

2024 ANNUAL REPORT



San Antonio



Hunter Kingman
 Hixon Properties
 ULI San Antonio
 District Council Chair

**ULI SAN ANTONIO
 FY25 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,

It has been an honor to serve as your Chair for Mission Advancement over the past two years and I have enjoyed the start to my two-year term as ULI San Antonio Chair. The San Antonio District Council is regarded as one of the best in the country. This reflects the work of our small-but-mighty staff (thank you, Janis and Cody!), Management Committee, Advisory Board, and especially each of you – our 700+ strong engaged, passionate, and committed members.

ULI does a great job of enabling its membership to focus locally, while providing support through its global platform of resources and expertise. Being the oldest and largest network of cross-disciplinary real estate and land use experts in the world, ULI’s goal is to create thriving communities around the globe. Our District Council does a great job of bringing ULI’s global thought leadership home to San Antonio.

Providing thought leadership and applying best practices can happen at any scale and through any discipline of real estate. For the next two years, our Management Committee is focused on thinking “BIG”. As individuals, each of us can impact our community through our professional and volunteering efforts. Though small, this individual impact is important and meaningful. As ULI San Antonio collectively, we can have a much larger impact. Big doesn’t just apply to the size of the capital stack or number of stories in a building – it means anything that is transformational. Anything that has a multiplier effect on its surroundings. Our programming and member participation events in the coming year will prioritize opportunities that are or could be transformational to our community.

ULI serves as a trusted resource for both the public and private sectors. Our recent 1st Annual Real Estate Forum with RECSA was a great opportunity for ULI to serve as a convener for members of our local real estate community. The forum’s panels discussed San Antonio’s growth potential by identifying opportunities and constraints within the city’s infrastructure, housing, and economic development sectors. We expect the Real Estate Forum to become a must-attend annual event, and will serve as a great complement to our unrivaled luncheons.

For companies who desire to have a rooted interest and outsized impact on San Antonio, ULI is a great place to invest your time and resources. Our excellent member-led programs, events, and initiatives are all made possible by our Annual Sponsors. It is an exciting time to be a member of ULI! Thank you for your engagement, passion, and commitment of time and resources to ULI San Antonio.

Onward!



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 700 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



