

2024 ANNUAL REPORT





Olivia Frick
PCL Construction
ULI North Florida
District Council Chair

ULI North Florida Strategic Plan Goals 2022-2025

Raise ULI's visibility through participation in regional impact issues

Attract new members and engage and retain existing members

Financial sustainability

Develop a business plan in order to better maintain and sustain Gainesville and Tallahassee satellites

Embrace diversity, equity and inclusion in our identity and culture, and advance DEI values throughout all programs and initiatives

MESSAGE FROM ULI NORTH FLORIDA

As we reflect on 2024, we are filled with gratitude and pride for all that we have achieved together. Your unwavering participation, support, and commitment has been integral to the success of ULI North Florida, and we are pleased to present our Annual Report for this exceptional year.

This year, we celebrated many milestones, including our Awards for Excellence, where we recognized outstanding projects across the region and Aundra Wallace as our Visionary Leader. We also hosted the inaugural Southeastern Coastal Development Forum in Savannah, a collaborative event with ULI Atlanta and ULI South Carolina. Additionally, we achieved a record-breaking Florida Summit, bringing nearly 800 attendees together in Tampa.

At the heart of everything we do is ULI North Florida's commitment to shaping the future of the built environment for transformative impact. In the pages ahead, you will find an overview of our accomplishments, our members and leaders, and key programs that continue to drive our mission.

As we navigate the challenges and opportunities of an ever-changing landscape, we are inspired by the collective wisdom and shared commitment of the ULI North Florida community. Thank you for your continued engagement and support. We look forward to building on our successes and advancing our mission in the year ahead.

Best regards,

Olivia Frick

ORGANIZATIONAL STRENGTH

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 NORTH FLORIDA

The North Florida District Council was founded in 2005 and now has over 500 members. Our members are involved in all aspects of the development 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



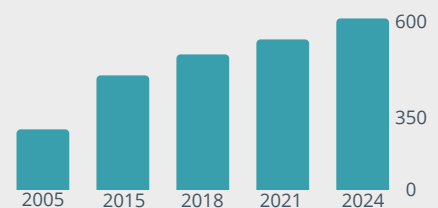
North Florida

FOUNDED

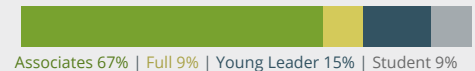
2005

Local real estate leaders started
ULI Jacksonville

MEMBERSHIP SIZE



MEMBER TYPE



MEMBER ENGAGEMENT

141

Members on
Committees/Councils

32

Members in
Leadership Positions

1,700+

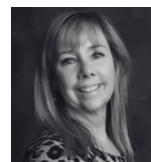
Total attendees at 25+ local
ULI events in the past year

ULI NORTH FLORIDA STAFF



Carolyn Clark
Executive Director

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Jennifer Morrison
Manager

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Marissa Royals
Senior Associate

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MEMBER LEADERS

GOVERNANCE COMMITTEE

Olivia Frick, PCL Construction, *Chair*

Patrick Krechowski, Balch & Bingham, *Governance Chair*

Tarik Bateh, Bateh Real Estate Advisors

Mo Rudolph, The PARC Group

Tom Ingram, Sodl & Ingram

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Laura Phillips Edgecombe, Jessie Ball duPont Fund

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

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PCL Construction

CHAIR FOR MISSION ADVANCEMENT

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Fidelity National Title Group

