

## MANAGEMENT COMMITTEE

**Carman Liuzzo**

*District Council Chair*  
Highwoods Properties

**Smedes York**

*Governance Chair*  
York Properties

**Craig Cadwallader**

*Chair of Mission Advancement*  
DR Horton

**Steve Vinson**

*Treasurer*  
Magnolia Development

**Justin Good**

*Programming Co-Chair*  
Edgewater Ventures

**Steve Hess**

*Programming Co-Chair*  
NEMA Management

**TJ Barringer**

*Housing Action Committee Chair*  
Kane Realty

**Richard Adams**

*Transportation Action Committee Co-Chair*  
Kimley-Horn

**Jeff Bandini**

*Transportation Action Committee Co-Chair*  
Innovate P3 LLC

**Justin Parker**

*Sponsorship Chair*  
Al Neyer

**Gretchen Saussy**

*Membership Chair*  
Mid-Atlantic Associates

**Nicole Furnace**

*Diversity & Inclusion Chair*  
Urban Durham Realty

**Jason Rivera**

*UrbanPlan Chair*  
Kasper Arch

**Dawn Polin**

*Women's Leadership Initiative Chair*  
CreTax

**Mike Wilen**

*Young Leaders Group Co-Chair*  
Phoenix Commercial

**Griffin Dunaway**

*Young Leaders Group Co-Chair*  
Cushman & Wakefield

Dear Friends and Colleagues,

Thanks to our committed ULI Triangle Members, we have successfully made it through one of the most eventful years in our lifetime. We appreciate your involvement, your expertise, and your financial support.

2022 will present new opportunities and challenges as we strive to positively impact our communities. October is the start of our 2022 Annual Campaign. Membership dues primarily support ULI's renowned national and global thought leadership, research and publications, and organizational infrastructure. District Councils must rely on registration fees and Annual Sponsors to fund operations, impact initiatives, and local programs. Annual Sponsorship makes up 58% of ULI Triangle's operating budget.

Please review the attached materials that highlight the work we are undertaking and the levels of benefits available to 2022 ULI Triangle Annual Sponsors. With your support, we can

**Develop more compelling programs and events and reach broader audiences.** ULI is pivoting to virtual platforms until it is safe to meet again in person. Wherever or however we get together, we will be sharing best practices and sparking thought-provoking discussions about such pressing topics as mobility, resilience, racial equity, diversity and inclusion.

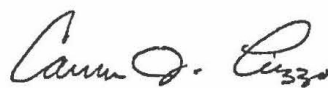
**Expand perspectives and cultivate leaders.** Our successful affinity groups (WLI and YLG) continue to evolve and grow. Following their lead our Diversity Inclusion and Equity Committee we have added mentorship and professional development opportunities specifically aimed at individuals who identify as Black, Indigenous, and People of Color (BIPOC).

**Deepen community impact.** ULI Triangle is the region's leading convener of real estate professionals across sectors, using UrbanPlan for Universities, Public Officials and Round Table Programs. These are high impact, high touch, and high-cost efforts to deliver.

We understand that resources are limited, especially in this economy. We can customize a benefit and payment package that serves your marketing, corporate social responsibility, or community engagement needs. Someone from our staff or District Council Leadership or Sponsorship Committee will be reaching out soon for your input.

Thank you for your consideration. *We look forward to what we can accomplish together.*

Sincerely,



Carman Liuzzo  
District Council Chair



Justin Parker  
Sponsorship Chair

# INVEST IN ULI TRIANGLE

BUILD A SUSTAINING, THRIVING, AND INCLUSIVE REGION

## Visibility



### Sponsor and Logo Recognition

- Website
- Social Media
- Newsletter
- Event Marketing Materials

## Relationship Building



- Complimentary Registrations to Programs
- Invitations to Exclusive Events

## Participation



- Speaking Opportunities
- Program Branding and Content Development Opportunities

## Impact



- Mentor
- Serve as Industry Experts on TAPS, local focus groups, and UrbanPlan
- Contribute to ULI Triangle and ULI National Publications

### ULI Content Focus

- Housing and Communities
- Real Estate Finance and Investment
- Sustainability and Economic Performance
- Innovation in Development Practice
- Shaping Successful Cities and Regions

