

We're making a difference in the world.



Come join us.



**Urban Land
Institute**

Membership Application

Shaping tomorrow's horizon



The Urban Land Institute (ULI) stands at the forefront of the land use and real estate industry, a steadfast leader in best practices for a changing world. For over seven decades, ULI has been a unique and trusted forum where members come together to share and exchange ideas, information, and experiences—to shape tomorrow's horizon and improve the way communities grow.

Offering an array of leadership opportunities, ULI's strength lies in its diverse, expert members. Developers, city planners, architects, builders, contractors, engineers, consultants, attorneys, policy analysts—ULI members are leaders who are committed to growing new ideas and improving their communities. Whether you wish to be involved at the local or national level, the Institute has the right opportunity for you.

Advisory services

ULI members advise city planners and developers, resolving issues and ending political gridlock on key projects that affect our lives. Teams are assembled for specific assignments, and complete reports are published and available on the Institute's Web site.

In the community

At the state and local levels, ULI's District Council community outreach programs allow members to work with other stakeholders to develop and implement innovative solutions in critical areas such as smart growth, workforce housing, and urban revitalization. For programs in your community, visit www.uli.org.

Leadership in action

More than 2,400 ULI Full Members participate in over 40 ULI Product Councils, where real-life practices are analyzed and potential pitfalls anticipated. Join a council and make a difference—choose from among corporate real estate, community and retail development, urban development and mixed use, recreational development, affordable housing, and many more. For a complete list of Product Councils, visit www.uli.org.

The ULI Mission

The Urban Land Institute is an independent nonprofit education and research organization that is supported by its members. ULI's mission is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Established in 1936, the Institute today has more than 40,000 members from 92 countries representing the entire spectrum of land use and real estate development disciplines. Trusted for its objectivity, ULI neither lobbies nor acts as an advocate for any single industry.

Intelligence you can trust

Knowledge is golden and time is money—that's why ULI has developed the broadest collection of real estate research, publications, and relevant data available anywhere. When ULI members need answers, they turn to ULI first.

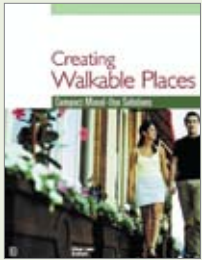


ULI's signature membership benefit: *Urban Land* magazine

Available to members' only, *Urban Land* focuses on the information needs of land use and development professionals worldwide, providing timely, objective, practical, and accessible articles on a wide variety of subjects related to their professional interests. The magazine emphasizes development issues and opportunities and discusses solutions to land use and development problems in line with the global mission of the Urban Land Institute—its publisher—to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Members also have access to past issues and articles at www.uli.org.

Emerging Trends in Real Estate

Where to invest, what to develop, which markets are hot—it's all in your copy of *Emerging Trends in Real Estate*, *Emerging Trends in Real Estate: Europe*, and *Emerging Trends in Real Estate: Asia Pacific*. These annual market surveys are based on more than 300 personal interviews and surveys with land use and real estate industry experts, and **ULI members receive a free copy.**



Great savings on books

From best practices to the latest trends, members pay 20 to 60 percent less on every ULI book purchase. Some notable titles include *Creating Walkable Places: Compact Mixed-Use Development*, *Dollars & Cents of Shopping Centers/The SCORE: 2007*, *Dollars & Cents of Multifamily Housing: 2007*, *Developing Condominiums: Success Strategies*, and *Developing Workforce Housing*. View the entire catalog—more than 250 books—at www.uli.org.

BONUS: New members receive 40% off their first order!

Personal research assistance

As a member, you have the resources of the ULI Library and Information Center at your disposal, with thousands of books and periodicals, and electronic access to thousands more. Search more than 23,000 items online at no cost, or request a custom search for a modest fee.

Making connections, influencing change, exchanging information

ULI members have access to an influential group of leaders across the entire real estate industry, including planners, developers, attorneys, and more. When you become a member, doors will open, providing many opportunities within the land use and real estate industry.

Meet industry leaders

ULI conferences offer many opportunities to meet and talk with key industry players in the hottest development sectors, including town centers and master-planned communities. For upcoming meetings, visit our online event calendar at www.uli.org.

In your backyard

Meet public and private sector leaders at the local level when you participate in your regional ULI District Council. To find a District Council in your area, visit www.uli.org.

The most complete address book on your desk

Strictly to be used for networking among members, ULI's online database includes more than 40,000 members and is searchable by city, state, occupation, District Council, or membership type. For easy reference, Full Members also receive a printed ULI Executive Directory each fall.

Exchange information and get on the inside track

Across the country and around the world, ULI members are in touch with each other, exchanging information, discussing the latest innovations, and sharing ideas.



ULI—Knowledge, Inspiration, Motivation.

Every year, ULI offers many opportunities to promote great ideas and undertakings. These include dozens of meetings, conferences, workshops, and forums that educate, motivate, and inspire participants.

ULI Members receive significant discounts on registration to these events and courses.

