

# 2017 ULI Charlotte Annual Sponsorship Program

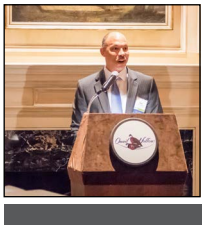


## Delivering the ULI Mission In Our Community

Among the myriad of benefits we derive from our ULI sponsorship is the cross disciplinary dialogue with members involved in a broad range of real estate related activities. Understanding other perspectives, and the various market and public sector elements impacting developers, planners, bankers, attorneys, etc., is critical to members' success. By creating a "big tent" under which knowledge, experience, and opinions are shared, ULI fosters a tremendous learning environment. Everyone gains. Mike Ortlip, Grandbridge Real Estate Capital

## Sponsorship Benefits

### Advance the Mission

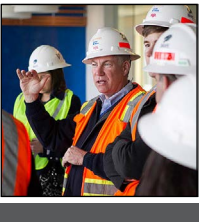


**ULI provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.** ULI

Charlotte carries forth the mission by serving the Charlotte, Piedmont and Western North Carolina public and private sectors with pragmatic land use expertise

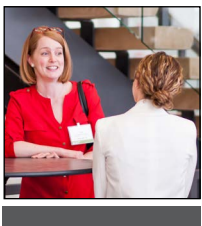
and education. ULI members are community builders who develop and redevelop neighborhoods, business districts, and communities throughout the US and the world. ULI Charlotte is a self-sustaining organization that relies on the generous support of its sponsors to advance the initiatives and mission of the organization.

### Impact the Community



ULI Charlotte sponsors encompass the leading real estate companies in the region. 100% of the funds received from Annual Sponsors support programs, education activities, community outreach, and research directly impacting the greater Charlotte region.

### Enhance Company Visibility



ULI Charlotte's membership is a diverse group that crosses all disciplines, sectors and product types tied to real estate and land use. Your sponsorship is a catalyst for leadership in land use through recognition for your organization with the region's key stakeholders. Annual Sponsors are acknowledged throughout the year via

multiple platforms, including: the website, event promotions, the weekly electronic newsletter, and at the numerous programs offered by ULI Charlotte.

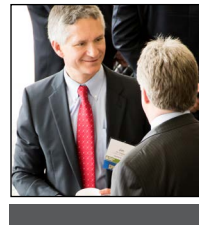
### Connect, Learn, Give Back



ULI Charlotte provides thoughtful, detailed programming that convenes leaders and decision makers in the real estate industry and beyond, providing useful take-home value. Attendees use these events for networking, continuing education and opportunities to share knowledge. Visit

<http://charlotte.uli.org/events/> for more about our extensive programming.

### Expand Your Footprint



To enhance the impact of ULI beyond Charlotte, we are offering opportunities throughout the Carolinas:

- **2017 Carolinas' Meeting** (March 22 – March 24, 2017 – Charlotte, NC);
- **Regional Sponsorship** (gain exposure and benefits in three District Councils: Charlotte, Triangle and South Carolina);

- **Regional Initiative Councils** (similar to national Product Councils)

**Ask about the benefits of sponsoring all three District Councils in the Carolinas and the opportunity to boost your visibility at the 2017 Carolinas' Meeting.**

### Exceptional Leadership



The District Council's leadership is a diverse group comprising all aspects of real estate and land use in the greater Charlotte region.

