

KEY LEADERS OPPORTUNITIES



April 2019

A newsletter with opportunities for Global Governing Trustees, Trustees, and ULI Foundation Governors, Builders, Developers, Sustainers, and Benefactors

Welcome to the next issue of Key Leaders Opportunities, your portal to engagement in ULI as well as information for ULI's Key Leaders. Following its rollout in 2017, we'll be introducing the next phase of ULI's Key Leaders Program over the summer. We'll be continuing to offer you benefits and services, and have added new staff to support your participation. We are eager for you to engage with us more, and we stand ready to help you make an even greater, positive difference in our communities, our industry, and ULI. This newsletter is one vehicle to provide you and other Key Leaders with information and to keep you up to date on upcoming and exclusive opportunities within ULI's impact programs.

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Key Leaders Program Details

WHO ARE ULI'S KEY LEADERS?

Key Leaders are ULI's most committed members who have generously donated their time, talent, and treasure, continue to be leaders in ULI and the industry, and are an integral part of advancing ULI's mission.

All Key Leaders are full members of ULI and are part of one or more of the following Key Leader groups:

Global Governing Trustees—Serve as the high-level leadership group of ULI, who are responsible for representing and serving as the voice of the broad and diverse membership in substantive matters related to the advancement of ULI's mission. Global Governing Trustees serve a four-year term followed by designation as a Trustee, as ULI believes "once a Trustee, always a Trustee" and are to be honored, recognized, and supported.

Trustees—Former Global Governing Trustees.

ULI Foundation Governors—Believe in ULI's ability to create better communities and have committed to ensuring an endowment for the continuation of the Institute's work. Their generosity is critical to furthering the mission and expanding the Institute's impact around the globe.

In 2017, the Governor entry contribution level was defined at \$100,000. The current philanthropic levels for Foundation Governors, with a differentiated support program designed at each, are:

Governor—Benefactor (\$1 Million and above)
Governor—Sustainer (\$500,000)
Governor—Developer (\$250,000)
Governor—Builder (\$100,000)

We continue to recognize those who became Foundation Governors at the \$50,000 giving level as Key Leaders.

WHO IS YOUR ULI KEY LEADER TEAM?

Cheryl Cummins, Global Governance Officer—Cheryl oversees the Key Leaders Program as part of her overall responsibilities for ULI's governance and leadership activities.

Mary Beth Corrigan, Executive Vice President, Global Leaders Program—Mary Beth is responsible for developing and executing a vibrant Key Leaders Program and offerings.

Corinne Abbott, Senior Vice President, Major Gifts and Foundation Relations—Corinne facilitates Key Leaders impact through philanthropic opportunities.

Jason Twiss, Vice President, Global Leaders Program—Jason handles many of the day-to-day activities and implementation of the Key Leaders Program.

Michelle Lopez, Director, Executive Office Administration—Michelle manages activity, membership, and giving reports and data for the Key Leaders Program, as well as provides concierge-level assistance.

Caitlin Caruso, Associate, Development Operations—Caitlin provides operations support for the philanthropic efforts of Key Leaders.

Key Leaders Program at the Spring Meeting



Enjoy exclusive Key Leader benefits and thought leadership opportunities in Nashville:

Key Leaders Thought Leadership Breakfast with Thomas Friedman

Wednesday, April 17, 7:00 a.m.–8:30 a.m.

The Bell Tower—400 4th Avenue South

Best-selling author and foreign affairs columnist for *The New York Times* Thomas Friedman will share his insights on the economic, geopolitical, and technology trends shaping the world today. If you have not sent in your RSVP, contact **Mary Beth Corrigan**.

Key Leaders Tour of Fifth and Broadway

Wednesday, April 17, 9:00 a.m.–11:30 a.m. (following the Key Leaders Breakfast)

Join us for this exclusive, behind-the-scenes experience of one of Nashville's most transformative developments: **Fifth and Broadway**. We will walk over to the tour site immediately following the Key Leaders Thought Leadership Breakfast. If you are interested in joining the tour, please email **Mary Beth Corrigan**.



Exclusive Key Leaders Session with Presidential Historian Jon Meacham

Thursday, April 18, 3:30 p.m. - 4:15 p.m.

Key Leaders Lounge – Boardroom A on Level 1M at the Music City Center

Join the Pulitzer Prize-winning, best-selling author for an informal conversation in the Key Leaders Lounge before the closing General Session.

Key Leaders Lounge

VIP check-in and badge pickup at your “office away from the office,” located at the Music City Center in Boardroom A on Level 1M.