ULI's Fall Meeting: the Idea Place

The ULI Fall Meeting is the Institute's largest event of the year. More than 7,500 leading real estate professionals convene for this four-day meeting that features a 100,000 square-foot exhibit space, more than 80 cutting-edge educational sessions, internationally known keynote speakers, and many opportunities for networking. Leading development and land-use professionals from around the world will visit the Expo to learn about the latest trends, projects, and opportunities affecting the creation and sustainability of thriving communities.

Continuing Education— Workshops and Real Estate School

ULI offers more than 40 workshops and real estate school courses each year, some of which are available on-line. Courses are designed to improve the level of expertise of pre-professional and professional land use and development practitioners. Course topics include:

- Real Estate Development
- Real Estate Finance
- Construction Fundamentals for Development Professionals
- Financing and Investing in Real Estate Projects
- Real Estate Development Process: Part I & Part II
- Sustainable Development: Principles and Practices for Green Communities

ULI District Councils

Over 50,000 real estate professionals are convened by ULI district councils each year, in hundreds of local events, to share information and experience, showcase new projects and examine trends and innovations in their regions. ULI District Councils continually influence local

land use policy through educational forums, trends conferences, smart growth programs, project tours, community outreach, and by providing industry expertise to community leaders.

Topical Conferences

Whether the conference is global or national, ULI has the latest information on current issues and the hottest topics in business today. Each year, ULI attracts more than 3,500 leading real estate developers, investors, owners, architects, and consulting professionals to its conferences, which include:

- Place Making: Developing Town Centers, Transit Villages and Main Streets
- Developing Master-Planned Communities: Reinventing for the Future
- Developing Green: Integrating Sustainability with Success
- Developing Resort, Second Home, and Golf Course Communities
- Reinventing Retail: Community, Lifestyle, and Entertainment

In-Person Policy and Practices

Known for objective, nonpartisan research, ULI is in the forefront of discussion and debate on the leading land use policy issues of the day, including smart growth, urban revitalization, housing, and transportation. To encourage and enrich that dialogue, ULI convenes a variety of invitation-only forums at which diverse stakeholders gather to discuss specific policy issues to the land use and real estate community which include:

- Land Use Policy Forums
- Smart Growth Solutions Workshops
- Mayor's Forums
- On-line Policy Papers and Expert Database

Get motivated—join ULI today!

Choose the right membership option for you



When you join ULI, you receive access to its resources and publications, including a subscription to ULI's monthly magazine *Urban Land*, which focuses on real estate development experience and the latest research in easy-to-read features and news briefs; the annual *Emerging Trends* research report; ULI's online member directory; personal research assistance from ULI's expert staff; and an opportunity to participate in your local District Council.

Member—Private Sector

Private Sector members include full-time employees who are owners, developers, investors, designers, brokers, architects, analysts, and consultants.

U.S.: \$395
+ \$25 processing fee

Non-U.S.: \$200
(No processing fee)

Full Member—Private Sector

Full Membership is available for those willing to make an ongoing commitment to the Institute, contributing their experience, insights, and financial support. Such membership is limited to 2,400 private sector individuals in the United States, two-thirds of whom are owners, developers, and corporate real estate executives. The balance includes principals from professional service firms and financial institutions. Full members are eligible to serve on ULI's Product Councils and attend ULI's annual Spring Council Forum. Full member applicants must submit the names of three ULI Full Members as references.

U.S. Full: \$1,115
+ \$150 processing fee

Non-U.S. Full: \$500
(no processing fee)

Young Leader

ULI encourages new professionals to become involved early in their career so they can begin building key relationships with industry leaders. To make this an easy first step, ULI offers a special membership category for people under 35. Young Leader Members must provide proof of age. Please mail or fax a copy of your driver's license, birth certificate, or passport with the application.

U.S. Young Leader: \$250

Non-U.S. Young Leader: \$160

Student

ULI assists startup programs, commissions texts, and provides a forum for instructors worldwide. This membership category is open to all full-time graduate and undergraduate students. Students must provide proof of full-time status with the membership application. Student Members receive all of the benefits of ULI Membership, but do not receive access to the online membership directory.

U.S. Student: \$90

Non-U.S. Student: \$65

Public Sector— Nonprofit, Academic, Government

Nearly 18% of ULI members work in the public sector. Public Sector members include full-time employees of government, not-for-profit organizations, educational institutions, and most libraries. Dues for public sector members are significantly less than dues for those working in the private sector. Public Sector Full member applicants must submit the names of three ULI Full Members as references.

U.S. Public: \$225

Non-U.S. Public: \$150

+ \$25 processing fee

(no processing fee)

U.S. Full Public: \$410
+ \$150 processing fee

Non-U.S. Full Public: \$290
(no processing fee)

Public Agency

Public Agency membership provides for one Full Member and two ULI Members. Additional memberships can be added for only \$100 per year—a \$60 annual savings.

