
EVENT SPONSORSHIPS

ULI NORTH FLORIDA



North Florida

2024



SPONSORSHIP OPPORTUNITIES

ANNUAL SPONSORSHIPS

With nearly 600 members, over 30 public events each year, volunteer opportunities to support emerging leaders, and technical assistance programs to support our communities, your annual commitment is critical to delivering the ULI mission in the North Florida region. Annual sponsorships give your company year-round exposure to ULI members and subscribers on our website and all marketing materials. These levels offer benefits that include complimentary ULI memberships, event registrations, sponsor-only events, and more.

SPONSORSHIP COMBINATIONS:

ULI North Florida will work with your company to create a sponsorship that benefits your goals and budget. Please review our Annual Sponsorship Package to see additional opportunities. Contact ULI Staff if you have any specific needs!

100% OF SPONSORSHIPS ARE TAX DEDUCTIBLE AND DIRECTLY SUPPORT OUR EFFORTS TO:

DEVELOP LOCAL INDUSTRY LEADERS

Through our Center for Leadership, Young Leaders Group, and Women’s Leadership Initiative programs.

POSITIVELY IMPACT OUR COMMUNITIES

Through our Technical Assistance Panels, UrbanPlan program in local schools, Affordable Housing & Revitalization task force, and community service projects.

ADVANCE THE LAND USE INDUSTRY

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

FY24 BENEFITS				
	Executive \$15,000	Diamond \$10,000	Platinum \$5,000	Gold \$2,500
Introduction at ULI’s Advisory Board meeting	✓			
One Complimentary Florida Summit registration	✓			
VIP Seating at events	✓	✓		
Opportunity to introduce event speaker	Major event	Minor event		
Complimentary ULI memberships	1 Full & 1 Associate; or 3 Associate	2 Associate	1 Associate	
Social media feature on ULI North Florida pages	✓	✓	✓	
Recognition on ULI North Florida website with link to company website	Logo	Logo	Logo	Company name
Presence in ULI Newsletters	Linked logo	Linked logo	Logo	Name
Recognition onsite at all programs & events in opening remarks & printed programs	✓	✓	✓	✓
Complimentary tickets to signature events (Trends in Real Estate, Awards for Excellence)	8	3	2	2
Complimentary tickets to standard events (excludes limited seating and joint events)	4	3	2	2
MULTI-YEAR DISCOUNT	20% off for 3-year commitment	20% off for 3-year commitment	15% off for 3-year commitment	10% off for 3-year commitment

SIGNATURE EVENT CALENDAR

Combine events with annual support for extra recognition. Signature events typically have 100 - 300 attendees from all disciplines in real estate. Event sponsorships for smaller events are also available for programs focused on UrbanPlan, Diversity, Equity & Inclusion, Young Leaders Group, and more.

Dates subject to change. Visit northflorida.uli.org/events for up-to-date information.

JANUARY 2024

Trends in Real Estate
Jacksonville

Trends in Real Estate
Gainesville

FEBRUARY 2024

Trends in Real Estate
Capital Region

MARCH 2024

Annual
Golf Tournament &
Fundraiser

APRIL 2024

ULI Florida Summit
Tampa

ULI & NEFBA
Joint Luncheon

MAY 2024

Membership Drive
Spring Social

Southeast Coastal
Resiliency Summit
Savannah

OCTOBER 2024

Awards for
Excellence

Fall Membership
Networking Social

NOVEMBER 2024

3rd Annual
Clay Shoot

Moving Dirt
Gainesville

DECEMBER 2024

Membership Holiday
Celebration



CENTER FOR LEADERSHIP

September 2023 - May 2024

WHAT:

This program is exclusively designed for leaders in land use, real estate and related fields from 5 years of experience to seasoned real estate professionals. Attendees will network, collaborate and learn about land use issues in North Florida through experiential activities and case studies focused on topics including trends in capital markets, public policy, design and construction over the course of eight months.

WHO:

The program consists of more than 25 emerging leaders, with a minimum of 5 years' experience in the real estate industry or related field.

WHY:

Enhance your organization's visibility among next-generation leaders in the industry and their respective firms by sponsoring the Center for Leadership program. Sponsoring the program promotes your organization's image as a trusted resource of real estate expertise.

OPPORTUNITIES:

We offer both sponsorship levels that have varying levels of benefits for each program day.

LEVELS:

Program Day Sponsor - \$1,750

Happy Hour Sponsor - \$500

2024 Program Days:

February 7 – UrbanPlan

March 6 – Project Tours in Gainesville

April – Legislative Trip to Tallahassee

May 1 – Graduation

MORE INFORMATION:

To learn more about Center for Leadership, visit: <https://northflorida.uli.org/get-involved/center-for-leadership/> or contact Carolyn Clark.