### Committee Engagement

- Membership
- Sponsorship
- Programming
- Diversity, Equity, and Inclusion

### Community Impact Opportunities

- UrbanPlan for Public Officials
- UrbanPlan for Universities
- Affordable Housing Action Committee
- Transportation and Infrastructure Action Committee

### Leadership Development

- Women's Leadership Initiative
- Young Leaders Group
- Mentorship & Pathways to Inclusion
- Real Estate Diversity Initiative

### Sponsor Exposure

- National Conferences
  - Spring Meeting
  - Fall Meeting
- Regional Conferences
  - Carolinas Meeting
  - Capital Markets
- Local Conferences
  - Emerging Trends in Real Estate
  - Programming Events

Please reach out to Robin Hilliard, Executive Director for more information about these unique opportunities at [robin.hilliard@uli.org](mailto:robin.hilliard@uli.org).



ULI Triangle sponsors comprise the leading real estate companies in the region.

Annual sponsors receive excellent benefits for their contributions and the satisfaction of knowing that 100% of the funds support local programs, educational activities, community outreach and research. ULI members are community builders who develop and redevelop neighborhoods, business districts and communities throughout the U.S. and the world. ULI Triangle is a self-sustaining organization that relies on the generous support of its sponsors to advance the initiatives and mission of the organization. With more than 680 members throughout the Triangle and Eastern region of North Carolina, sponsorship is a catalyst for leadership in land use.

# 2022 Annual Sponsorship

**The Mission of the Urban Land Institute**

Shape the future of the built environment for transformative impact in communities worldwide.

**Mission Commitments:** Connect, Inspire, Lead

## 2022 Sponsorship Levels and Benefits

	Visionary \$10,000	Pioneer \$8,000	Champion \$5,500	Partner \$4,000	Advisor \$3,000	Friend \$1,500
<b>Company Recognition</b>						
» Prominent Placement of Logo	✓					
» ULI Website (link)	LOGO	LOGO	LOGO	NAME	NAME	NAME
» Newsletter e-blasts (listing)	LOGO	LOGO	LOGO	NAME	NAME	NAME
» Listing denoting Sponsorship Level	LOGO	LOGO	LOGO	LOGO	NAME	NAME
<b>Complimentary Registrations*</b>						
» ULI Carolinas Meeting	3	2	1	-	-	-
» Fee-based educational programs	5	4	3	2	2	1
» Keynote Speaker Dinners & Awards	3	2	2	1	-	-
» Annual Sponsor Appreciation Event	4	3	3	2	1	1
<b>Exclusive Company   Project Events</b>	3	2	2	1	-	-
<b>Credit Toward Memberships</b>						
» Amount used toward complimentary memberships of your choice.	\$1,300	\$900	\$700	\$500	\$300	\$150
<b>Promotion in E-Newsletter / E-Blast</b>						
» Sponsor profile included in an e-blast	✓	✓	✓	-	-	-
<b>Event Specific</b>						
» Opportunity to participate in welcome	✓	✓	-	-	-	-
» Acknowledgment from podium	✓	✓	-	-	-	-
» Name and sponsorship level displayed	LOGO	LOGO	LOGO	LOGO	LOGO	NAME
» Sponsor name tags at events	✓	✓	✓	✓	✓	✓

\*Space is limited at many ULI Triangle events. Registrations are available on a first-come, first-serve basis. Lunch programs and Young Leader Receptions are not included.



**More Information**

Learn more about ULI Triangle and our programs and events at [triangle.uli.org](http://triangle.uli.org) or call (919) 606-6030

# 2022 Programs

ULI Triangle hosts educational programs/forums that explore a broad range of issues of interest within land use.

- » Members Only Round Table programs featuring local speakers and projects.
- » Real Estate Trends with a presentation of *Emerging Trends in Real Estate*® report.
- » Strategic Action Committees focused on Housing and Transportation & Infrastructure
- » UrbanPlan for Public Officials.
- » Exclusive tours, targeted discussions, and mentorship programs for Young Leaders Group members.
- » Exclusive Sponsor appreciation event providing access to fellow industry leaders and ULI leaders.
- » Exclusive Sponsor Company or Project Tours.