U.S. Agency: \$525

Non-U.S. Agency: \$475

Corporate Group Options

To achieve organizational goals of a more geographically and demographically diverse membership, group options have been extended to companies with multiple individuals seeking ULI benefits. Group membership provides flexibility in terms of the level and number of memberships a firm can have.

Sustaining Member: \$17,800

+ \$400 processing fee

Provides for five Full/Council Members and 25 ULI Members.

Supporting Member: \$9,500

+ \$200 processing fee

Provides for three Full/Council Members and 12 ULI Members.

Non-U.S. Corporate Membership

Corporate Group 1: \$900

Provides for one Full Member and three ULI Members

Corporate Group 2: \$1,230

Provides for one Full Member and five ULI Members

For more information about ULI's Membership options and benefits, Europe Memberships, and to join online, please visit www.uli.org.

Please fill out below, attach business card, or join online at www.uli.org.

Name (Ms. Mrs. Mr.)	Title	Informal Name
Company/Agency		
Street		
City/State	Zip	Country
Telephone	Fax	E-mail

I have completed the bottom portion of this application and enclosed payment of:

U.S. Applicants

- Private\$420
- Public* (see box)\$250
- Full Private* (see box)\$1,265
- Full Public* (see box)\$560
- Young Leader* (see box)\$250
- Student* (see box)\$90
- Public Agency* (see box)\$525

Non-U.S. Applicants

- Private\$200
- Public* (see box)\$150
- Full Private (see box)\$500
- Full Public (see box)\$290
- Young Leader* (see box)\$160
- Student* (see box)\$65
- Public Agency* (see box)\$475

*** Public/Public Agency:** Public sector applicants should include employer's letterhead.
*** Full Member:** If you are applying for U.S. Full Membership, please supply the names of three Full Members who can serve as sponsors to your application. Please note: all three sponsors must be from three different organizations.
*** Young Leader:** If you are applying for Young Leader Membership, you must provide proof that you are under 35 years of age.
*** Student:** Students must provide proof of full-time academic status.

Check made payable to ULI—the Urban Land Institute is enclosed. All payments must be made in U.S. dollars.

Charge to: VISA MasterCard American Express Diners Club

Card Number	Expiration Date
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If you need assistance, call ULI at 1-800-321-5011. For a brochure on European or Full Membership, visit www.uli.org.

Please provide the following profile information below, so we can customize benefits and promotions to better serve you.

Professional Role

Please check ONE box below that best indicates your professional role.

- Academic Professional
- Accountant
- Appraiser
- Architect
- Asset Manager
- Attorney
- Broker
- Consultant
- Corporate Executive
- Designer
- Developer
- Economic Development Official
- Engineer
- Environmental Specialist
- Financial Analyst
- Government Official
- Investment Advisor
- Investment Banker
- Investment Fund Manager
- Investor
- Landscape Architect
- Librarian
- Marketing Professional

- Mortgage Banker
- Owner
- Property Manager
- Realtor
- Urban Planner
- Other:

Employer Organization/Type

Please check ONE box below that best indicates your Company's primary activity.

- Academic Institution
- Business Improvement District
- Construction Company
- Corporate (hotel, retail, industrial, office)
- Development Firm
- Financial Institution
- Government Organization
- Investment/Fund Management Firm
- Not-for-Profit Organization
- Professional Services Firm
- Public/Private Organization
- Real Estate Investment Trust
- Other:

Project Types

Please check the ALL the boxes below that best describe your project interests. (You may check more than one.)

- Hotels
- Industrial Facilities/Parks
- Mixed-Use Projects
- Offices/Business Parks
- Open Space
- Parks/Recreation Areas
- Master Planned Communities
- Public Facilities
- Rehabilitation Projects
- Residential, Multifamily
- Residential, Seniors Housing
- Residential, Single-Family
- Residential, Workforce Housing
- Resort/Second-Home Communities
- Retail/Entertainment Projects
- Reuse/Redevelopment Projects
- Sustainable Development Projects
- Transportation Projects
- Urban Development Projects
- Other:

Who recommended you for ULI membership?

Name _____
 ULI ID Number _____

Sponsors (U.S. Full Members)

1 _____
 2 _____
 3 _____

Mail this application to:

ULI—the Urban Land Institute
 Department 186
 Washington, D.C. 20055-0186
 1-800-321-5011 • 202-624-7000
 Fax 202-624-7140 • www.uli.org

Please make payment in U.S. dollars. **Individual membership in ULI is held by individuals, not companies. Membership benefits, therefore, cannot be transferred to other individuals within the same company.** Dues include a one-year subscription to *Urban Land*. This periodical is available only through membership and may not be obtained through separate subscriptions. ULI is classified as a 501(c)(3) nonprofit organization under U.S. federal tax law; membership dues are tax deductible to the full extent allowed by U.S. law.

Membership dues are nonrefundable.

TO BEGIN ULI MEMBERSHIP IMMEDIATELY, JOIN ONLINE AT WWW.ULI.ORG OR CALL 1-800-321-5011 (9:00 A.M. – 5:00 P.M. EST).