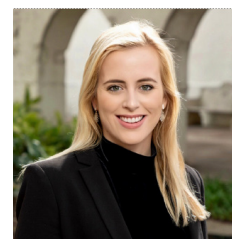
ULI National Product Council Members

ULI SAN ANTONIO STAFF



Janis Ploetz
Executive Director

janis.ploetz@uli.org



Cody Shown
Senior Manager

cody.shown@uli.org



WHAT WE DO

The Urban Land Institute of San Antonio is a **trusted, relied-upon network of leaders** advancing responsible land use and development. We connect the leaders making the most important regional real estate decisions today.

1

CATALYST

Promote meaningful discussion around catalytic projects and ideas affecting land use to broaden perspectives and create momentum from possibility.

2

CHANGE AGENT

Be a thought-leader exploring interdisciplinary land use and development issues.

3

BRING LEADERS TOGETHER

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

4

CREATING A GLOBAL NETWORK WITH LOCAL IMPACT

Lead solutions on the most pressing land use and real estate development challenges and opportunities.

5

TRUSTED ADVISOR

Convene dialog among public and private sector industry leaders to facilitate collaboration in an unbiased exchange of ideas.

6

SHARING KNOWLEDGE & BEST PRACTICES

Deliver cutting-edge content and programming on real estate market and land use trends.



ULI MEMBERS LEAD THE WAY

Our members are the driving force behind the programs we plan, the advising services we provide local governments, our leadership development efforts, and content committees. Our membership and broad audience include development, construction and land-use policy professionals from throughout the San Antonio and South Texas region.

UNBEATABLE EVENTS & PROGRAMMING

Traditional events large and small scale, from first looks and behind-the-scenes site tours to breakfast meetings and networking socials. ULI San Antonio is where regional and national thought leaders discuss best practices to create thriving communities in San Antonio.

MULTIDISCIPLINARY NETWORKING

Our members are developers, brokers, bankers, financiers, attorneys, architects, engineers, designers, academics, non-profit partners and government leaders. ULI San Antonio is where all these disciplines join together. ULI is almost 50,000 members strong with over 675 members in the San Antonio and South Texas area.

AFFINITY GROUPS

Young Leaders Group, NEXT, Women's Leadership Initiative and Mentorship Forum are small groups within ULI, each providing valuable networking and content tailor-fit to develop and elevate the next generation of leaders in San Antonio's real estate industry.

SIGNATURE PROGRAMS

Tightly aligned to the ULI mission, ULI San Antonio's signature programs deliver impactful outcomes to the San Antonio region, connecting the nation's most preeminent leaders and ULI research to San Antonio's most pressing challenges and opportunities.



ULI MEMBERS ARE...

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

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 (January - December)

Topically-focused, multi-disciplinary groups exclusively for ULI members who meet regularly to share best practices, study industry trends and discuss issues.

ULI San Antonio has
7
Local Member Councils

- >Commercial
- >Housing
- >Mobility
- >Neighborhood Development
- >Placemaking
- >Sustainability
- >Urban Core

ADVISORY BOARD

The ULI San Antonio Advisory Board is composed of key District Council leaders, public and private community leaders, and top sponsors who have a deep understanding of the mission and priorities of ULI. They meet twice per year.

ANNUAL GOLF TOURNAMENT

Over 150 people participate in the annual ULI San Antonio Golf Tournament held in the Spring every year at the Quarry Golf Club. Proceeds from this popular fundraiser go towards providing ULI memberships to UTSA Masters students in the Urban Planning and REFD programs, as well as supporting local programming for members and sending Public Officials to the ULI Fall and Spring meetings.

MONTHLY MEMBER CONNECT COFFEES

These monthly meet ups inform new members and non-members about our committees and how to get involved leading ULI's work in San Antonio.

