



North Florida

ULI NORTH FLORIDA 2023 ANNUAL REPORT

JANUARY 2024

CONTENTS

Message from ULI North Florida

Page 3

Community Impact

Page 4

Member Engagement & Programs

Page 7

Organizational Strength

Page 13

ULI North Florida Sponsors

Page 16

MESSAGE FROM ULI NORTH FLORIDA



We are pleased to present ULI North Florida's 2023 Annual Report, which highlights our accomplishments, impact, and reach over the past year. We are proud of our work in crafting and delivering programs that both honor and generate thought leadership in the land use industry throughout the North Florida Region. In these pages, you'll learn more about ULI North Florida's Community Impact, Member Engagement & Programs, Membership, Leadership and Sponsorships.

Over the past year, ULI North Florida deepened our delivery and focus on our commitment to diversity, equity, and inclusion (DEI) through integrating best practices across all programs and recruitment efforts. Our community engagement efforts such as UrbanPlan and Technical Assistance Panels were profoundly impactful for students and for community members.

Our Young Leaders Group, Women's Leadership Initiative and Center for Leadership programs are just some of the ways that ULI provides meaningful connections and professional growth in the region.

ULI North Florida is the proud embodiment of ULI's mission: to shape the future of the built environment for transformative impact. We are excited about our successes over the past year, and we thank you for your continued and generous support.

We are looking forward to a momentous year ahead, and are excited to be working in partnership with our members and sponsors.

Regards,



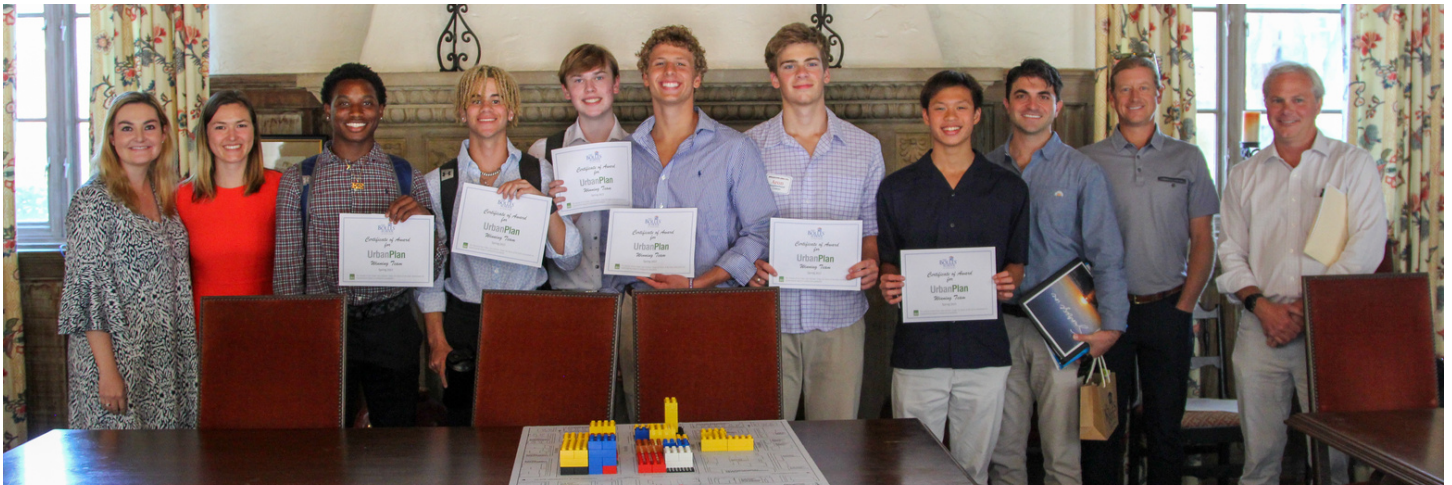
Olivia Frick
District Council Chair
Business Development
LS3P



Carolyn Clark
Executive Director
ULI North Florida



**COMMUNITY
IMPACT**



URBANPLAN

UrbanPlan is a project-based learning curriculum for high schools and universities that brings 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. We are proud to partner with Bishop Kenny High School, The Bolles School, Episcopal High School, Maclay School, Riverside High School, and Florida State University.

During 2023, ULI North Florida volunteers touched the lives of over 100 high school students at five regional high schools. ULI North Florida also introduced over 25 university students to ULI through UrbanPlan.



