

INVEST. LEAD. MAKE AN IMPACT.

2027

Sponsorship Opportunities



Atlanta

WHERE THE FUTURE IS BUILT



atlanta.uli.org



atlanta@uli.org

A LETTER FROM OUR LEADERS

DEAR SPONSORS,

For 40 years, ULI Atlanta has brought together the people who shape the built environment to exchange ideas, build relationships, develop leaders, and help create stronger communities.

As we celebrate our 40th anniversary and look ahead to 2027, we find ourselves reflecting not only on how far ULI Atlanta has come, but also on the tremendous opportunity ahead. What began four decades ago as a small local network of real estate and land use leaders in the Atlanta area has grown into a dynamic, multidisciplinary community connecting professionals throughout the state of Georgia - from the Atlanta region to Savannah and our coastal communities.

Today, ULI Atlanta serves as a trusted convener for our industry—bringing together developers, architects, planners, engineers, lenders, investors, public officials, academics, community leaders, and the next generation of talent. It is one of the few places where these perspectives regularly come together around a shared commitment to shaping the future of the built environment for transformative impact in communities.

Over the past year, that mission has come to life in meaningful ways. We have convened industry leaders through signature programs including **Emerging Trends in Real Estate** and our **REEO Conference**; invested in the next generation of leadership through the **Center for Leadership**, **Women's Leadership Initiative**, **Young Leaders Group**, and student engagement; provided communities with access to ULI expertise through our Technical Assistance Program; and continued expanding our reach across Georgia, including the growing ULI Savannah satellite.

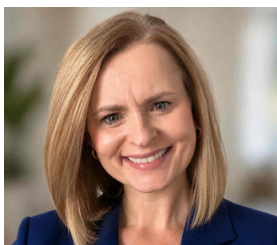
Our sponsors make that work possible.

Annual sponsorship is more than visibility at an event. It is an investment in ULI Atlanta's year-round mission and an opportunity for your organization to be part of the conversations shaping the future of real estate and land use across Georgia.

As we enter our next 40 years, we are thinking ambitiously about what ULI Atlanta can continue to become: more connected across sectors and geographies, more impactful in the communities we serve, and an even stronger platform for developing the people who will lead our industry forward. We invite you to be part of that next chapter.

As you review the 2027 sponsorship opportunities outlined in this prospectus, we hope you will consider an annual investment in ULI Atlanta and ULI Savannah. Thank you for your partnership and continued investment in us.

With appreciation,
ULI Atlanta Leadership



DAPHNE BOND-GODFREY

Executive Director
ULI Atlanta



AMANDA RHEIN

District Council Chair
ULI Atlanta



SHELBY MORRIS

Sponsorship Chair
ULI Atlanta



FIELDER SHURLING

Sponsorship Co-Chair
ULI Atlanta



Atlanta



SPONSORSHIP OPPORTUNITIES 2027



WHO WE ARE

The Urban Land Institute (ULI) is a mission and member-driven non-profit founded in 1936. ULI has over 48,000 members worldwide and is a global network of professionals in every sector of real estate development and land use, from private enterprise to public service.

ULI's mission is to shape the future of the built environment for transformative impacts in communities worldwide.

WHY SPONSOR ULI ATLANTA

Annual sponsorship is the most impactful way to show your commitment to ULI's mission of shaping the future of the built environment. Your investment directly supports local programs, member-led committees, leadership initiatives, local product councils, and technical assistance—with **100% of funds staying in our district council**.

IMPACT

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 to our **1.3K district council members**.

As a sponsor, you'll receive outstanding visibility within the ULI Atlanta network, plus the opportunity to lead and promote our mission across the state.

ANNUAL SPONSORS DIRECTLY SUPPORT OUR EFFORTS TO:

DEVELOP LOCAL INDUSTRY LEADERS

Through the Center for Leadership, Young Leaders Group (YLG), Women's Leadership Initiative (WLI), Diversity, Equity, and Inclusion (DEI) work, and our Etkin Scholars program.

POSITIVELY IMPACT OUR COMMUNITIES

Through Technical Assistance Programs (TAPs), workshops, roundtables, UrbanPlan, and special projects.

ADVANCE REAL ESTATE DEVELOPMENT AND LAND USE

Through education, promoting best practices, and providing thought leadership to inform better decision-making.



2027 ANNUAL SPONSORSHIP

WHERE THE FUTURE IS BUILT	TITLE \$35,000	VISIONARY \$20,000	CHAMPION \$12,500	SENIOR \$9,000	IMPACT \$6,000	SUPPORTING \$3,000
Receive a 10% Discount with 3-year commitment <i>amount shown is after discount applied</i>	\$31,500	\$18,000	\$11,250	\$8,100	\$5,400	\$2,700
Company recognition <i>On ULI Atlanta website, event invitations, newsletters, and signage at events</i>	LOGO	LOGO	LOGO	LOGO	NAME LINKED	NAME
Complimentary membership(s)	3 full or 5 associate (up to \$3996 value)	2 full or 4 associate (up to \$2664 value)	1 full or 3 associate (up to \$1620 value)	2 associate (up to \$1080 value)	1 associate (up to \$540 value)	
Complimentary registration <i>Comp event registrations can be used outside the company/firm for BIPOC, students, young leaders, etc.</i> <i>Cannot be credited toward Awards, Sporting Day, SE Coastal Forum, or other signature events exceeding \$100 in value</i>	18	12	10	8	6	4
Emerging Trends Registration	6	4	3	2	1	1
Nametag recognition <i>at signature events</i>	✓	✓	✓	✓	✓	✓
Free job/RFP/RFQ posting <i>on ULI Atlanta website</i>	✓	✓	✓	✓	✓	✓
Priority to host/introduce programs	✓	✓	✓	✓	✓	
Visibility opportunities <i>through social media spotlights, member interviews, and thought leadership columns</i>	✓	✓	✓	✓		
Leadership opportunities <i>including advisory board consideration and/or priority to Chair/Co-chair a committee or initiative</i>	✓	✓	✓	✓		
Staff assigned to manage benefits	✓	✓	✓	✓		
Complimentary registration to Spring Meeting 2027	3	2	1			