CONTACT:

CAROLYN CLARK | (904) 486-8256 | CAROLYN.CLARK@ULI.ORG

TRENDS IN REAL ESTATE

JAN/FEB 2024 | JACKSONVILLE, GAINESVILLE, TALLAHASSEE

WHAT:

ULI North Florida hosts the Trends in Real Estate program annually in its three major cities: Gainesville, Jacksonville and Tallahassee.

Emerging Trends in Real Estate® is an annual series of trends and forecast publications that reflect the views of leading real estate executives in three global regions—Americas, Europe, and Asia Pacific. Undertaken jointly with PwC and the Urban Land Institute, Emerging Trends in Real Estate® provides an outlook on real estate investment and development trends, real estate finance and capital markets, property sectors, metropolitan areas, and other real estate issues.

WHO:

This signature event brings together local and regional developers and reports on the national and local trends that are occurring in the real estate industry.

WHY:

This is one of our most anticipated and well-attended events each year. In Jacksonville, 200-300 professionals attend to hear the report insights, and over 100 attend at both Gainesville and Tallahassee's events. Sponsoring this event puts you in front of a captive audience who is interested in the future of the industry.

OPPORTUNITIES:

Your sponsor commitment will entitle your firm to benefits, including event registrations, VIP seating and visibility before, during and after the event.

JACKSONVILLE:

Presenting - \$6,000
Premium - \$3,500
Session - \$2,000
Reception - \$1,500

GAINESVILLE

Presenting - \$2,500
Premium - \$1,500
Table - \$550

TALLAHASSEE:

Presenting - \$3,000
Premium - \$1,500
Table - \$600

MORE INFORMATION:

To learn more about the Trends in Real Estate and the benefits of sponsorship, visit: northflorida.uli.org/events/emerging-trends/ or contact Carolyn Clark.



CONTACT:

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VIRGINIA SKINNER | (904) 305-4389 | VIRGINIA.SKINNER@TRUIST.COM

GOLF TOURNAMENT

MARCH 18, 2024

WHAT:

ULI North Florida will host its 4th Annual Golf Tournament & Fundraiser to allow us to provide programming, scholarships and networking opportunities year round to members.

WHO:

More than 100 North Florida members and guests from companies throughout the region attend this event.



WHY:

Back by high demand, this event brings together local real estate professionals for a fun day of golf, contests and a reception. Your company can choose from a host of different levels and ways to sponsor from entering a team to seeing your logo on the golf carts and more! Your company will be recognized before, during and after the event.

OPPORTUNITIES:

We offer both sponsorship levels and sponsorship packages that have varying levels of benefits.

LEVELS:

Title Sponsor (2 teams included) - \$7,500

Platinum Sponsor (1 team included) - \$3,500

Gold Sponsor (1 team included) - \$2,500

Golf Cart Sponsor (1 team included) - \$2,000

Beverage Cart Sponsor (1 team included) - \$1,750

Awards Ceremony Sponsor - \$1,000

Team Golf Foursome - \$1,350

Hole Sponsor - \$500

MORE INFORMATION:

To learn more about the Trends in Real Estate and the benefits of sponsorship, visit: northflorida.uli.org/events/golf-tournament/ or contact Carolyn Clark, Virginia Skinner and Anita Prewitt.

CONTACT:

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ANITA PREWITT | (904) 543-0400 | ANITA.PREWITT@PONDSCO.COM

ULI FLORIDA SUMMIT

APRIL 4-5, 2024 | JW MARRIOTT WATER STREET TAMPA

WHAT:

The real estate industry's most influential professionals from across the state will gather in Tampa on April 4-5, 2024 to attend the Annual ULI Florida Statewide Summit.

WHO:

The Summit brings together over 600 real estate professionals from leading developers to investment companies, architects, attorneys, consultants, and planners. Every sector is represented, including residential, retail, office, industrial, and hotel/resort.

WHY:

Hundreds of professionals in the real estate industry will be gathering in Tampa. This is an unparalleled opportunity to network with business leaders, decision-makers and public officials to showcase your company's services and products as well as strengthen ties with existing clients. ULI Florida develops programs that fit the needs of your business for promotion, networking, and business development.

OPPORTUNITIES:

You can choose to sponsor individual events, distribute promotional material, or enhance your profile in a variety of materials created exclusively for the forum. Your total sponsor commitment will place you in one of our sponsorship circles, entitling your firm to additional benefits, including meeting registrations, and invitations to premier events.

LEVELS:

Presenting - \$25,000

Champion - \$15,000

Major - \$10,000

Premium - \$5,000

Higher Education - \$3,000

Contributing \$2,500

MORE INFORMATION:

To learn more about the Summit and the benefits of sponsorship, visit: Florida.ULI.org/Sponsors or contact Lee Lowry, Carolyn Clark and Olivia Frick.