- Learn more about the next generation of ULI's Knowledge Finder each day at 4:00 p.m.
- Find out how you can be engaged in ULI's impact programs.
- Grab a cup of coffee, a snack, meet with colleagues, get your questions about ULI and the Spring Meeting answered.

2019 ULI Fall Meeting



Preliminary Key Leaders Schedule at the 2019 Fall Meeting

Wednesday, September 18

1:00 p.m. to 3:00 p.m. Key Leaders Cultural Tour

Thursday, September 19

7:00 a.m. to 8:30 a.m. Key Leaders Thought Leadership Breakfast

Speaker: José Andrés, culinary innovator and entrepreneur

9:00 a.m. to 11:30 a.m. Key Leaders Real Estate Tour

Registration will open immediately following the 2019 Spring Meeting

Inspiring Philanthropy

ULI is grateful for the philanthropic support from Key Leaders through a variety of ways including the ULI Foundation's Annual Fund, Planned Giving, and the Governors Program. To learn how you can commit to furthering ULI's mission through the ULI Foundation, contact **Corinne Abbott**.

The following individuals recently increased their commitments to ULI to the ULI Foundation Governor Builder level:

Terry R. Montesi
Chief Executive Officer,
Trademark Property Company
ULI Foundation Governor since 2015
ULI member since 2002

Jeffrey L. Swope
Managing Partner,
Champion Partners
ULI Foundation Governor since 2002
ULI member since 1990

Dr. Margaret Ann Wylde
Chief Executive Officer,
ProMatura Group, LLC
ULI Foundation Governor since 2014
ULI member since 2006

The following individuals recently became ULI Foundation Governor Builders:

David B. Allman
Chairman,
Regent Partners
ULI Trustee
ULI member since 1992

Mary M. Hager
Co-Founder,
Thackeray Partners
ULI Global Governing Trustee
ULI member since 1996

Ricardo Álvarez-Díaz
CEO & President,
Álvarez-Díaz & Villalón®
ULI member since 2012

David O'Donnell
President / CEO,
O'Donnell - Mexico
ULI Global Governing Trustee
ULI member since 1997

Franz Colloredo-Mansfeld
President and CEO,
Cabot Properties
ULI Global Governing Trustee
ULI member since 2004

Lance Robbins
Principal, Manager/CEO,
Urban Smart Growth
ULI member since 2014

D. Michael Van Konynenburg
President, Eastdil Secured
ULI Global Governing Trustee
ULI member since 1996

Philanthropy Spotlight

Developed in the early 2000s, ULI's **UrbanPlan** program is a realistic, engaging exercise in which participants—high school students, university students, public officials, community leaders, and many others—learn about the



fundamental forces that affect real estate development in our communities. Over the years, the program experienced many advancements and expansions yet, despite its success, further growth required additional resources. That's why, in 2017, ULI Key Leader **Ron Nahas** pledged an initial gift of \$300,000 to the ULI Foundation to amplify and evolve UrbanPlan in order to put it on the path toward long-term sustainability and success. Since the initial pledge, ULI Key Leaders **Doug Abbey, Jeff Cernuto, Steve Chamberlin, Rick Dishnica, Steve Farnsworth, Tyler Higgins, and Patrick Phillips** committed additional gifts of \$20,000 or more to support UrbanPlan.

From the generosity of a few of ULI's Key Leaders, UrbanPlan now not only reaches thousands of participants every year but also engages thousands more as ULI member volunteers serving as program facilitators and advisors. In FY 2018 alone, more than 6,200 high school and university students participated in UrbanPlan globally, along with 340 public officials, thanks to ULI Key Leaders donating their time, treasure, and talent. To learn how you can engage with UrbanPlan, contact **Mary Beth Corrigan**.

ULI Annual Fund Silent Auction

The ULI **Annual Fund** will be holding a virtual silent auction at the Spring Meeting in Nashville this year. Key Leaders, such as **Owen Thomas, Margaret Wylde, and Jeff Swope** have already graciously donated their time (one-on-one lunches and mentoring sessions) as well as items (event tickets, vacations). All proceeds of the auction go towards the Annual Fund's \$1.9 million goal in support of ULI, its mission, and its programs. If you would like to donate to the Annual Fund or provide items/time to the silent auction, please reach out to Thomas Mitchell at **Thomas.Mitchell@uli.org** or 860-219-9904.

Making a financial gift to ULI presents an opportunity to support transformative mission impact offerings while also helping to realize the vision outlined in ULI's four-year Global Strategic Plan of creating and inspiring a philanthropic culture at the Institute. We're especially looking forward to working with Key Leaders to bring the ULI Foundation into a more prominent role in realizing ULI's impact and in recognition of this emphasis in the Strategic Plan.