75+

Volunteers



100+

High school students



25+

University students

Thank you to our Urban Plan Sponsors

Urban Visionary Sponsor

Regency Centers

Yorktown Sponsors

SouthState Bank

Walker & Dunlap

School Sponsors

Ausley McMullen

BKJ Architecture

Moore Bass Consulting

NAI TALCOR

DIVERSITY, EQUITY, AND INCLUSION

ULI North Florida's DEI Committee works to facilitate meaningful engagement and thoughtful discourse around issues of race and equity and strives to better equip our members with the necessary tools and resources to become more inclusive leaders within ULI and the industry.

2023 highlights included:

- The creation and utilization of diverse speakers and projects bureau
- Updated marketing materials to reflect the diversity of the organization
- Expanded outreach to recruit new members

Thank you to our DEI chair and co-chair:



Minjee Kim
Chair
FSU



Travis Williams
Co-Chair
LIFT JAX



TECHNICAL ASSISTANCE PANELS (TAPS)

Technical Assistance Panels, known as TAPs, are a service offered by the Urban Land Institute that brings real estate, planning, and development experts together to provide unbiased pragmatic advice for addressing complex land use and real estate development issues.

In 2023, Clay County engaged ULI North Florida to convene a series of four TAPs throughout the county. During each TAP, panelists toured, studied, sketched, and interviewed stakeholders to create recommendations that match the county's needs.

The TAP was asked to recommend:

- A long-term vision and development program for the study area;
- Highest and best uses for the study area, including identifying a range of uses that would be compatible with existing, committed, and planned uses;
- Strategies for public facilities to promote mobility to, from, and within the study area.



A special thank you to our members who participated in these TAPs:

College Drive Initiative

Panelists included: **Barry Wilcox**, Leon County; **Michael Antonopoulos**, Michael Antonopoulos, LLC; **Owen Beitsch**, GAI Consultants; **Cherie Bryant**, City of Tallahassee; **Fred Jones**, The Haskell Company; **Martha Moore**, Alfred Benesch & Company.

High Ridge Initiative

Panelists included: **Lara Diettrich**, Halff Associates; **Tom Fallin**, BGE; **Peter King**, Bellatrix Ventures; **Adam Moorhead**, A.C. Moorhead Company; **Don Patterson**, REVA Development; **Michael Saylor**, Black Dog Planning.

Gateway to Clay Initiative

Panelists included: **Doug Booher**, Fidelity National Title Group; **Austin Chapman**, Peters & Yaffee; **Natalie DeYoung**, Wingard; **Holly Irish**, Concept Companies; **Blair Knighting**, Kimley-Horn; **Kyle Larsen**, Regency Centers; **Joseph Lentz**, Cushman & Wakefield; **Michael Salik**, Matthews Real Estate Investment Services; **Ameera Sayeed**, Geo One Tech; **Doug Smith**, Cross Regions Group.

Blanding Boulevard Corridor

Panelists included: **Patrick Krechowski**, Balch & Bingham; **Neha Baraskar**, LS3P; **Richard Fangmann**, Pond & Company; **Michael McNaughton**, Sleiman Enterprises; **Blake Reeves**, LS3P; **Russell Yaffee**, Peters and Yaffee.





MEMBER ENGAGEMENT & PROGRAMS

CENTER FOR LEADERSHIP (CFL)

ULI North Florida's Center for Leadership is a dynamic program created to not only develop leadership skills, but inspire collaboration and gain a better understanding of approaches to leadership.

The eight-month program is exclusively designed for professionals in land use, real estate and related fields. Attendees 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.

Each session includes presentations, panel discussions, property tours, small group activities and project analyses allowing class members insight into various market sectors and broadening their perspectives on current issues and opportunities that are relevant to the region.

This year's program kicked-off in September 2023 and will run through May 2024. Program days include Capital Markets, Infrastructure & Resiliency, Real Estate & Urban Development, UrbanPlan, and more.