ULI TEXAS FALL AND SPRING MEETING HAPPY HOUR

ULI San Antonio Fall and Spring Meeting attendees enjoy the opportunity to connect with attendees from the other Texas District Councils - Austin, Houston, and DFW. With 150+ attendees, flowing drinks, and a great view, some ULI San Antonio members think this happy hour is the best event for regional connections.

ULI SAN ANTONIO TRIP TO MEXICO CITY

ULI San Antonio members organized a peer city trip to Mexico City this past year in coordination with ULI Mexico and the Mexican Consulate's office.



+ AFFINITY GROUPS

These peer groups offer members the opportunity to convene around real estate development in San Antonio, bringing 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.

YOUNG LEADERS GROUP (YLG)

YLG creates a unique setting in which tomorrow's industry leaders may interact, both professionally and socially, with today's industry leaders and each other. It consists of ULI San Antonio members under age 35 who want to be actively involved in shaping the built environment and the future of the real estate industry in our area. They plan events like our Insiders Tours, Happy Hours and more.

>MONTHLY MEMBER HAPPY HOURS

Meet and build relationships with real estate and land use professionals from SATX at these regular gatherings planned by the YLG at the newest hot spots.

>SECRETS TO SUCCESS SESSIONS

Small YLG group discussions with real estate and civic leaders shaping the regions built, business and civic environment.

26% of ULI San Antonio members are Young Leaders

MENTORSHIP FORUM (September - June)

This popular program pairs Young Leaders with senior-level members to connect, learn and create lasting relationships. Mentoring over 475 of ULI's best and brightest ULI Young Leader members since 2013.

ULI NEXT (September - June)

Elevation of mid-career professionals 35 to 50 years old take the lead through peer-to-peer mentoring and skill building through small and large group engagements.

WOMENS LEADERSHIP INITIATIVE (WLI)

WLI is committed to raising the number and visibility of women leaders in ULI and the real estate industry. WLI creates opportunities for networking, education and WLI specific programming.



INSPIRE

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

LEADERSHIP LUNCHEONS

ULI San Antonio regularly hosts Leadership Luncheons at the Tobin Center on timely, thought-provoking topics at the forefront of global real estate trends with high caliber speakers and local panels. Annual sponsors receive complimentary tickets to these events.

LUNCH & LEARNS

These smaller in-person and sometimes virtual learning sessions feature speakers and panelists on topics.

PROJECT TOURS

Networking events after hours at interesting and new development projects around town. Includes tour and guest speaker to present the story of the development.

ULI FALL & SPRING MEETINGS

Bi-annual ULI conference in US cities highlighting the latest in real estate development with thousands of leaders from every sector of the real estate industry. Includes a tour and networking events for local members.

KNOWLEDGE FINDER

Knowledge Finder is a database of real estate case studies, white papers, and event resources connecting ULI Members to an expanding library of exclusive content. Access the collective, global knowledge of ULI and its members— any-time and anywhere. [KNOWLEDGE.ULI.ORG](https://knowledge.uli.org)

ULI LEARNING

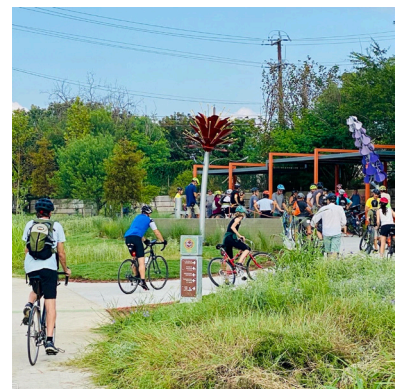
Digital platform for members. ULI Learning hosts dozens of development courses, webinars and workshops on the most important topics in the real estate industry.

DIVERSITY, EQUITY, AND INCLUSION STEERING COMMITTEE

This committee plays a unique dual role within ULI San Antonio as a resource in bringing an equity, diversity and inclusion lens to the work of our local District Council leadership and as a catalyst for facilitating change in the real estate industry.