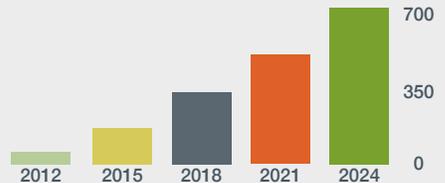
BY THE NUMBERS

FOUNDED

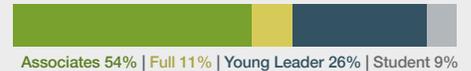
2009/2019

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

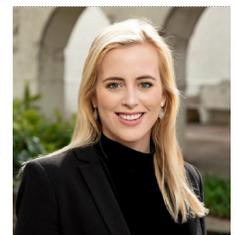
ULI National Product Council Members

ULI SAN ANTONIO STAFF



Janis Ploetz
Executive Director

janis.ploetz@uli.org



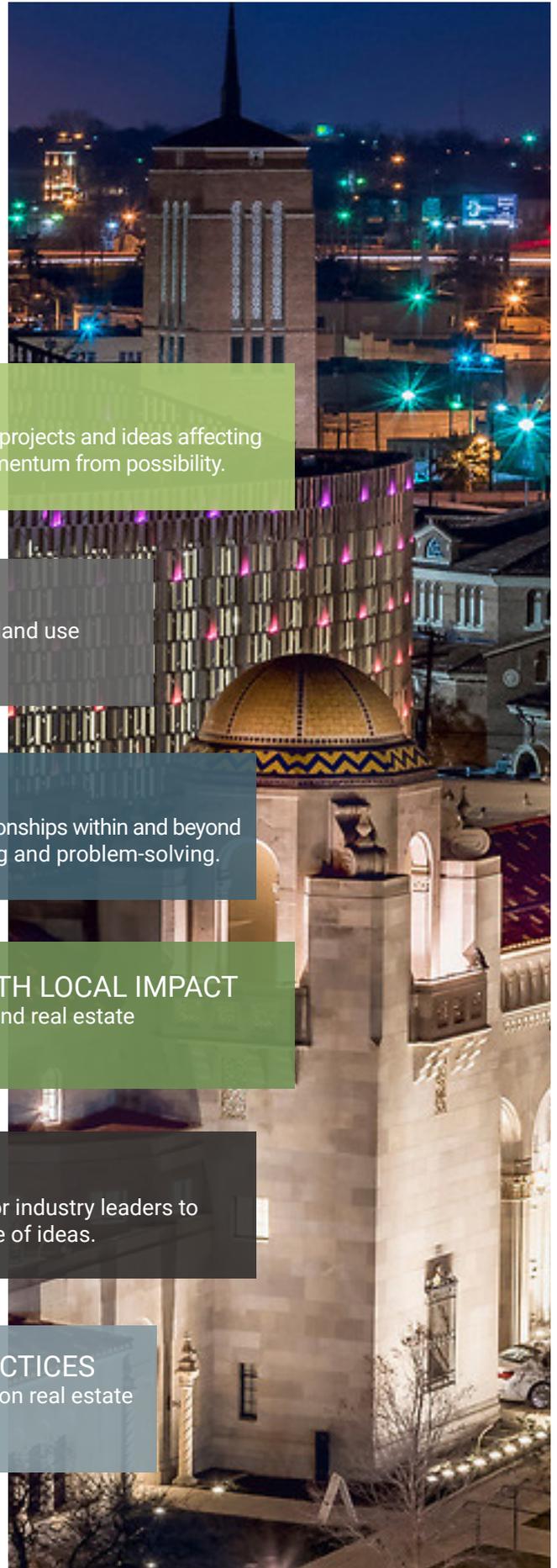
Cody Shown
Senior Manager

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.



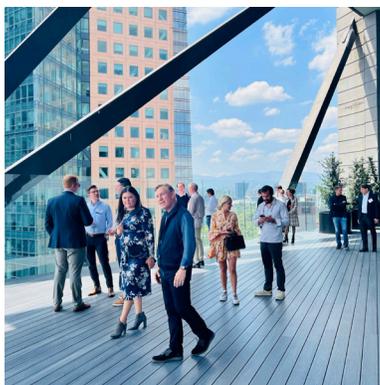
ULI MEMBERS ARE...

urban designers
attorneys
asset managers
contractors
property owners
architects
developers
landscpe architects
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
- >Adaptive Reuse
- >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 IDEAFEST

Every year, each of the seven ULI San Antonio Local Member Councils plan creative presentations with innovative ideas about how to make San Antonio a better place.



+ 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 520 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://www.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 several grants in the past few years:

ULI Homeless to Housed / Cohort 2

The grant project will develop a plan to serve youth at-risk of homelessness in San Antonio. Key stakeholders are meeting to engage service providers, funders, and young people to map community resources and identify service gaps. The San Antonio Housing Trust will host a second convening to be held in February, 2025. The workshop will bring together local experts in the housing development field along with ULI's national expertise to develop real estate solutions to address the strategies identified at the At-Risk Youth Housing Summit.

ULI Homeless to Housed / Home Attainability for All Grant / Cohort 1

This initiative from the ULI Terwilliger Center for Housing brings 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.

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

ULI San Antonio studied the potential for Mobility Hub networks in SATX with NUMO and hosted Roundtables for stakeholders with Mpact. 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

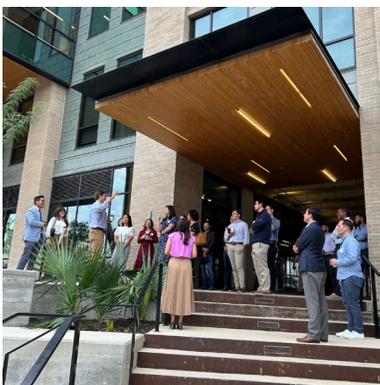
UrbanPlan is a simulation of an RFP and city council meeting intended to educate students, communities and elected officials on how to identify and assess, risk, create a project vision and physical plan for a mixed-use infill development project and engage decision makers using a compelling oral presentation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



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UTSA



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

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WHERE THE FUTURE IS BUILT