TREASURER

David Paulk

Jacksonville Jaguars

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Almond Engineering

Barney Smith

Smith & Young Co

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Balch & Bingham

Angela Coker

Regency Centers

Patrick Pierce

SES Environmental Resource Solutions

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Forestar Real Estate Group

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LIFT JAX

Roquelle Bradford

Coleman Talley

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Morgan Williams

Landings Real Estate Group

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Wingard

Ryan Rafferty

Advanced Drainage Systems

PROGRAMS COMMITTEE CHAIRS

Brian Crooke

SouthState Bank

Nicole Renner

Development Manager, Gateway Jax

SPONSORSHIP COMMITTEE CHAIRS

John Alters

Carlton Construction

Marty Busekrus

Ciminelli Real Estate Corporation

TECHNICAL ASSISTANCE PANELS CHAIRS

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Auld & White Constructors

Andrea Johansson

Century Communities

URBANPLAN CHAIRS

Kathryn McKie

Regency Centers

Rick Foster

The PARC Group

Jeff Grover

Regency Centers

YOUNG LEADERS GROUP CHAIRS

Tyler Drucker

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Cory Donohoe

APTIM

CLAY SHOOT CHAIR

Mike Hicks

Beson4

GOLF TOURNAMENT COMMITTEE CHAIR

Anita Prewit

Brogdon Builders

AWARDS FOR EXCELLENCE COMMITTEE CHAIRS

Sarah King

Prosser | PRIME

Maxine McBride

Clockwork Marketing Services

ULI NORTH FLORIDA SATELLITES

GAINESVILLE CHAIRS

Sarah Roick

Ajax Building Company

Holly Irish

Concept Companies

David Sowell

Kimley-Horn

CAPITAL REGION BOARD

Autumn Calder (Chair 2022-2024)

Blueprint Intergovernmental Agency

David Weiss (Chair 2024-2025)

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Julie Christesen, ES Green & Co, LLC

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Elizabeth Emmanuel, TDIA

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Chris Jensen, Prime Meridian Bank

Chris Kuhn, Kilinski | Van Wyk

Charlie Johnson, Kimley-Horn

Richard Darabi, Moore Bass Consulting, Inc.

Sue Dick, Tallahassee Chamber of Commerce

Joe Earp, Affordable Housing Consulting, LLC

Christian Griffith, Vine Residential

Ashley Leggett, Capital City Bank

Rodney Lewis, Architects Lewis + Whitlock

Chris Marino, Florida SBA

John McNeill, NAI TALCOR

John Reddick, City of Tallahassee

Erin Tilton, Stearns Weaver Miller

Robert Volpe, Holtzman Vogel

Barry Wilcox, Leon County

2024 ANNUAL SPONSORS

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GREENPOINTE
HOLDINGS

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LAY
CONSTRUCTION

LIVE OAK CONTRACTING

LLW LEWIS
LONGMAN
WALKER

LS3P

PCL
CONSTRUCTION

Peter S. Rummell

PROSSER | PRIME

SouthState

stellar
TAKING SOLUTIONS FURTHER

Terracon

REAL ESTATE CENTER
WARRINGTON COLLEGE of BUSINESS

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MECHANICAL CONTRACTOR, INC.

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Sodl & Ingram
Vallencourt Construction
VanTrust Real Estate

CAPITAL REGION SPONSORS

Platinum

**STEARNS
WEAVER
MILLER**

Gold

HV Holtzman
Vogel

Kimley»Horn

Silver

Tallahassee Housing Authority

2024 EVENT SPONSORS

Thank you for supporting ULI North Florida programs and initiatives.

Advanced Drainage Systems
AE7
Aerostar SES
APTIM
Auld & White
Ausley McMullen
Avalon Heating & Air
Avant Construction Group
BGE
Blueprint Intergovernmental Agency
Builders FirstSource
Capital City Bank
Carlton Construction
CBRE
Cerris Builders
CHW
Ciminelli Real Estate
Clockwork Marketing Services
Coleman | Talley
Connelly & Wicker
Design Cooperative DCOOP
Dennis & Ives
ECS Florida
ELM | Ervin Lovett Miller
ETM | England-Thims & Miller
FaverGray
Florida Custom Marble
First American Exchange Company
Flying Ostrich Media
Forestar
FSU School of Real Estate
Group 4 Design
GreenPointe
Halff Associates
Holtzman Vogel
Housing Design Matters
Impact Development Management
Kilinski | Van Wyk

Kimley-Horn
Ladson Construction
Lay Construction
Live Oak Contracting
LS3P Associates
Marand Builders
Matthews Real Estate
Merritt Properties
Meskel Engineering
Moore Bass Consulting
Morris-Shea
MT Constructors
NAI TALCOR
NDN Companies
Newmark
Nuveen Green Capital
Orr Cook
POND & Company
Powers Development Group
Prime Meridian Bank
Proper Commercial Real Estate
Prosser | PRIME AE
Regency Centers
RISE Real Estate
SAX, LLP
Scherer Construction
Sleiman Enterprises
Stearns Weaver Miller
Structure Real Estate
Tallahassee Chamber of Commerce
Tallahassee Growth Management Department
Tallahassee Housing Authority
TECO People's Gas
The First Bank
Vallencourt Construction
VIKA
Whiting-Turner
Wingard

NEW ANNUAL SPONSORS

A special thank you to these companies for choosing to support ULI in 2024.