The 2024 Cohort includes:

John Alters, Carlton Construction
Mitch Askelson, JWB Real Estate Companies
Monica Bates, Live Oak Contracting
Zach Brown, Balch & Bingham
Austin Chapman, Peters and Yaffee
Joe Cornelison, GreenPointe
Christina Crawford, Real Estate Professional
Casey Dendor, England-Thims & Miller
Vanessa Dunn, Jacksonville Housing Authority
Chris Egan, ECS Florida
Rick Foster, The PARC Group
Justin Gravatt, Gateway Jax
Andre Green, Corner Lot Development
Jeff Grover, Regency Centers
Mike Haskins, Springfield Preservation and Revitalization
Donnie McLaughlin, BDG Architects
Austin Nicklas, Northeast Florida Builders Association
David Paulk, Jacksonville Jaguars/Iguana Investments
Austin Ray, Blackstone Engineering
Frank Redway, Aerostar SES
Nicole Renner, Gateway Jax
Eddie Rivera, SAX LLP
Madelen Salter, OE&S
Jonathan Summerfield, SES Environmental Resource Solutions
Ashley Sumners, Concept Companies

CFL Planning Committee includes:

Patrick Krechowski, Balch & Bingham, *Chair*
Angela Coker, Regency Centers, *Co-Chair*
Patrick Pierce, SES Environmental Resource Solutions, *Co-Chair*
John Ellis III, Legacy Engineering
Holly Grimes, BDG Architects
Katherine Hardwick, Downtown Vision
Mo Rudolph, The PARC Group
Maggie Travis, Driver, McAfee, Hawthorne & Diebenow
Morgan Williams, Newmark
Russell Yaffee, Peters and Yaffee

Thank you to our CFL Founding Sponsor

GREENPOINTE
HOLDINGS



YOUNG LEADERS GROUP (YLG)

The Young Leaders Group (YLG) consists of ULI North Florida members under the age of 35 who want to be actively involved in shaping the built environment and the future of the real estate industry in the area.

Involvement in YLG creates opportunities for our region’s young professionals to build relationships that will help them advance in their careers and develop the skills and knowledge needed to become the next generation of successful industry leaders.

YLG Mentor Program

The ULI North Florida YLG Mentorship program pairs young leaders with seasoned professionals for the purpose of building relationships and sharing industry best practices. The program ran from Fall of 2022-Spring 2023. The next YLG Mentorship Program will kick-off Fall of 2025.

YLG Monthly Happy Hours

YLG hosts monthly happy hours, where ULI members have the opportunity to network casually with other young professionals in North Florida’s land use and real estate development industry.



TRENDS IN REAL ESTATE

ULI North Florida hosts the Trends in Real Estate program annually in its three major cities: Gainesville, Jacksonville and Tallahassee. This signature event brings together industry experts and reports on the national and local trends that are occurring in the real estate industry. Pricewaterhouse Cooper's **Chuck DiRocco** shared the 2023 Outlook in all three cities.

In 2023, the Jacksonville event was expanded to a half-day conference and had nearly 200 attendees. Conference sessions included Economic Growth in Northeast Florida Counties, The Rise of Sustainable Construction & Design Trends, Build-to-Rent Market Trends, Known Unknowns, and the Outlook for 2023.

In Gainesville, the annual event was held at the Alachua Sports and Events Center in Celebration Pointe, the new indoor training facility for attendees to tour. **Richard Blalock**, CEO of RADDSPORTS, shared the story on the development of this world-class facility.



In the Capital Region, the annual luncheon offered local insights from **Lamar Taylor**, State Board of Administration of Florida, moderated by **Bethany Corum**, Capital City Bank. This is the largest attended event in the region hosted by the Capital Region Board, which is chaired by **Autumn Calder**.



3RD ANNUAL GOLF TOURNAMENT

Thank you to all who participated in and sponsored our 3rd Annual Golf Tournament & Fundraiser. This highly anticipated annual event provides a fantastic opportunity for networking and enjoying a day on the course with industry peers. Save the date for 2024: March 18, 2024.



2ND ANNUAL CLAY SHOOT

Thank you to all who participated in and sponsored our 2nd Annual Clay Shoot. This event has become a favorite of our members and we hope to see you again in 2024 for another fantastic day! Save the date: November 7, 2024.



ULI & NEFBA

ULI North Florida & the Northeast Florida Builders Association hosted a joint luncheon to hear from Zonda's Chief Economist Ali Wolf on the state of the economy and housing market. Save the date for 2024: April 24, 2024.



AFFORDABLE HOUSING & REVITALIZATION

As a task force, this group puts together meetings and events on relevant case studies to bring awareness and education on regional successes and challenges in affordable housing and revitalization.

2023 programming highlights hosted by this committee included:

- Urban Revival in the Cathedral District, an event at the Ashley Square Apartments, a new downtown affordable housing development featuring **Barney Smith**, JHFA and **Ginny Myrick**, Cathedral District-Jax, Inc.
- Pathways to Affordable Housing & the Live Local Act, a discussion with **Susan Leigh** and **Mark Hendrickson** with the Jacksonville Housing Finance Authority about the Live Local Act.