"We appreciate ULI San Antonio's partnership and sponsorship for both NHSD and Department for Human Services (DHS) to attend the ULI Fall Meeting. The sessions are very timely as our departments are focusing more on how housing and supportive services can have a significant impact on helping unhoused individuals in our community. This year, our teams have set a goal to reduce the number of unsheltered individuals living in encampments or on the street by 400. Convening with other professionals working on these same issues will be very helpful."

VERONICA GARCIA
Director, Neighborhood & Housing Services Department
City of San Antonio



LEAD

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



ULI IMPACT GRANTS

The ULI centers and initiatives bring together ULI members, staff, and supporters to deliver insightful research, and to help apply what we learn together through grant offerings. ULI San Antonio has been awarded three grants in the past few years:

ULI Homeless to Housed / Home Attainability for All Grant

This initiative from the ULI Terwilliger Center for Housing leverages ULI's technical assistance panels and other forums to directly engage with local communities, bringing expertise to solve unique affordability challenges and expand the production and preservation of attainable housing. **ULI San Antonio was selected to create a virtual Visual Preference Survey for housing typologies to be administered to strategically chosen focus groups.**

ULI Parks Equity Grant

ULI San Antonio was among five ULI District Councils in cities across the U.S. selected to participate in a program focused on advancing action on equity in parks and open spaces over a 12-month period. Through the District Council Cohort for Parks Equity, local teams engaged in 2-day Technical Assistance Panels that considered specific questions related to park equity and access in their communities. **ULI San Antonio completed a TAP on the future potential for Rosedale Park redevelopment, and followed that up with a video "Reclaim Rosedale."**

ULI Curtis Infrastructure Initiative Grant

The ULI Curtis Infrastructure Initiative identifies and promotes forward-looking infrastructure investments that are equitable and resilient to enhance long-term community value. **ULI San Antonio studied the potential for Mobility Hub networks in SATX with producing a report with NUMO and hosting Roundtables for stakeholders with Mpack.** VIA Metro Transit is continuing the Mobility Hub study this year with HDR.

TECHNICAL ASSISTANCE PANELS (TAPS)

ULI's one or two day TAPS provide expert advice to local governments, public agencies and nonprofits facing complex land use and real estate challenges in the San Antonio area.

URBANPLAN WORKSHOPS

UrbanPlan is a simulation of an RFP and city council meeting intended to educate students, communities and elected officials on how to identify and assess, risk, create a project vision and physical plan for a mixed-use infill development project and engage decision makers using a compelling oral presentation to a mock city council.

DEVELOPMENT 360 (September - November)

Real estate development study sessions around an in-depth project case study. Offered once annually.

PUBLIC SECTOR WORKSHOPS

This educational tool is available upon request for local communities to help their public sector decision-makers, officials, and staff develop a better understanding of the land use challenges their communities face.