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, Florida State University, and Florida A&M University.

During 2024, ULI North Florida volunteers touched the lives of over 100 high school students at four regional high schools. ULI North Florida also introduced over 50 university students to ULI through UrbanPlan.

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



211+
Volunteers



100+
High school students



50+
University students



MEMBER ENGAGEMENT

There are many ways to engage with ULI North Florida to increase your involvement and elevate your visibility among real estate professionals. Our foundation is helping one another to become the best we can be while leveraging our talents to make North Florida communities great places to live.

DEVELOPER'S ROUNDTABLE

The ULI Developer's Roundtable is an application-based program that brings together senior real estate owners and decision-makers. Participants share best practices and innovative ideas that foster mutual growth, drive innovation, and enhance long-term viability.

FLORIDA PRODUCT COUNCIL PROGRAM

Florida Product Councils (FPCs) are topically focused, multidisciplinary member groups that are designed to engage members based on their expertise and passion within the land use industry. ULI North Florida has 20+ members who serve on Councils including Affordable Housing, Industrial Development, Community Housing, Hospitality and Recreational, Multi-Family Development, Retail Development, and Urban Development/Mixed-Use.

WOMEN'S 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.

> COCKTAILS FOR A CAUSE

Hosted by WLI, this event allows industry professionals to enjoy cocktails, networking, and a personalized shopping experience while contributing to the care and support of survivors of human trafficking.

> MEMBER ACTIVATION PROGRAM (MAP)

MAP is designed to provide guidance to new members in order to increase their involvement and establish relationships that will continue on after the program.

YOUNG LEADERS GROUP (YLG)

YLG creates a 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 North Florida 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. The committee plans events such as tours, happy hours, and more.

> MONTHLY HAPPY HOURS

Meet and build relationships with real estate and land use professionals in the region at these regular gatherings planned by the YLG at the newest hot spots.

> YLG MENTOR PROGRAM

The Mentor Program aims to foster an exchange of professional ideas and mentorship between experienced executives in the industry ("Mentors") and young real estate professionals ("Mentees"). Mentees will have the chance to learn from experienced industry professionals and discuss career-related topics with a successful industry veteran.



2024 MEMBERS OF THE YEAR



Amelia Sterling
The First Bank



Ryan Rafferty
Advanced Drainage
Systems

SIGNATURE PROGRAMS



TRENDS IN REAL ESTATE

ULI North Florida hosts the Trends in Real Estate program annually in Jacksonville and Tallahassee. This signature event brings together industry experts and reports on national and local trends that are occurring in the real estate industry.

> JACKSONVILLE

In 2024, the half-day conference had over 200 attendees. Presented by Live Oak Contracting and Regency Centers, conference sessions included Major Projects Redefining Downtown, Insurance, Challenges in Construction, Redemptive Development, and the PwC Outlook for 2024.

> TALLAHASSEE

The 2024 event featured the PwC Outlook for 2024 and industry updates with local leaders including Autumn Calder, Barry Wilcox, Christian Griffith, Erin Tilton, Megan Doherty, and Steve Auger. With over 150 attendees, this is the largest attended event in the region hosted by the Capital Region Board.