GAINESVILLE

Gainesville is an active region for the ULI North Florida District Council with nearly 100 members. The Gainesville Leadership committee leads the north-central region by coordinating local meetings, programs and initiatives. 2023 program highlights included:

Content & Cocktails

This event featured an evening of networking, updates from the Gainesville board, and hearing about the history of the Swamp Restaurant.

Moving Dirt

Each year, the Gainesville Leadership holds the Moving Dirt: Projects Changing the Landscape in Gainesville event where they showcase projects in the area via a rapid-fire panel. This event is a great overview of what's new and upcoming from big players in the area.

Young Leaders Group Kick-Off

The Young Leaders Group had their first networking event at the Swamp Restaurant. The event was well attended by students and young professionals.



CAPITAL REGION

The Capital Region is served by a local Board with a mission to share best practices in real estate and to connect key leaders for the betterment of Tallahassee and the surrounding communities.

The Board manages various programs throughout the year including the annual Trends in Real Estate event. Our members facilitate the UrbanPlan initiative at Maclay School and Florida State University that provides students the opportunity to learn about urban planning. Program highlights include:

Industry Hot Topics

This panel presentation on industry hot topics in North Florida discussed insurance, construction costs, and community resilience.

Holiday Party in Downtown Thomasville

The Capital Region ended 2023 with a networking celebration that featured speakers **Scott Chastain**, Thomasville City Councilman, and **Kenny Thompson**, Thomasville City Planner. The speakers gave insight into their downtown redevelopment success.





ORGANIZATIONAL STRENGTH

MEMBERSHIP

Unique among professional membership organizations, ULI brings together people in every profession and sector in real estate development and land use, from all over the world, and in every career stage. Through ULI, members network, share knowledge, further their careers, and give back to their profession and communities around the world.

ULI NORTH FLORIDA'S REACH



EVENTS

26 programs
1,568 event attendees in 2023



SOCIAL MEDIA

1,036 LinkedIn Followers
52,020 LinkedIn impressions



EMAIL DISTRIBUTION

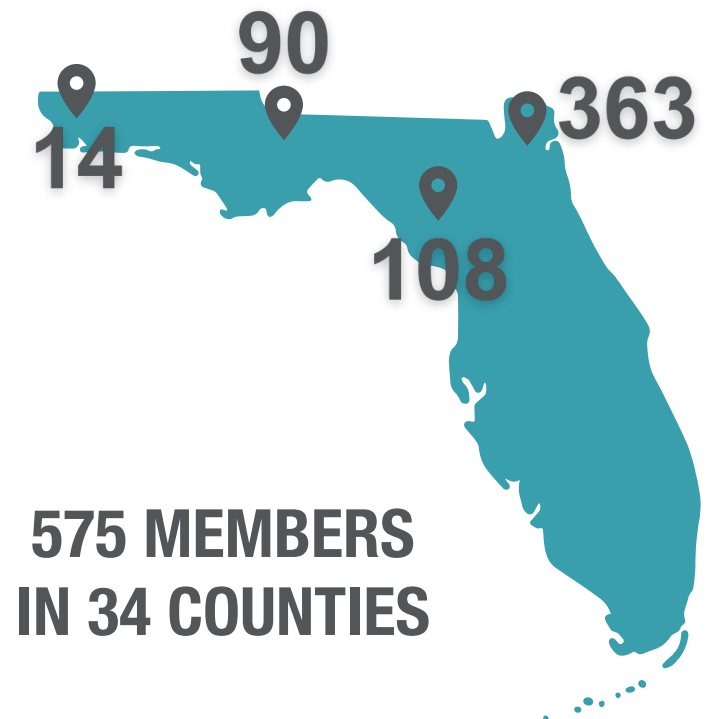
5,738 Subscribers

ULI NORTH FLORIDA

6 E Bay Street, Floor 6
Jacksonville, FL 32202
northflorida.uli.org

2022-2025 STRATEGIC PLAN GOALS

1. Raise ULI's visibility through participation in regional impact issues
2. Attract new members and engage and retain existing members
3. Financial sustainability
4. Develop a business plan in order to better maintain and sustain Gainesville and Tallahassee satellites
5. Embrace diversity, equity and inclusion in our identity and culture, and advance DEI values throughout all programs and initiatives



