Foundation Governor Jim Harris Commits to Support “Creative Financing” Project

Jim Harris, a Foundation Governor since 1998, recently committed to providing $150,000 to support a special ULI program designed to evaluate and analyze the financing tools employed by city and municipal agencies to encourage development and investment in real estate projects. The objective of the program, led by ULI Senior Resident Fellows Tom Murphy and Maureen McAvey, is to identify models of best practice and share those findings with a wider array of local agencies without access to the resources that enable the implementation of sophisticated forms of financing incentives. Through a series of on-the-ground initiatives, this innovative program will help advance collaborative efforts between the development community and local agencies to enhance project feasibility. As a result of his generous support, Jim will become a Developer member of the Foundation’s Governors program.

Foundation Annual Fund Provides Record Level of Support in 2014

Thanks to the generosity of more than 2,500 ULI members, supporting organizations, and friends of the ULI Foundation, the 2014 Annual Fund campaign provided $1,675,048 of funding, including nearly $600,000 in contributions from Foundation Governors, to enable the implementation of 26 individual programs and initiatives of ULI. Special thanks go to the record number of ULI Councils reaching 100 percent member participation in the Annual Fund campaign.
Letter from the Chair

Included in this issue of “Giving Back” is an insert with photos from the Foundation’s recent Governors Retreat in Miami. The idea behind this year’s Retreat was to mix elements of philanthropy, arts, culture, civic engagement, and local accomplishment with a little bit of real estate to deliver a program that was insightful and entertaining. And thanks to the “insiders access” provided by local Governors Chuck Cobb and Neisen Kasdin, the event was an incredible success. Most important, the Retreat was about Foundation Governors—our most important stakeholders—coming together through a shared motivation to support the philanthropic mission of ULI to make the world a better place. To that end, I want to thank all of you who attended this year’s event and encourage you to mark your calendars for next year’s Retreat in Los Angeles, March 10–13, 2016. Please also remember to participate in as many Governors events in Houston at the ULI Spring Meeting as your schedule permits. We have a great lineup of activities. I look forward to seeing you in Houston.

Sincerely,

Geoffrey L. Stack
Chairman, ULI Foundation
Managing Director, SARES-REGIS Group

Foundation Mourns Passing of Governor Bob Weekley

Bob Weekley, Governor of the ULI Foundation since 2006, passed on February 28 at his home in Los Angeles after a courageous battle with pancreatic cancer. Bob was well-known in many circles within ULI through his work at Lowe Enterprises, where he served as president of the company’s residential development business. Though Bob was well-regarded for his work within the development community, he was a friend and mentor to many beyond his professional endeavors. A graduate of Southern Methodist University and Harvard University’s Graduate School of Business, Bob possessed a lifelong passion for learning that extended into both his professional and philanthropic endeavors. He was a committed leader and mentor to countless youths through his active support and involvement in the Boy Scouts of America, where he brought his considerable energy to enliven his two causes of deep personal interest: character building and education. His engagement in ULI and enthusiastic support of the Foundation were both deep and enduring. He spoke frequently and passionately about ULI’s ability to affect the shape and design of communities for the better, and his legacy of generous support of the Foundation will help make his ambitions for ULI a reality.

In Bob’s final weeks, he directed a gift to the Foundation of $250,000 to support current projects and initiatives in ULI’s housing program.

Annual Report Profiles Governors’ Gifts

ULI’s recently released 2014 Annual Report features a number of programs and initiatives supported by gifts from Foundation Governors. The report, available in a dynamic digital-first format, provides a visually appealing experience for members and users reviewing ULI’s impacts and highlights from FY 2014 (July 1, 2013, to June 30, 2014). In addition to presenting the stories that demonstrate ULI's impact in communities around the world, the Annual Report includes a complete listing of Foundation Governors and Annual Fund donors. To access the Annual Report, visit annualreport.uli.org.
The ULI Foundation is proud to welcome the following Governors to the Board of Directors. These board members will serve terms from 2015 through 2018.

**Michael Fascitelli**
MDF Capital
New York, NY

**Cia Buckley**
Marakovits
Dune Real Estate Partners
New York, NY

**Stephen Navarro**
CBRE
Greenville, SC

**Stephen Quazzo**
Pearlmark Real Estate Partners
Chicago, IL

**Greg Vogel**
Land Advisors Organization
Scottsdale, AZ

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### New Web Portal Focuses on Housing Research and News

In an effort to create a platform for exploring and sharing the latest trends and developments in housing, ULI recently launched How Housing Matters, an interdisciplinary online portal focused on the role of housing in community well-being. Developed with support from the **John D. and Catherine T. MacArthur Foundation**, the How Housing Matters portal is designed to emphasize the connection between housing and educational opportunity and outcomes for children; stronger foundations for family and neighborhood economic stability; and healthier, more productive communities. The portal—howhousingmatters.org—which is being managed by the ULI Terwilliger Center for Housing, serves as a user gateway, integrating policy papers, reports, and current news articles, as well as original stories that illustrate compelling research and data, inform collaboration, and inspire action. The How Housing Matters portal is supported by a grant from the John D. and Catherine T. MacArthur Foundation.