CONTACT:

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OLIVIA FRICK | (904) 742-6257 | OLIVIAFRICK@LS3P.COM

AWARDS FOR EXCELLENCE

OCTOBER 2024 | DOWNTOWN JACKSONVILLE

WHAT:

The Awards for Excellence Program is intended to be the centerpiece of ULI's efforts in North Florida to identify and promote best practices in all types of real estate development. The awards recognize the full development process of a project: planning, construction, economic viability, management, and design. The awards are competitively based and open to real estate developments and projects from around North Florida. Qualified submissions will be reviewed by a panel of independent judges from the local and national development community.

WHO:

Nearly 200 professionals gather at the Awards for Excellence to celebrate a visionary leader, and the newest projects that are changing the landscape and enhancing our communities in North Florida.

WHY:

This is a great opportunity to support projects and organizations that are changing the communities in our region. Your company is visible to thousands in the industry and showcased at the event in front of leaders who are influencing real estate.

OPPORTUNITIES:

Your sponsor commitment will entitle your firm to benefits, including event registrations, VIP seating and visibility before, during and after the event.

LEVELS:

Platinum \$5,000
Gold \$2,500
Silver \$1,500

MORE INFORMATION:

To learn more about the Awards for Excellence and the benefits of sponsorship, visit: northflorida.uli.org/events/awards-for-excellence/ or contact Carolyn Clark.



CONTACT:

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CLAY SHOOT

NOVEMBER 7, 2024

WHAT:

ULI North Florida will host its 3rd Annual Sporting Clay Shoot in November 2024. All proceeds from the event support ULI North Florida programs, initiatives and events.

WHO:

More than 100 North Florida members and guests from companies throughout the region attend this event.

WHY:

This event brings together local real estate professionals for a fun day of shooting clays, networking, and reception. Your company can choose from a host of different levels and ways to sponsor from entering a team to seeing your logo on the golf carts and more! Your company will be recognized before, during and after the event.

OPPORTUNITIES:

We offer both sponsorship levels and sponsorship packages that have varying levels of benefits.

LEVELS:

Title Sponsor - \$3,000
Golf Cart Sponsor - \$2,000
Happy Hour Sponsor - \$1,500
Lunch Sponsor - \$500
Cigar Sponsor - \$500
Station Sponsor - \$500

MORE INFORMATION:

To learn more about the Clay Shoot and the benefits of sponsorship, visit:
<https://northflorida.uli.org/events/annual-clay-shoot/> or contact Carolyn Clark, Virginia Skinner and Mike Hicks.



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MIKE HICKS | (904) 476-1230 | MIKE@BESON4.COM

URBANPLAN

2024

WHAT:

UrbanPlan is a project-based learning curriculum unit for high schools and universities. Bringing together disciplines such as economics, city government, real estate and urban planning, UrbanPlan engages students to consider the myriad of complex decisions that shape our built environment.

WHO:

Becoming a trained volunteer will allow you to support the students of Bishop Kenny High School, Episcopal School of Jacksonville, Maclay School, the Bolles School, and now Riverside High School.

WHY:

Volunteers gain lifelong connections with fellow community leaders and cultivate the next generation of industry leaders.



OPPORTUNITIES:

We offer both sponsorship levels and sponsorship packages that have varying levels of benefits.

LEVELS:

UrbanPlan Visionary Sponsor - \$5,000

Yorktown Sponsor - \$1,500

School Sponsor - \$500



MORE INFORMATION:

To learn more about UrbanPlan and the benefits of sponsorship, visit: <https://northflorida.uli.org/get-involved/urbanplan/> or contact Jennifer Morrison or Kathryn McKie.

CONTACT:

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KATHRYN MCKIE | (904) 598 7348 | KATHRYNMCKIE@REGENCYCENTERS.COM

THANK YOU TO OUR ANNUAL SPONSORS

ULI North Florida is grateful for the generous support of our annual and event sponsors. Our sponsors stand with ULI in representing the industry leaders committed to providing best practices, creating enduring value and an impact on our communities.

CHAMPION



EXECUTIVE



PLATINUM



GOLD

Auld & White Constructors
CBRE
Chance Partners
CP Group
ELM | Ervin Lovett Miller

GAI Consultants
Haskell
Holland & Knight
Jacksonville Jaguars
Miller Electric

Scherer Construction
Silverfield Group
Sodl & Ingram
Vallencourt Construction

ULI NORTH FLORIDA REACH



EMAIL DISTRIBUTION

5,738 Subscribers



SOCIAL MEDIA

1,005 LinkedIn Followers
52,020 LinkedIn impressions



EVENTS

26 programs
1,568 event attendees in 2023

ULI NORTH FLORIDA

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