ULI LEADERSHIP



Olivia Frick
District Council Chair



Doug Booher
*Chair of Mission
Advancement*



David Paulk
Treasurer



**Patrick
Krechowski**
*Chair of
Governance*

ADVISORY BOARD

Patrick Johnson, *Chair*, Regency Centers
Paul Bertozzi, Live Oak Contracting
Doug Booher, Fidelity National Title Group
Gerry Dedenbach, CHW
Lara Diettrich, Halff Associates
Brenna Durden, Lewis Longman & Walker
Cleveland Ferguson, JTA
Jake Gordon, Downtown Vision
Robert Hervey, UF Health
Gary Hunter, Holtzman Vogel
Tom Ingram, Sodl & Ingram
Carlton Jones, The Renaissance Group
Steve Kelley, Downtown Investment Authority
Patrick Krechowski, Balch & Bingham

Brad Lacour, Trident Partners
Hugh Mathews, England, Thims & Miller
Michael McGowan, Chase Properties
Michael McNaughton, Sleiman Enterprises
Shannon Nazworth, Ability Housing
Rob Palmer, Walt Disney Imagineering
Maurice Rudolph, The Parc Group
Peter Rummell, Rummell Company
Carrie Smith, Franklin Street
Trip Stanly, Blackwater Capital, LLC
Jenny Urcan, BGE, Inc.
Aundra Wallace, JAXUSA Partnership
Alan Wilson, The Haskell Company

MANAGEMENT COMMITTEE

Olivia Frick, *Chair*, LS3P
Doug Booher, Fidelity National Title Group
David Paulk, Jacksonville Jaguars
Autumn Calder, Blueprint Intergovernmental Agency
Natalie DeYoung, Wingard
Tyler Drucker, RISE
Minjee Kim, FSU
Sarah King, Prosser
Patrick Krechowski, Balch & Bingham

Kathryn McKie, Regency Centers
Sarah Roick, Ajax Building Company
Buck Smoak, Auld & White Constructors
Virginia Skinner, Truist
Amelia Sterling, The First Bank
Sarah Wicker, Forestar
Morgan Williams, Newmark
William Zeits, Corner Lot

ULI NORTH FLORIDA STAFF

Carolyn Clark, Executive Director
Jennifer Morrison, Manager
Marissa Royals, Associate

ANNUAL SPONSORS

ULI North Florida is grateful for the generous support of our annual 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 Sponsor



LIVE OAK CONTRACTING

Executive Sponsor

Regency
Centers.

Platinum Sponsors



Peter S. Rummell



Gold Sponsors

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

GAI Consultants
Haskell
Holland & Knight
Jacksonville Jaguars
Kimley Horn

Miller Electric
Scherer Construction
Silverfield Group
Sodl & Ingram
Vallencourt Construction

EVENT SPONSORS

Thank you to our 2023 event sponsors for supporting the advancement of our members, our mission, and our industry while gaining valuable exposure to community leaders.

Advanced Drainage Systems (ADS)
Aerostar, SES
Ajax Building Corp
APTIM
Auld & White
Ausley McMullen
Avant Collaborative Construction
Balch & Bingham
BDG
BKJ Architecture
Blueprint Intergovernmental Agency
Capital City Bank
Capstone
Chase Properties
CHW
Ciminelli Real Estate
City of Tallahassee
Coldwell Banker MM Parrish Realtors
Concept Companies
Connelly & Wicker
CSI Geo
Dream Finders
ELM
ETM
Fidelity National Financial
Gensler
Halff
Haskell Company
Holtzman Vogel
JEA
Kimley Horn

Leon County
Lewis Longman & Walker
Live Oak Contracting
LS3P Associates
Marand Builders
Marietta Sand Corporation
Matthews Real Estate
Moore Bass Consulting
Morris-Shea
MW Builders
NAI TALCOR
NDN Companies
Peters & Yaffee
Prime Meridian Bank
Powers Development Group
Prosser, Inc.
Regency Centers
RISE Real Estate
SAX, LLP
SES Environmental Resource Solutions
Scherer Construction
Siebein Acoustic
Sleiman Enterprises
Stearns Weaver Miller
Swel Janitorial
TLG Real Estate Services
Truist
Vallencourt Construction
Viking Companies
Weyerhaeuser





ULI is a global, member-driven organization comprising more than 45,000 real estate and urban development professionals dedicated to advancing the mission of shaping the future of the built environment for transformative impact in communities worldwide.

ULI North Florida, a District Council of ULI, delivers this mission through programs and initiatives for the nearly 600 members in the North Florida region.

FOR MORE INFORMATION VISIT: [NORTHFLORIDA.ULI.ORG](https://northflorida.uli.org)