# FY2022 Leadership

## Leadership Team

**Carman Liuzzo**, Highwoods Properties *District Council Chair*

**Smedes York**, York Properties, *Governance Chair*

**Craig Cadwallader**, DR Horton *Chair of Mission Advancement*

**Steve Vinson**, Magnolia Development *Treasurer*

**Jeff Bandini**, City of Raleigh *Transportation Action Committee Co-Chair*

**Richard Adams**, Kimley-Horn *Transportation and Infrastructure Action Committee Co-Chair*

**TJ Barringer**, Kane Realty *Housing Action Committee Chair*

**Justin Good**, Edgewater Ventures *Programming Co-Chair*

**Steve Hess**, NEMA Management *Programming Co-Chair*

Justin Parker, Al Neyer *Sponsorship Chair*

**Gretchen Saussy**, Mid-Atlantic Associates *Membership Chair*

**Nicole Furnace**, Urban Durham Realty *Diversity Chair*

**Mike Wilen**, Phoenix Commercial *YLG Chair*

Jason Rivera, Kasper Arch *UrbanPlan Chair*

Dawn Polin, CreTax *WLI Chair*

## Governance Committee

**Smedes York**, York Properties *Governance Chair*

**Craig Cadwallader**, DR Horton *Mission Advancement Chair*

**Carman Liuzzo**, Highwoods Properties *District Council Chair*

**Steve Vinson**, Magnolia Development *Treasurer*

**Jon Wilson**, Kimley-Horn *Retired*

**Audie Barefoot**, Fonville Morisey *Barefoot*

**Ken Bowers**, City of Raleigh

**Gordon Grubb**, Grubb Ventures

**TJ Barringer**, Kane Realty

**Scott Selig**, Duke University

**Andy Holland**, Truist

**Erica Leatham**, MI Homes

**Laura Solie**, Concord Street

**Jason Rivera**, Kasper Arch *UrbanPlan Chair*

**Mike Wilen**, Phoenix Commercial *Young Leaders Chair*

**Dawn Polin**, CreTax *WLI Chair*

# 2021 Sponsors

## PIONEER

Cline Design  
Highwoods Properties  
JDavis Architects  
Pinnacle Financial

## CHAMPION

Bohler Engineering  
Brasfield & Gorrie  
Duda Paine  
Elliott Davis Decosimo\*  
Kimley-Horn  
LeChase Construction  
McAdams  
Morningstar Law Group  
Poyner & Spruill  
York Prop/McDonald-York

## PARTNER

Avison Young  
CBRE-Raleigh  
Choate Regional  
Cushman & Wakefield  
HITT Construction K&L  
Gates  
Kilpatrick Townsend  
Northwood Ravin  
Partners  
Parker Poe\*  
Smith Anderson

## ADVISOR

Al. Neyer  
Barnhill Contracting  
Bobbitt  
Clancy & Theys  
Colliers  
Dogwood Bank  
ECS Southeast, LLP  
First Tennessee Bank/  
First Horizon  
Gensler  
Grubb Ventures  
HR&A  
NAI Carolantic/Tri  
Properties

## ADVISOR continued

Samet  
Stewart  
Terracon\*  
Truist  
UNC Wood Center for Real  
Estate Studies

## FRIEND

Atlas Stark  
Blue Heron  
Cherokee  
Codd's Creek Capital  
ColeJenest & Stone  
CTS  
Downtown Durham Inc  
First Bank  
Fonville Morisey & Barefoot  
Foundry Commercial  
Hager Smith  
Lee-Moore Capital  
NCSU-Centennial Campus  
Nexsen Pruet  
RTP Foundation  
SEPI Engineering  
Whiting-Turner Contracting

\*Carolinas regional sponsor

# Regional Sponsorship

Regions have become the most important geographies in the global economy: cities and counties have political boundaries but no economic boundaries. North and South Carolina have tremendous regional assets: natural, cultural, economic and social. Investing as a Regional Sponsor and receiving benefits in three ULI District Councils is a phenomenal opportunity extend your reach within the Carolinas. Ask us how you can become a regional sponsor and multiply your benefits by more than three.

## Sign Up Form

### Sponsorship

Visionary - \$10,000

Pioneer - \$8,000

Champion - \$5,500

Contact Robin Hilliard about regional sponsorship opportunities or billing questions.

Partner - \$4,000

Advisor - \$3,000

Friend - \$1,500

### Billing Contact Information

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

Please return this sign up form to Robin Hilliard at robin.hilliard@uli.org.

A portion of your sponsorship may be tax deductible. Please check with your tax advisor for more information.