

July 15, 2011

Dear Friend,

People who participate in The Urban Land Institute (ULI) value the industry contacts and thought-leadership found only at ULI. Overwhelmingly, you have told us ULI is the most trusted source to build better real estate professionals and to promote better development. We are committed to helping our supporters face a challenging future armed with better intelligence and connected to a stronger network.

Over the past four years, our San Antonio District Council has grown in membership and influence, engaging national and local leaders in our work of building a more successful, thriving region. ULI San Antonio owes much of its success to our annual sponsors. None of this would have been possible without their leadership and financial contributions.*

ULI San Antonio offers sponsors great visibility in the nation's preeminent real estate forum and a seat at the table with those shaping the future of our region.

To keep the quality of local educational and networking opportunities high, while making them widely available, we need your support now more than ever. We hope you will join your fellow San Antonio leaders, and become a sponsor for ULI San Antonio's 2012 fiscal year of July 1, 2011 -June 30, 2012, helping make these programs and future ULI San Antonio activities possible.

The attached information sheet outlines the various levels of Annual Sponsorships available and the benefits accorded to each. A Year in Review for 2010-2011 is also attached for your reference.

You receive complimentary registrations and prominence among real estate's best-of-the-best, plus recognition on the ULI San Antonio web site, and via our program promotions. These vehicles deliver excellent visibility to top-tier decision makers. A new option for our annual sponsors will be to combine annual and event sponsorships, to keep visibility consistent all year long and target strategic industry segments. Our event sponsorship opportunities are noted on the attached sheet.

San Antonio offers us a wealth of opportunities, and now is the time for us to set the stage for a stronger future. Working together with ULI San Antonio, we can make more of an impact together than any of us can alone.

Sincerely,



Cara D. DeAnda, CPA

BKD, LLP

ULI San Antonio Sponsorship Chair

Enclosures: Sponsorship Commitment Form; Highlights of ULI San Antonio, 2010-2011

**Only 18 percent of our members' dues go to support ULI programs and services in San Antonio. Sponsorships provide the primary funding for local activities and staff, enabling us to provide the quality you expect from ULI.*

ULI San Antonio Annual Sponsorship Information

ULI Sponsors receive great visibility in the nation's preeminent real estate development organization. The sponsorships also allow the San Antonio District Council to continue to provide outstanding programming as well as initiate community outreach initiatives.

Annual Sponsorship opportunities range from \$1,000 to \$5,000 and offer benefits including company recognition, attendance at members- and sponsors-only events, and free event registrations. ULI is a tax-exempt, 501 (C) (3) non-profit, research institute. Please consult your tax advisor to determine how much of your sponsorship may be deductible.

Annual Sponsorship Benefits	Benefactor Sponsor \$5,000	Gold Sponsor \$3,000	Silver Sponsor \$1,000
Recognition on ULI San Antonio Website	Yes	Yes	Yes
Listing on Luncheon Invitations	Yes	Yes	Yes
Complimentary Tickets to Luncheons	8 tickets (reserved table)	4 tickets (reserved table)	1 ticket
Complimentary ULI Regular Membership	1	-	-
<i>*IN-KIND SPONSORSHIP</i>			

** Some sponsors donate in-kind services or underwrite specific programming costs. Others choose to donate memberships and underwrite registrations for public sector or student members. We will be glad to work with you to create a mutually beneficial in-kind sponsorship to meet your organization's strategic goals. **Please contact us at SanAntonio@uli.org or call Erin Bley at 210.823.0443 to discuss your specific sponsorship objectives.***

With my Annual Sponsorship, I also would like to receive information on discounted Special Events and Conference Sponsorships for:

- 3rd Annual ULI Golf Tournament**
This is the San Antonio District Council's largest fundraiser and has sold out every year. As a sponsor you will have excellent exposure to ULI members and to the real estate community. **March 6, 2012**

- Membership Events & Project Tours**
An opportunity to sponsor a membership event or project tour that is relevant to your business or services. This would be a great avenue to showcase a new project under construction or completed.
Ongoing throughout the fiscal year 2011-2012.

**ULI San Antonio Annual Sponsorship Commitment & Payment Form
ULI Fiscal Year (July '11- June '12)**

Please review our sponsorship options and place an "X" next to your preferred sponsorship level & payment preference.

Payment Options:

- 1) **CHECK:** Please fax this form to 713.349.8812 OR e-mail to sanantonio@uli.org AND mail form with check payable to: **ULI San Antonio, 2617-C West Holcombe #122, Houston, TX 77025.**
- 2) **CREDIT CARD:** Please fill out the information below with credit card information and fax or e-mail the form back. Or you may call 713.349.8821 to give it over the phone.