**space is limited at many ULI Atlanta events. registrations are available on a first-come, first-serve basis. Events managed by partnering organizations do not qualify.*

Learn more about ULI Atlanta, our programs and events at atlanta.uli.org



WHERE THE FUTURE IS BUILT

2027 INDIVIDUAL PROGRAM SPONSORSHIP OPPORTUNITIES



CENTER FOR LEADERSHIP (CFL)

The CFL program teaches leaders how the Atlanta region gets built and how these decisions shape the future of the built environment. Participants provide thought leadership on a critical Atlanta regional issue through an mTAP (mini-Technical Assistance Project). All projects are completed pro-bono. **Sponsorship levels range from \$500-2,500. Please contact Barbra Hardy (barbra.hardy@uli.org) to support this initiative.**

2027 EMERGING TRENDS IN REAL ESTATE®

Emerging Trends is an annual ULI report featuring insights and forecasts from leading real estate professionals. **ULI Atlanta highlights key findings through its signature event of the same name.** It has become a premier forum for Atlanta real estate and civic leaders. **Sponsorship levels range from \$1,000-7,000. Please contact Elaina Lindsey (elaina.lindsey@uli.org) to support this initiative.**



REAL ESTATE EQUITY & OPPORTUNITY CONFERENCE (REEO)

Grounded in Atlanta's legacy of civil rights leadership and community-driven growth, this conference explores how inclusive development, equitable capital, and intentional leadership can create a more resilient and representative real estate sector—one that reflects the communities it serves. **Sponsorship levels range from \$1,000-8,000. Please contact Elaina Lindsey (elaina.lindsey@uli.org) to support this initiative.**

WOMEN'S LEADERSHIP INITIATIVE (WLI)

The mission of the ULI Women's Leadership Initiative is to raise the visibility and number of women leaders in ULI and the real estate industry. ULI recognizes a cohort of female leaders making an outsized impact in the built environment of our region through the annual ChangeMakers program. **Sponsorship levels range from \$500-2,000+. Please contact Elaina Lindsey (elaina.lindsey@uli.org) to support this initiative.**



YOUNG LEADERS GROUP (YLG)

The YLG program matches young professionals (mentees) with experienced professionals (mentors) for guidance and support while offering mentors an opportunity to strengthen ties with the young, future leaders of the local real estate community and ULI. **Sponsorship levels range from \$500-2,000+. Please contact Barbra Hardy (barbra.hardy@uli.org) to support this initiative.**



WHERE THE FUTURE IS BUILT

2027 COMMUNITY IMPACT

ULI Atlanta's community impact work brings the knowledge and experience of our members beyond traditional industry programming and into communities, classrooms, and organizations tackling real-world land use challenges. Beyond annual and program sponsorships, companies and foundations that share these goals can deepen their engagement with ULI Atlanta through mission-aligned partnerships, philanthropic support, employee engagement, and volunteer expertise.

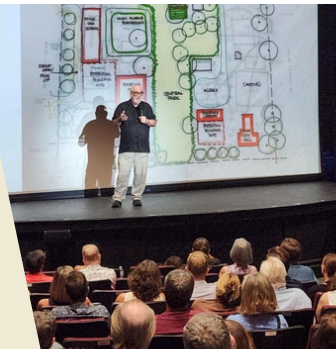


URBANPLAN

UrbanPlan is an engaging project-based learning exercise in which participants—high school students, university students, public officials, or community members—learn the forces and risks that affect development in our communities. Participants make challenging development decisions, shaping the future of a fictional community. In the process, participants learn about private and public sector goals, complex trade-offs, and economics in play in redevelopment. **If you are interested in hosting an UrbanPlan session for your team, students, or company, please send an email to Barbra Hardy at barbra.hardy@uli.org to express interest.**

TECHNICAL ASSISTANCE PANELS

Technical Assistance Panels (TAPs) provide expert, multidisciplinary advice to local governments, public agencies and nonprofit organizations facing complex land use and real estate issues within ULI Atlanta's geography which consists of the greater Atlanta region, which includes the entire state of Georgia. Drawing from our seasoned professional membership base, ULI Atlanta offers objective and responsible guidance on a variety of land use and real estate issues ranging from site-specific projects to public policy questions. **If you're a ULI Atlanta member who is interested in becoming a TAP panelist, or to learn more about the TAP program or to request an application, please send an email to Lance Morsell, AICP at lance.morsell@uli.org to express interest.**



THANK YOU TO OUR ULI ATLANTA 2026 ANNUAL SPONSORS

TITLE SPONSOR



INDUSTRIOUS

VISIONARY



CHAMPION



L E X I C O N
S T R A T E G I E S.



SENIOR



**Economic
Development**



**Gresham
Smith**



**NILES BOLTON
ASSOCIATES**



RANGEWATER



WOODFIELD
DEVELOPMENT



IMPACT

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Pape-Dawson Company
EQ Housing Advisors, Inc.

McMillan Pazdan Smith Architecture
SHEAR Structural
Synovus
The Integral Group, LLC

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Sizemore Group
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