MEMBER LEADERS

GOVERNANCE COUNCIL



GOVERNANCE COUNCIL CHAIR
Omar Gonzalez
Oxbow Development



VICE-CHAIR/CMA
Hunter Kingman
Hixon Properties



FOUNDING CHAIR
David Adelman
AREA Real Estate



PAST CHAIR
Clint Wynn
SurePoint Development



DISTRICT COUNCIL CHAIR
Corrina Green
UTSA



TREASURER
Cara DeAnda
Galaxy Builders



PAST CHAIR
Madison Smith
Overland



PAST CHAIR
Steve Yndo
Yndo Urban

FY24 MANAGEMENT COMMITTEE

SAN ANTONIO DISTRICT COUNCIL CHAIR
Corrina Green
UTSA

VICE-CHAIR / CHAIR FOR MISSION ADVANCEMENT
Hunter Kingman
Hixon Properties

SPONSORSHIP COMMITTEE CO-CHAIRS
Johnny Johnston
Chicago Title

Philip Massari
AREA Real Estate

GOLF COMMITTEE CO-CHAIRS
Mitch Nichols
Espada Real Estate

Sloan Thomas
Alamo Title

MEMBERSHIP ENGAGEMENT COMMITTEE CO-CHAIRS
Robert Arzola
JLL

Pam Canales
Pape-Dawson Engineers

PROGRAMS COMMITTEE CO-CHAIRS
Taylor Dawson
Pape-Dawson

Thad Rutherford
SouthStar

COMMUNICATIONS COMMITTEE CHAIR
Jenny Park Gallegos
CBRE

Fabiola Vazquez
Studio8 Architects

IMPACT COMMITTEE CO-CHAIRS
Trey Jacobson
Momentum Advisory Services

Javier Paredes
Alta Architects

LOCAL PRODUCT COUNCIL CO-CHAIRS
Karl Baker
Jackson Walker

Kara Hill
Port San Antonio

YOUNG LEADERS COMMITTEE CO-CHAIRS
Sarah Bayhi
Embrey

Taylor Solomon
David Weekley Homes

ULI NEXT CO-CHAIRS
Amber Gilbert
greater: SATX

Beverly Baldwin
Alamo Architects

WOMEN'S LEADERSHIP INITIATIVE CHAIR
Kacy Cigarroa
Dykema

MENTORSHIP FORUM / COMMITTEE CO-CHAIRS
Whitney Snell
JLL

Chris Martinez
KW Landscape Architecture

DEVELOPMENT 360 COMMITTEE CO-CHAIRS
Rachel Brehm
dwg.

Maria Nelson
Half

URBANPLAN CO-CHAIRS
Melissa Chamrad
Hemisfair

Robert Dinkins
Berkadia

ULI SA DEI INITIATIVES
Peggy Brimhall
Figurd Development

2023 ADVISORY BOARD

David Adelman, AREA Real Estate

Andres Andujar, Hemisfair

Brian Baize, Chicago Title

Buck Benson, Barton Benson Jones

Derek Boese, San Antonio River Authority

Brad Carson, Kruger Carson

Brent Conlin, Espada Real Estate

Sam Dawson, Pape-Dawson Engineers

Cara DeAnda, Galaxy Builders

Trey Embrey, Embrey

Steve Golden, Golden Steves Gordon

Omar Gonzalez, Oxbow Development

Corrina Green, UTSA

Debra Guerrero, The NRP Group

Trey Jacobson, Momentum Advisory Group

Gary Joeris, Joeris General Contractors

Hunter Kingman, Hixon Properties

Bryan Mask, Dunaway

Megan Moshier, Studio8 Architects

Jason Nelson, Stantec

Javier Paredes, Studio Massimo

Bruce Petersen, Affinius Capital

Thad Rutherford, SouthStar

Bill Shown, Oxbow Development

Madison Smith, Overland

Randy Smith, Weston Urban

Hunter Stanco, Morgan Stanley

Erik Walsh, City of San Antonio

Kyle Weller, Turner Construction

Clint Wynn, SurePoint Development

Steve Yndo, Yndo Urban

2023 ANNUAL SPONSORS

Thank you for investing in ULI San Antonio and making an IMPACT in SATX.

DIAMOND SPONSORS



PLATINUM SPONSORS



FOUNDING SPONSORS



GOLD SPONSORS



SILVER SPONSORS

AIA San Antonio
Alamo Architects
Alamo Title
Broadway Bank
Cude Engineers
G.W. Mitchell
Half
HMT Engineering
Jackson Walker

KW Landscape Architects
Page
Raba Kistner
RSM US, LLP
San Antonio River Authority
Structura
TBG Partners
UP Engineering + Surveying

BRONZE SPONSORS

Acuform Architecture
CDS Muery
Equity CRE Solutions
Figurd Development
IBI Group
Independent Financial
Ridgemont Properties
Riner Engineering
RIO Bank
Texas Capital Bank
Tree Mann Solutions





San Antonio

WHERE THE FUTURE IS BUILT