Payment Preferences:

- 1) **PAYMENT IN FULL**
- 2) **SEMI-ANNUALLY** (2nd Payment will be billed in December)
- 3) **QUARTERLY** (3 additional payments billed in Oct., Feb. & June)

(Please check Sponsorship Level & Payment Preference)

<input type="checkbox"/> Benefactor Sponsor: \$5,000 <input type="checkbox"/> Gold Sponsor: \$3,000 <input type="checkbox"/> Silver Sponsor: \$1,000 <input type="checkbox"/> In-Kind Sponsorship* <small>*(Please contact us to discuss your specific sponsorship objectives.)</small>	<input type="checkbox"/> Payment in Full <input type="checkbox"/> Semi-Annually (2 nd payment billed in Dec.) <input type="checkbox"/> Quarterly (3 additional payments billed in Oct., Feb. & June)
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Sponsor Contact Information:

Company/Organization: _____

Contact Name: _____

Street Address: _____

City: _____ **State:** _____ **Zip:** _____

E-mail: _____ **Phone:** _____

Administrative contact required for your complimentary event registrations/RSVPs

Marketing/Admin. Name _____

E-mail _____ **Telephone** _____

CHECK Information: Amount Enclosed \$ _____ Check #: _____

CREDIT CARD Information:

Credit Card Type _____ **Card Number:** _____

Exp. Date: _____ **Signature:** _____

Billing Address (if different from above): _____

City: _____ **State:** _____ **Zip:** _____

Thank you for your support of ULI San Antonio!

Fiscal Year 2011 in Review--Highlights



August, 2010—Young Leaders Networking & Happy Hour event with special guest, Manoj Mate, Senior Policy Advisor to Mayor Julian Castro.



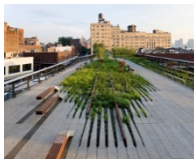
September, 2010—US Sec. of Education Arne Duncan awarded a \$312,000 Promise Neighborhood Grant to San Antonio Eastside Neighborhood, a successful application spearheaded by ULI San Antonio leadership.



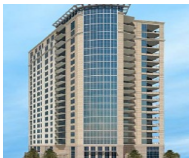
October, 2010—Partnered with City of San Antonio on Community Development Summit "Transforming the Center City through Collaborative Efforts."



October, 2010—Young Leaders – “Exploring Urban Development & Downtown Planning Initiatives,” talk and tour with Ben Brewer, III, President, Downtown Alliance and Centro San Antonio Management Corporation.



November, 2010—Young Leaders Luncheon “New York High Line - transformational redevelopment,” with Robert Hammond, Co-Founder, President, and Exec. Director, Friends of the High Line.



November, 2010—Exclusive developer talk and tour at The Broadway for ULI Members and guests.



December, 2010—Luncheon “Public Private Partnerships—Lessons Learned.” Stephen Leeper, Pres. & CEO Cincinnati Center Development Corp., and Pat DiGiovanni, Deputy City Manager, City of San Antonio



December, 2010—Members only holiday party at The Quarry.



January, 2011—Exclusive developer talk and tour with Vidorra co-developers Drake Leddy, Presidian Development, and Jeff Rochelle, for ULI Members and Guests.



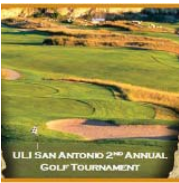
January, 2011—Expanded staff with Erin Bley, ULI San Antonio Special Events and Meetings Coordinator



February, 2011—Luncheon with Trinity University: “Better Schools = Better Development, lessons learned from successful school + community partnerships” Dr. Robert J. Durón, Superintendent, SAISD, Dr. Shari Albright, Norine R. Murchison Distinguished Professor of Practice, Chair of Trinity University Education Dept., Steve Yndo, Principal, Yndo Commercial Real Estate



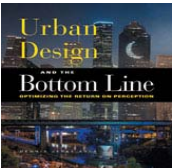
February, 2011—Young Leaders developer talk and tour at 1221 Broadway with David Adelman, Principal, Cross& Company



March, 2011—Second Annual ULI Golf Tournament



March, 2011—ULI Members Only project tour, RackSpace Hosting



April, 2011—Luncheon: “Measuring and Maximizing Real Estate Value,” with Texas A&M Professors Geoffrey Booth and Dennis Jerke. ULI Members received a free copy of the ULI book, “Urban Design and the Bottom Line”



May, 2011—Young Leaders at The Monterrey in the historic King William District, presentation from Kristin Weise Hefty and Clay Hefty, project design-build team.



June, 2011—Luncheon:” Real Estate Finance in Real Time - The state of lending and financing today” expert panel discussion.



June, 2011—ULI Members Only Networking + Cocktail Reception “Evolution and Renovation of Hotel Havana” at Hotel Havana