ANNUAL CHARITY GOLF TOURNAMENT

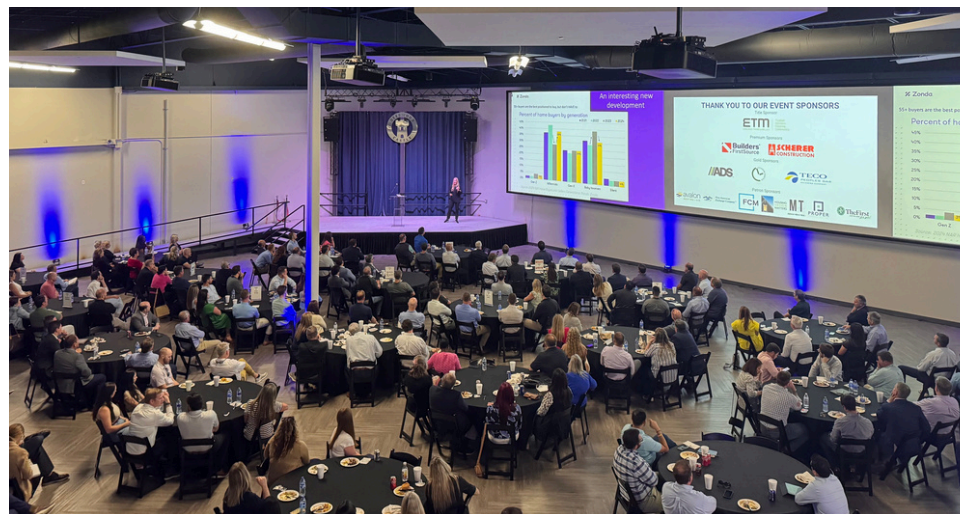
Over 100 people participated in the 4th Annual Golf Tournament held in the spring at Queen's Harbor and presented by Nuveen Green Capital. Proceeds from this popular fundraiser go towards supporting local programming and initiatives for members.

STATE OF THE ECONOMY & HOUSING MARKET

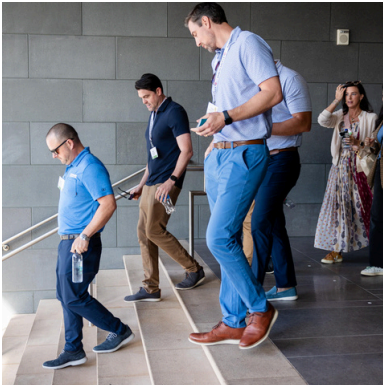
In its second year, this event, sponsored by ETM, features Zonda's Chief Economist, Ali Wolf, in Jacksonville to provide an in-depth report on the state of the housing market. A favorite among our members, the event brings together ULI and NEFBA members.

ANNUAL CLAY SHOOT

The 3rd Annual Clay Shoot, presented by Vallencourt Construction, was a memorable event that brought members together for a day of fun and friendly competition at Jacksonville Clay Target Sports. This year's winning team was Marand Builders.



SIGNATURE PROGRAMS



FLORIDA SUMMIT

The Florida Summit brought together over 800 land use and real estate leaders from around the state. Attendees enjoyed the opportunity to connect with other Florida District Councils including Tampa Bay, Central, Southwest, and Southeast Florida. The event featured engaging panel discussions, exclusive tours, and energetic networking, making it an unforgettable experience for all participants.

SOUTHEASTERN COASTAL DEVELOPMENT FORUM

The Southeastern Coastal Development Forum is a biennial, two-day event hosted by ULI Atlanta, ULI North Florida, and ULI South Carolina. It provides private and public sector professionals with valuable resources and insights to address coastal development challenges. The inaugural event was held in Savannah, and the next forum will take place in Jacksonville in 2026.



AWARDS FOR EXCELLENCE

The Awards for Excellence honor exceptional development projects that embody ULI North Florida's mission and values. The development teams receiving this prestigious award demonstrate innovation, responsible land use, and a positive community impact. The event, presented by Kilinski | Van Wyk, welcomed nearly 300 attendees. ULI Executive Vice President Jill Lucken and ZOM Living CEO Greg West served as emcees, helping to recognize seven projects across categories including New Development, Urban Development, Reuse/Repurpose, Public Sector, Organization of Influence, and the Judge's Choice Award.

Additionally, the ULI North Florida District Council presented the 2024 Visionary Leader Award to Aundra Wallace, president of JAXUSA Partnership, the regional economic development arm of the JAX Chamber. The award recognizes an individual who has made an outstanding contribution within the real estate industry and the community as a whole.



"Aundra is an exemplary leader and the true embodiment of professionalism, knowledge and passion," said Ed Burr, GreenPointe Holdings Chairman and Chief Executive Officer, and the District Council's 2021 Visionary Leader. "He is a driving force behind attracting investment and supporting economic development and job creation throughout Northeast Florida. Aundra's commitment and contributions to our community are an inspiration to all. I cannot think of anyone more deserving to receive this award."



North Florida

WHERE THE FUTURE IS BUILT