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### Project of the Decade Awarded to Foundation Governor Bob Sharpe

Congratulations to Foundation Governor Bob Sharpe, who recently received a Project of the Decade award for his company’s Rancho Sahuarita project in Tucson, Arizona. The award, given by the Metropolitan Pima Alliance, is designed to “recognize community leaders, projects, and events notable for successful collaboration for the overall benefit of the community.” Rancho Sahuarita, launched in 2000, is now home to over 17,000 residents and includes 5,500 homes, six schools, a shopping center and other retail services, and a town center. For more information, visit www.ranchosahuarita.com.
Toolkit Contains Development Strategies that Promote Healthy Lifestyles

The latest offering from ULI’s Building Healthy Places initiative, the Building Healthy Places Toolkit: Strategies for Enhancing Health in the Built Environment, was created to provide a practical means for incorporating health-oriented features into the development, design, and planning of real estate projects. The Building Healthy Places Toolkit documents 21 evidence-based recommendations that can be used to promote health at the building and project scale. The development of the Building Healthy Places Toolkit was undertaken as part of ULI’s effort to encourage development practices that promote healthy lifestyles while maintaining a focus on financial and project feasibility. In particular, the Building Healthy Places Toolkit contains documentation showing how projects that meet the market demand for health will see their values endure over time. Some of these demand drivers include:

• 76 percent of millennials think walkability is important in deciding where they choose to live.
• More than half of Americans (51 percent) want to live in a community that has transit; 53 percent want to be close to shops, restaurants, and offices.
• Homes located in neighborhoods with good walkability are worth $34,000 more on average than similar homes with average walkability.
• Access to sunlight in office buildings increases worker productivity by 15 percent.

ULI’s Building Healthy Places initiative is supported in part through an estate gift from former Governor Melvin Simon.

New Research from ULI Looks at the Growing Appeal of Micro Units

A new publication from ULI suggests that micro units—typically about 350 square feet or less in size—have staying power as a housing type that appeals to urban dwellers in high-cost markets who are willing to trade space for improved affordability and proximity to downtown neighborhoods. The Macro View on Micro Units, developed and published through a unique partnership with ULI’s Multifamily Councils, contains detailed information based on an analysis of over 400 rental apartment communities, more than 3,500 responses from renters, and 18 planned rental communities with micro units.

Key findings include:

• The target market profile for micro units is predominantly young professional singles, typically under age 30 and earning less than $40,000.
• The appeal of micro units is largely about economics: most renters are seeking to lower their rental costs.
• Micro units outperform conventional units in the marketplace in terms of achieving higher occupancy rates and garnering significant rental rate premiums.
• Those interested in switching to micro units ranked access to a grocery store as their top priority for a neighborhood amenity.

For a copy of the report, visit www.uli.org. The Macro View on Micro Units was supported by a grant from the ULI Foundation Annual Fund.
Upcoming and Past Governors Events

Please join your fellow Governors for the following private events taking place at the ULI Spring Meeting in Houston:

**Tour of NASA Johnson Space Center and International Space Station Mission Control**
*Board of Overseers and Legacy Circle Donors*
Tuesday, May 12, 1:00–5:00 p.m.
Bus departs at noon from Hilton Americas.

**ULI Foundation CEO Forum** (Governors-Only Session)
Wednesday, May 13, 2:45–4:00 p.m.
Four Seasons Hotel, Salon A

**ULI Foundation Governors Reception**
Wednesday, May 13, 4:00–6:00 p.m.
Four Seasons Hotel, Salon A

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**Report from Havana**

Thirty-six Governors, spouses, and guests participated in the Foundation’s study tour visit to Cuba, February 28 to March 5. The tour was designed to provide a context for the sweep of cultural and political changes affecting the country.

The Foundation will be hosting an exciting study tour for Governors to Southeast Asia in 2016, visiting Myanmar and Thailand. The tour is limited to 15 Governors and guests (30 total participants) and will be held January 26 to February 4. For more information, contact Jessie Himmelrich, jessie.himmelrich@uli.org.
Welcome to the ULI Foundation Governors Program

John “Jack” Farrell  
President & CEO  
The Norwood Company  
Malvern, PA  
www.norwoodco.com

Richard Price  
Chief Executive Officer, Asia Pacific  
CBRE Global Investors  
Hong Kong  
www.cbreglobalinvestors.com

Cia Buckley Marakovits  
Chief Investment Officer  
Dune Real Estate Partners LP  
New York, NY  
Urban Development/Mixed Use Council (Red)  
www.drep.com

David Sonnenblick  
Principal  
Sonnenblick-Eichner Company  
Beverly Hills, CA  
Urban Development/Mixed Use Council (Gold)  
www.sonneich.com

Aria Mehrabi  
Principal  
Pacific Star Capital  
Miami, FL  
Small-Scale Development Council (Gold)  
www.pacificstarcapital.com

Kyle Winning  
Managing Member  
Southern Sky Partners  
Little Rock, AR  
Affordable/Workforce Housing Council

Constance Moore  
San Francisco, CA  
Multi-Family Council (Blue)
Thank You For Your Support

ULI Foundation
Celebrating 45 Years

A Look Back at the Governors Retreat in Miami, FL
1. Governors look out over South Beach from the Miami New World Center | 2. ULI Foundation Governor Fritz Grupe
3. Miami New World Center CEO Howard Herring and Student Fellows give presentation to ULI Foundation Governors
4. ULI Foundation Chair Jeff Stack and ULI Governor Chuck Cobb | 5. ULI Foundation Governors Jim Curtis and Eric Swanson
6. ULI Foundation Governor John Hagestad and Sue Warner | 7. Carlos Gutierrez, Former U.S. Secretary of Commerce | 8. Steve Ross, Chairman and Founder, Related Companies | 9. Judith Temple, Phylis Grupe and ULI Foundation Governor John Temple | 10. Armando Codina, Executive Chairman, Codina Partners and Carlos de la Cruz, Chairman of the Board, CC1 Companies | 11. ULI Foundation Governors outside of the Perez Art Museum of Miami