See who is involved at <http://charlotte.uli.org/leadership/>

**Learn more about ULI Charlotte and the benefits of sponsorship at <http://charlotte.uli.org>**

# Sponsorship Tiers and Benefits

|  | Visionary                            | Pioneer                              | Champion                             | Partner               | Advisor               | Friend      |
|--|--------------------------------------|--------------------------------------|--------------------------------------|-----------------------|-----------------------|-------------|
|  | \$10,000                             | \$7,500                              | \$5,000                              | \$3,500               | \$2,500               | \$1,000     |
| <b>Company Recognition</b> <ul style="list-style-type: none"> <li>ULI Charlotte Website (link)</li> <li>Newsletter e-blasts (listing)</li> <li>YLG Event Notices (listing)</li> <li>Event Notices (listing)</li> <li>Event PowerPoint Presentations</li> </ul> | LOGO<br>LOGO<br>LOGO<br>LOGO<br>LOGO | LOGO<br>LOGO<br>LOGO<br>LOGO<br>LOGO | LOGO<br>LOGO<br>LOGO<br>LOGO<br>LOGO | ✓<br>✓<br>✓<br>✓<br>✓ | ✓<br>✓<br>✓<br>✓<br>✓ | ✓<br>✓<br>✓ |
| <b>Sponsor Only Event</b> <ul style="list-style-type: none"> <li>(Sponsoring company representatives only)</li> </ul>  | 2                                    | 2                                    | 2                                    | 1                     | 1                     | 1           |
| <b>ULI Charlotte Meeting Registration Credits*</b> <ul style="list-style-type: none"> <li>Major Symposiums (up to 3 events/year)</li> <li>Spring and Fall Meeting Recaps (2 events/year)</li> <li>CoffeeTalk (up to 9 events/year)</li> </ul>                  | Up to \$1,100                        | Up to \$825                          | Up to \$550                          | Up to \$400           | Up to \$275           |             |
| <b>Complimentary Memberships</b> <ul style="list-style-type: none"> <li>Membership Credit❖</li> </ul>  | Up to \$1,500                        | Up to \$1,350                        | Up to \$1,220                        | Up to \$440           | Up to \$220           |             |
| <b>Participation on Advisory Board</b> <ul style="list-style-type: none"> <li>(At-Large Director)</li> </ul>   | ✓                                    | ✓                                    | ✓                                    |                       |                       |             |
| <b>ULI Fall or Spring Meeting Registrations</b> <ul style="list-style-type: none"> <li>(ULI Spring Meeting is Full Member-only)</li> </ul>   | 2                                    | 1                                    |                                      |                       |                       |             |
| <b>Named Initiative Sponsor**</b> <ul style="list-style-type: none"> <li>(e.g. Fellowships, UrbanPlan, Outreach)</li> </ul>  | ✓                                    |                                      |                                      |                       |                       |             |

❖ Sponsors receive a credit (up to the stated amount) for any type or combination of ULI membership.  
 \* Space is limited at many ULI Charlotte events. Registrations are available on a first-come, first-served basis.  
 \*\* Up to \$3500 value.

## 2016 Annual Sponsors

### Visionary

BB&T  
 Crescent Communities  
 Cushman & Wakefield  
 Grandbridge Real Estate Capital  
 Lennar Multifamily Communities  
 UNC Charlotte Childress Klein  
 School of Real Estate

### Pioneer

Carocon  
 Charter Properties Inc.  
 CohnReznick  
 Faison  
 Ginkgo Residential

### Champion

Bank of America Merrill Lynch  
 Bohler Engineering  
 Bradley Arant Boult Cummings  
 CBRE  
 Elliott Davis Decosimo\*  
 Grant Thornton  
 GreerWalker  
 HomeTrust Bank  
 K&L Gates  
 Kimley-Horn & Associates, Inc.  
 Lincoln Harris  
 McAdams  
 Moore & Van Allen, PLLC  
 New Forum  
 Northwood Ravin  
 Troutman Sanders  
 Wells Fargo  
 Winstead PC

### Partner

Hawthorne Residential Partners  
 The Keith Corporation  
 Nelson Mullins Riley & Scarborough  
 Robinson, Bradshaw & Hinson, P.A.  
 STEWART

### Advisor

Beacon Partners  
 Bissell  
 ColeJenest & Stone\*  
 Dixon Hughes Goodman, LLP\*  
 ECS Carolinas  
 FCA Partners  
 HFF\*  
 Horack Talley Pharr & Lowndes  
 LandDesign  
 Lat Purser & Associates, Inc.  
 LS3P  
 Pappas Properties  
 Rose & Associates Southeast Inc.  
 Saussy Burbank  
 Spectrum Properties  
 SunTrust Bank\*  
 Terracon  
 Trinity Capital Advisors  
 Woolpert

### Friend

Axiom Architecture  
 Berkley Hall  
 Burnett Real Estate Advisory Services, LLC  
 Childress Klein Properties  
 Collett  
 Crosland Southeast  
 E.C. Griffith Company  
 Goode Properties  
 Google Fiber  
 Holt Ney Zatzoff & Wasserman  
 JLL  
 Katten Muchin Rosenman LLP  
 Kirk Palmer & Thigpen, P.A.  
 North American Title Company  
 Northmarq Capital  
 RiverBanc, LLC  
 Starwood Mortgage Capital  
 Strategic Moves Air Charter  
 Wood Partners



Charlotte

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