ULI Global Strategic Plan in Action

Knowledge Finder, available exclusively for ULI members, connects you to ULI's latest research and best practices, all searchable and in one place for the first time. Explore current and back editions of **Emerging Trends in Real Estate®** since 2003, **Advisory Services panel reports** dating back to the program's start in 1947, **Case Studies, research reports**, and more. Through an easy-to-use, intuitive search tool, Knowledge Finder unlocks the power of ULI's member networks to share best practices and advance our mission.

As called for in the Global Strategic Plan, senior staff and the membership and

marketing team are working to scope and develop the next generation of this tool. The platform, when realized, will deliver an engaging, contextual, and anticipatory experience to ULI members. To learn more, join us in Nashville at the 2019 ULI Spring Meeting in the Key Leaders Lounge during the following times to provide feedback and learn how ULI can add value to how you do business:

Tuesday, April 16 from 4:00 p.m. to 4:30 p.m.

Wednesday, April 17 from 4:00 p.m. to 4:30 p.m.

Thursday, April 18 from 4:00 p.m. to 4:30 p.m.

Unable to join us in Nashville? We will also be hosting two interactive webinars for you to learn, discuss and ask questions about the state of member engagement, including the latest numbers and insights, as well as provide feedback on the future of knowledge sharing at ULI. You'll also hear about the top three takeaways for you as a Key Leader. Contact Jason.twiss@uli.org if you would like to attend on one of the following dates:

Tuesday, April 23, 2:00 pm ET

Tuesday, April 30, 12:00 noon ET

Key Leaders Impact

Advisory Services

ULI's Advisory Services Panels have a long history of helping communities find strategic, practical solutions for the most challenging land use issues. Over the years, many Key Leaders have participated as panelists, contributing to the impact ULI is having around the globe and in their backyards.

In the past five years, ULI has completed a series of Advisory Services Panels focused on resilience. In the wake of Superstorm Sandy, communities began to realize their vulnerability of being impacted by extreme weather events and other impacts of climate change, and the need to plan for resilience. In conjunction with ULI's **Urban Resilience program**, teams of ULI members went to Puerto Rico, El Paso, Miami-Dade, Duluth, Seattle, Portland (Maine), and several other cities to help them address this issue and prepare for the future.

Many of these communities have made great progress implementing the panels' recommendations. For example, in **Lafayette, Louisiana**, the panel advised the city how to redevelop its downtown so that housing is created in parts of the city that are better protected than low-lying suburban areas which experienced significant flooding damages. The city has since released two RFPs for downtown sites on the recommendation of the panel, now located in Opportunity Zones. In **Miami Beach**, the panel provided input on how to improve the city's stormwater management plan to be more resilient to sea level rise and storm surge. Miami Beach has established a taskforce to implement the panel's recommendations and has released a major consulting RFP focused on blue and green infrastructure in response to the panel's recommendations.

These are just a few examples of the meaningful impacts that ULI is having at the local level. And, it is all because our members give their time to make a difference.



The following Key Leaders have participated, or are slated to participate, on Advisory Services panels on a variety of topics this fiscal year:

- Jürgen Bruns-Berentelg, HafenCity Hamburg GmbH
- Chris Choa, AECOM, UK
- Jim DeFrancia, Lowe
- Rick Dishnica, The Dishnica Company, LLC
- Brad Power, City of Englewood
- Lance Robbins, Urban Smart Growth
- Alex Rose, Continental Development Corporation
- Gayle Starr, Prologis
- Lynn Thurber, LaSalle Investment Management
- Marilee Utter, Citiventure Associates
- Bob van der Zande, City of Amsterdam, City Development
- John M. Walsh, TIG Real Estate Services

Participation on Advisory Services panels around the country and globe is an integral way Key Leaders can create impact to improve communities. For more information on serving on a panel, please contact **Mary Beth Corrigan**.

ULI is a member-driven organization and we want to hear from you. Please let us know how you would like to engage this year. You can find a full list of opportunities **here**. Don't see something that is quite right for you or for right now? Contact us to talk about other opportunities that might fit your interests or schedule. If you have any questions or feedback on the Key Leaders Program or any other ULI issue, please contact **Mary Beth Corrigan** at MaryBeth.Corrigan@uli.org or (202) 624-7136, or **Jason Twiss** at Jason.Twiss@uli.org or (202) 624-7026.

Thank you for your commitment to ULI and for all you do!