



Chairman's Letter



As ULI members, we are committed to the shared mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.

In the first few months of my chairmanship of the annual fund, I've had an opportunity to learn more about the history of ULI. This opportunity has confirmed my belief that ULI is the leading organization for issues relevant to the real estate and land use sector because

of its members; and as members it is our responsibility to support the advancement of the Institute's mission through the Annual Fund.

This year, we will launch the "Every Member Campaign"—with a straightforward goal for every ULI member to contribute to the Annual Fund.

Your contribution will support ULI programs advancing our shared mission. To ensure you know how your contribution is being put to work, we will feature a program made possible through member contributions to the Annual Fund in every issue of this e-newsletter.

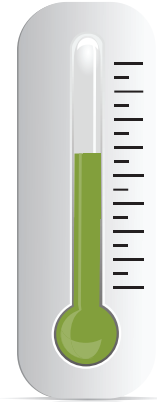
If you haven't done so already, please take a moment today to demonstrate your commitment to ULI's mission with a tax-deductible contribution to the 2014 Annual Fund. Visit <http://uli.org/donate> to contribute online or print a copy of the 2014 Donor Form.

With every member's support, I am confident that ULI's mission will be realized through outcome-oriented programs making an impact in communities around the world every day.

Sincerely,
Mike

Michael K. Hayde
Chairman, ULI Foundation Annual Fund

2014 Campaign Update



\$1,600,000

Goal

\$960,000

Contributed
as of October 15

Contribute Today
uli.org/donate

ULI Foundation Annual Fund 2014 Leadership Circle

- | | |
|---------------------------|--------------------------------|
| Joseph Azrack | Douglas Lyons |
| Marty Burger | Lauralee Martin |
| David Christensen | Hamid Moghadam |
| Frank Cohen | Barry Moss |
| Bruce Etkin | Stephen P. Navarro |
| Mark P. Gibson | Diana Reid |
| Michael K. Hayde | Howard Roth |
| W. Dean Henry | Randall Rowe |
| Tyler W. Higgins | Deborah Ratner Salzberg |
| David D. Jenkins | Geoffrey L. Stack |
| Gregory K. Johnson | Eric Swanson |
| James D. Klingbeil | Thomas W. Toomey |
| Steven A. Kohn | Jeffrey M. Worthe |
| Jeffrey Kott | Serena Wolfe |
| Eric B. Larson | Margaret Ann Wyld |

As of October 15

With great appreciation, we recognize these 2014 Leadership Circle members for their commitment of \$10,000 or more to the Annual Fund. Please contact Andrea Holthouser at aholthouser@uli.org to learn more about Leadership Circle membership.

Attending the Fall Meeting?

Stop by the ULI Pavilion

Make plans to visit the ULI Pavilion and learn more about how member contributions are advancing ULI's mission in communities around the world every day. Find out more about the Institute's upcoming and ongoing programs, network with ULI members, participate in events, shop at the online ULI Bookstore, and pick up copies of complimentary reports.

The ULI Pavilion is located in the Hub outside the General Session room in the Javits Convention Center and will be open during the following hours:

Tuesday, October 21, 8:00 a.m.–6:00 p.m. • Wednesday, October 22, 7:00 a.m.–7:30 p.m. • Thursday, October 23, 8:00 a.m.–5:00 p.m.



Your Gift Makes It Possible

Spotlight on the Women's Leadership Initiative

Since the launch of the Women's Leadership Initiative (WLI) at the 2012 Spring Meeting in Charlotte, WLI has raised over \$200,000 dedicated to supporting ULI programs and activities to raise the visibility and number of women leaders in ULI and the real estate industry. Member contributions to the Women's Leadership Initiative provide direct support for Fall Meeting Scholarship opportunities as well as programs and networking events at ULI Spring and Fall Meetings, global conferences, and through member-led regional programs. To find out more about the Women's Leadership Initiative, visit <http://uli.org/programs/leadership-programs/womens-initiative>.



2014 Council Competition

100 Percent Participation Update

Congratulations and thank you to the members of CRC Blue, MFC Blue, MFC Gold, and UDMUC Red. In the last three months, all four have achieved 100 percent participation for the 2014 Annual Fund. With just three months remaining for the 2014 competition, we know that many Councils would like to make this list before December 31. Visit <http://foundation.uli.org/councils> to view the latest standings.

COUNCIL	CHAIR/AMBASSADOR	PARTICIPATION	GIVING
MFC SILVER	Mark Stern/Alison Hawkins	100%	\$39,101
IOPCRED	Tyler Higgins	100%	\$40,775
MFC BRONZE	John Echols/Patrick Simons	100%	\$50,625
MFC BLUE	Sean Breslin/Mike Hayde	100%	\$52,289
CRC BLUE	Cynthia Foster/Lee Wagman	100%	\$60,176
UDMUC RED	Marty Burger/James Ratner	100%	\$88,351
MFC GOLD	William MacDonald/Mark Forrester	100%	\$55,875
CDC SILVER	Debra Dremann/Toxey Hall	100%	\$44,525

As of October 15, 2014

Questions? Contact us at annualfund@uli.org / 202.624.7005 / fax: 855.442.6702

Make your gift online: uli.org/donate