



INVEST. LEAD.

MAKE AN IMPACT. 2026

Sponsorship Opportunities



St. Louis

WHERE THE FUTURE IS BUILT



stlouis.uli.org



stlouis@uli.org

ULI Mission Priorities:

- Housing attainability
- Decarbonization
- Educating the next generation of real estate leaders



The Urban Land Institute St. Louis (ULI St. Louis) is a trusted network of leaders across the bi-state region, committed to promoting responsible land use and development. Our dedicated members include urban planners, architects, developers, financiers, legal and accounting professionals, builders, and more.

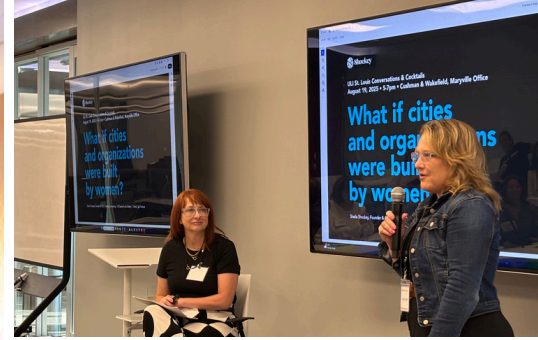
As key connectors in the region, we share real-world knowledge and best practices through inspiring programs, educational opportunities, committees, and resources for our members. Through community partnerships, we bring real estate and economic development education and training to schools and communities across the St. Louis area.



A Message from Our Chair

Christie Brinkman, McCarthy Building Companies

When I consider my reasons for being involved with ULI, it revolves around the impact. The efforts of ULI St. Louis, both locally and nationally, aim at creating transformative changes in communities. But what does that really entail? In the St. Louis Bi-State Region, it includes educating and empowering the next generation of leaders in Real Estate Development, engaging with community and business leaders to reinvest in neighborhoods and revitalize underdeveloped areas, and collaborating with civic leaders on plans and policies that positively influence real estate investment. Believing in the potential of our region and having optimism for its future is what fuels the mission of ULI St. Louis and makes us a key part of an effective solution to significant regional challenges. Our sponsors are essential to making St. Louis a place we can all be proud of, fostering a vibrant and empowered real estate community that engages with our civic leaders. This is an opportunity to make a substantial difference, and we are very grateful for our sponsors who support and participate in this positive change.



Invest in Your People, Your Reputation, and Your Region

Annual sponsorship with ULI St. Louis is a strategic investment—in your people, your brand, your industry, and the future of our region. Your support powers real-world problem-solving, leadership development, and education that drives responsible land use and sustainable growth.

ULI St. Louis depends on the commitment of Annual Sponsors to make this work possible. In return, sponsorship elevates your visibility and opens doors to cross-sector networking with leaders in real estate, infrastructure, finance, design, and public policy. It's more than support—it's a chance to lead and connect.



ULI St. Louis depends on the commitment of Annual Sponsors to make this work possible. In return, sponsors gain:

- Access to exclusive programming that connects professionals across real estate, design, finance, infrastructure, and public policy.
- Opportunities to showcase thought leadership locally and globally through speaking engagements, panel participation, and event visibility.
- Professional development for your team via workshops, leadership cohorts, and topical forums.
- Brand alignment with ULI's mission of responsible land use and sustainable development.
- Regional impact by supporting initiatives that shape policy, improve communities, and elevate industry standards.
- Cross-sector networking with decision-makers and innovators from both the public and private sectors.

What We Do

CONNECT

Bringing together leaders from across the fields of real estate and land use policy to foster collaboration within and beyond ULI's membership

INSPIRE

Exploring issues and sharing knowledge around urbanization, conservation, land use, capital formation, regeneration, and sustainable development

LEAD

Working to advance best practices in real estate, build land use knowledge, and increase development capacity in both classrooms and communities – all to raise up St. Louis

EVENTS & PROGRAMMING

Annual ULI Trends Event

Our signature event unveiling key real estate data and trends, bringing together hundreds of industry professionals.

Events & Tours

Dynamic public events and insider tours focused on local and national development topics.

Affinity Groups & Programming

- Women's Leadership Initiative (WLI)
- Young Leaders Group (YLG)
- MetroEast Committee

Technical Assistance Program

Provides expert guidance to community stakeholders, municipalities, and nonprofits on land use challenges.

UrbanPlan Program

A hands-on curriculum for high schools, universities, and community leaders, designed to educate and inspire.

Real Estate Development Initiative (REDI)

A program focused on building knowledge and skills in real estate development, creating opportunities for a broader range of professionals to advance their careers in the industry.

Fundamentals of Economic Development

An 8-week Chancellor's Certificate course, co-hosted with UMSL, offering essential tools for non-economic professionals to work with economic developers.

Annual Sponsor Reception

An exclusive gathering for ULI St. Louis sponsors, often featuring a behind-the-scenes tour or an intimate conversation with a visionary project founder.



St. Louis

SPONSORSHIP LEVELS & BENEFITS

Your contribution supports our programming at the local level. Last year, the support we received from our sponsors allowed us to continue and expand upon our work.

| | Visionary (\$15,000) | Champion (\$10,000) | Impact (\$6,000) | Advocate (\$3,500) | Supporting (\$2,500) |
|---|--|---------------------------------------|----------------------|--|--|
| Receive a 10% Discount with 3 year commitment | \$13,500/yr | \$9,000/yr | \$5,400/yr | \$3,150/yr | \$2,250/yr |
| Company Recognition Website | Company highlight, logo | Logo | Logo | Logo | List |
| Complimentary Membership(s) | 2 YLG & 2 Associate or 1 Full | 2 YLG & 1 Associate | 2 YLG or 1 Associate | 2 YLG or 1 Associate | 1 YLG |
| Complimentary Registration | Unlimited | 24 | 18 | 8 | 6 |
| General Marketing/Email/Event | Presenting | Champion | Logo | Logo | List |
| Social Media Highlight | Individual | Individual | Individual | Group | Group |
| Priority to Host/Introduce Events | ✓ | ✓ | ✓ | Yes, provided the sponsor sponsors the event as well | Yes, provided the sponsor sponsors the event as well |
| Other (Events) | Sole “The Trends” sponsor, including the ability to host The Trends and have speaker | Ability to have Speaker at The Trends | - | - | - |



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- Hallie Nolan, Lamar Johnson Collaborative, ULI St. Louis Chair for Mission Advancement
- Joel Fuoss, Trivers, ULI St. Louis Treasurer
- Beth Letscher, ULI St. Louis Executive Director

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- Jasmine Cannon, St. Louis Development Corporation, Education Chair
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- Adrienne Sommer, Cushman Wakefield, Women's Leadership Initiative Chair
- Susie Bonwich, PGAV Planners, Young Leaders Group Chair

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Thank You to Our 2025 Annual Sponsors

Impact

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Brinkmann
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forv/s
mazars



HUSCH
BLACKWELL



Supporting

CIBC | PGAV | Trivers

Support ULI St. Louis.
Build a better region. Make your
mark on the real estate industry.

NOTE FROM OUR EXECUTIVE DIRECTOR

ULI St. Louis is powered by people who believe in building better communities—through smart growth, bold leadership, and meaningful collaboration. Our sponsors and members make this possible.

By joining us, you're investing in your team, your brand, and the future of our region. You'll gain access to high-impact programming, cross-sector connections, and a platform to raise your profile among industry leaders.

Beth Letscher, ULI St. Louis Executive Director

CONTACT:

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St. Louis