



# Member Benefits: Education & Networking

**At ULI – the Urban Land Institute, our mission is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.**

ULI is a nonprofit education and research institute, established in 1936. Today ULI has 32,000 members worldwide – with 2,200 in the San Francisco District Council. Our members represent the spectrum of land use and development disciplines, including developers, builders, investors, architects, public officials, planners, real estate brokers, attorneys, engineers, financiers, academics and students.

## Events and Networking Opportunities

ULI San Francisco is the largest and most active District Councils in the world. Exchange ideas with these key industry layers at one of our 80 annual local programs or access ULI's 32,000 members worldwide through ULI's online Membership Directory.

## Urban Land Magazine and The Trendsetter

Members receive ULI's monthly magazine, *UrbanLand*, filled with in-depth market profiles, project case studies, financing options and land use policy analysis. ULI San Francisco produces a local quarterly e-newsletter, *The Trendsetter*.

## Meetings and Conferences

Receive discounts on ULI's many conferences where members meet and learn from diverse industry leaders from around the globe. The 2009 Fall Meeting hosted here in San Francisco was attended by over 6,000 land use professionals!



## ULI Bookstore

Members can save up to 60% at the ULI Bookstore. New members receive a 20% discount on their first purchase. The bookstore's entire catalogue—more than 250 publications—is now downloadable online. ULI even offers books by the page! Visit the e-bookstore [www.uli.org/ebookstore](http://www.uli.org/ebookstore) and receive a special discount by entering ULI San Francisco code 8133.

## Continuing Education

From real estate development basics to advanced real estate finance, ULI offers more than 40 workshops and real estate courses through its continuing education program each year with a discount for members. The ULI Real Estate School comes to San Francisco every January. Additionally, ULI now offers online real estate workshops that can be accessed 24 hours a day, 7 days a week as well as members-only webinars.

## Policy and Practice

ULI San Francisco convenes Technical Assistance Panels and Policy Forums to exchange ideas and information on relevant issues such as entitlements, sustainability and transit-oriented development. Proceedings are published and are the basis for continuing research. Call on ULI to bring an Technical Assistance Panel to your community or give back to a challenged community by lending your expertise to a Technical Assistance Panel.

## ULI Career Center

Receive exclusive access to ULI's SelectLeaders Real Estate Job Network, where ULI members can post and search top real estate jobs from more than 5,000 of the industry's premier employers.

## Research Assistance

ULI offers personal research assistance at your fingertips through the ULI Library and Customized Research Center. Access [www.uli.org/ResearchAndPublications.aspx](http://www.uli.org/ResearchAndPublications.aspx) anytime, anywhere to search more than 23,000 items online at no cost, or request a custom search at a modest fee.

**“The District Council brings all the value of ULI to the local level.”**

**-Doug Abbey, Founder, AMB Property Corporation**

“For those of us lucky enough to succeed in real estate, ULI is a place to give back.”  
-Ron Nahas, Partner, Rafanelli & Nahas

# How do I get Involved?

ULI San Francisco is a member-led organization committed to providing high-quality programs and projects to Bay Area’s land use professionals. Members can get involved by attending any of our events or by becoming involved with one of our local committees:



## Programs

Attend, coordinate or moderate an event.

From our “Staying Alive” Program Series to a behind-the-scenes tour of the Academy of Sciences, ULI San Francisco hosts a range of entertaining and educational major programs, brownbag lunches, and breakfast tours in San Francisco, the East Bay, and the South Bay.

**Contact: Programs Committee Co-Chairs:** Adam Chall, 415/772-5911 achall@tmgpartners.com and Jeff Smith, 415/981-8320 jsmith@sackproperties.com

## Policy & Practice

Assist with a Policy and Practice research project.

ULI San Francisco’s Policy and Practice Committee’s goal is to partner with Bay Area governments, agencies and non-profits to further ULI’s mission of leadership in responsible land use. Within this committee are Subcommittees for Infrastructure, Sustainability, Workforce Housing, the TOD Marketplace, Public Officials Outreach, and UrbanMap.

**Contact: Policy & Practice Committee Co-Chairs:** Andy Barnes, 415/882-1600 andy@barnesadvisers.com and Jay Paxton, 415/777-2727 jpaxton@buchalter.com

## UrbanPlan

Volunteer as a classroom facilitator, presenter or juror at one of seven Bay Area schools.

UrbanPlan is an academically challenging classroom-based curriculum that gives high school and college students the chance to study the issues and economics of urban development. Volunteers must be nominated by a current ULI participant for the bi-annual training.

**Contact: UrbanPlan Co-Chairs:** Lynette Dias, 510/206-4456 ldias@up-partners.com and Bryan Thornton, 415/732-7649 thornton@pccpllc.com

## Young Leaders Group (YLG)

Provide mentoring for a young leader or assist with events geared towards members under 35.

The Young Leaders Group hosts a range of programs each year including the Learn from the Best guest-mentor series, Peer to Peer Workshops, Ventures in the Vineyard and the Deal Crawl.

**Contact: Young Leaders Group Co-Chairs:** Bryant Sparkman, 415/786.2675 bsparkman@centuryurban.com and Nevena Vidic, 415/538-4829 nevena.vidic@ubs.com

## Membership

Welcome or recruit new members.

**Contact: Membership Committee Members:** Leslie Browne, 415/243-2684 leslie@sslfirm.com and Kelly Glass, 415/773-3584 kelly.glass@cushwake.com

## Communications

Write an article for The Trendsetter, ULI San Francisco’s quarterly e-newsletter, assist with the website, or help secure press coverage.

**Contact: Communications Co-Chair:** Ron Heckmann, 510/652-5800 ron@heckmanncommunications.com and Lorin Horosz, 415/268-4037 lorin.horosz@grosvenor.com

Want to know more? Visit our website

[www.ulif.org](http://www.ulif.org)

“It’s not just a transaction. It’s not just a fee. Real estate deals have a long term impact on community.”

-Jim Curtis, CEO, Bristol Group