Mission

ULI’s mission is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide

In Europe, with its diverse cities and regions, we aim to identify and provide solutions to the common challenges urban leaders face. Our strength is that we bring together experts from across the fields of real estate and land use policy to tackle issues of urbanisation, regeneration, investment, public-private collaboration, sustainable development and climate change.

Values and Principles

ULI members commit to a ten-point code of conduct that begins with “respect for land”: “I know that each parcel of land is a precious, distinct and unique portion of this distinct and irreplaceable planet. I will treat it with the respect that it deserves, recognising that I will be judged by the integrity and permanence of my developments, which will survive my lifetime.” Values are also expressed in terms of respect for the profession, the consumer and the public. Our full code of ethics is available on our website.

Many members – if not all members – can readily testify to improvement in their ability to perform their role. Some even claim that the inspiration for their award-winning development came from seeing other ULI members’ work. Our achievements are difficult to measure precisely – as we essentially inspire and equip others to do great works and thus achieve the mission. There are tangible outcomes of course – such as our body of research, the actions taken as a result of an Advisory Service Panel or the energy savings made through implementing strategies shared through LessEn. It is our aim over the coming years to improve the measurement of our impact so that our achievements can be shared and celebrated.

“ULI helps to provide a common language for all Europe’s cities and regions.”
Jeremy Newsum
Grosvenor
We connect leaders in urban development and real estate to create better places

ULI – the Urban Land Institute – is a non-profit research and education organization supported by its members. Founded in Chicago in 1936, the institute now has over 30,000 members in 95 countries worldwide, representing the entire spectrum of land use and real estate development disciplines and working in private enterprise and public service. In Europe, we have over 2,000 members supported by a regional office in London. Further staff is based in Frankfurt.

ULI brings together leaders with a common commitment to improving professional standards, seeking the best use of land and following excellent practices.

We are a think tank, providing advice and best practices in a neutral setting – valuable for practical learning, involving public officials and engaging urban leaders who may not have a real estate background. By engaging experts from various disciplines we can arrive at advanced answers to problems which would be difficult to achieve independently.

ULI shares knowledge through discussion forums, research, publications and electronic media. All these activities are aimed at providing information that is practical, down to earth and useful so that on-the-ground changes can be made. By building and sustaining a diverse network of local experts, we are able to address the current and future challenges facing Europe’s cities.

“ULI offers excellent opportunities to meet with leaders with very different backgrounds and share knowledge and experience in real estate development. This is a step forward, not only towards economic success, but also sustainable land use.”

Alexander Otto, ECE Projektmanagement
Membership

Our members are business leaders, public officials and community builders — the people who develop and redevelop neighbourhoods, business districts and communities across Europe, the US and around the world. Our diverse, yet common purpose provides rich opportunities to engage with people from different disciplines and to deepen existing relationships.

Members encompass the spectrum of experience from students through to revered senior industry figures. They engage at different levels — globally, regionally and locally. Achieving the ULI mission is made all the more possible through their contributions and experience. It is through member involvement and information resources that ULI has been able to set the standards of excellence in development practice. We are a think tank. A smart group of people who value leadership within our industry and bring a broad and creative approach to the opportunities and challenges before us.

“ULI provides valuable industry insight on topical issues and has really connected me at senior levels with European real estate professionals.”

Jonathan Short
Internos Real Investors

Unique networking opportunities due to great diversity

- Developers and Corporate (Hotel, Retail, Industrial Companies) 36%
- Architects, Advisors, Other Service Providers 33%
- Investment Firms 7%
- Financial Institutions 6%
- Public and Non-Profits 12%
- Other 6%
“Green building practices have become divorced from energy efficiency,”

Mr Malkin said at the Urban Land Institute panel.

“Blood, toil, tears and sweat – speakers at last month’s ULI Europe Trends Conference agreed that there will be more pain before there is any recovery.”

Property Week Global

“What We do

“ULI Announces rapid growth of ULI Urban Investment Network.”

Europe Real Estate


Frankfurter Allgemeine Zeitung

“Rafols y Gómez Hall participaron anoche en una sesión organizada por el Urban Land Institute de Barcelona y la escuela de negocios Esade, en la que reconocieron sin ambages que el sector vive una fuerte crisis y que la misma durará varios años.”

El País


Le Figaro

“Investors baffled by bank bailouts, ULI report reveals confusion.”

Property Week Global

“ULI Awards Focus on Holistic Approach, European Public/Private Partnerships Lead.”

BMA Journal

“Value Capture Finance Making urban development pay it’s way.

A ULI Europe Publication in partnership with the ULI Urban Investment Network Founding Partners

Jon Britton

Managing Director, Europe

Greg Clark

Director, London, UK

Le Figaro

“Closing the Investment Gap in Europe’s Cities

Launch Report: Urban Investment Network

A ULI Europe Publication in partnership with NGS Real Estate Finance

El País

“Tendencias del Mercado Inmobiliario Europeo


Le Figaro

“Blood, toil, tears and sweat – speakers at last month’s ULI Europe Trends Conference agreed that there will be more pain before there is any recovery.”

Property Week Global

“The Urban Investment Opportunities of Global Events

A Report of the Urban Investment Network

Craig Clark

Managing Director, ULI Americas

James Hyland

Managing Director, ULI Europe

Sarah Remsvoor, Manager Urban Investment Network, ULI Europe

Wall Street Journal

Property Week Global

Value Capture Finance

Making urban development pay it’s way.

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Jon Britton

Managing Director, Europe

Greg Clark

Director, London, UK

El País


Frankfurter Allgemeine Zeitung
ULI delivers timely and informative programmes to 4,000 professionals across Europe every year. Regular features in our annual events calendar include our Annual Conference in Paris in February and our Trends Conferences in the spring. We also offer more specialized programmes and meetings through the ULI Urban Investment Network, LessEn energy initiative, European Young Leaders Group and our National and European Councils.

Through these platforms, we foster an open debate on key issues and promote a greater understanding of what’s going on in the industry. Our events and meetings are diverse, frequent and, through their inquiring nature, of an extremely high quality. For all these events, we benefit enormously from the contributions and experience of our 2,000 members across Europe.

“ULI does not drive the agenda from a single point of view. It is a genuine meeting of minds.”

Simon Clark
Linklaters
Timely, practical and real-world information

Research and Publications

ULI takes a bottom-up approach to research and publications. Ideas generated by ULI members are channelled through the Policy and Practice Committee, which forms an expert working group for each topic. These groups consist of ULI members from across Europe and effectively operate as project-based virtual teams.

This meeting of minds generates reports, workshops and “InfoBursts” that reflect ULI’s five global themes:
- Capital markets
- Sustainability, energy and climate change
- Housing
- Infrastructure
- Public leadership

In addition to these topical publications, ULI produces recurring reports such as the annual Emerging Trends in Europe report compiled together with PriceWaterhouseCoopers. This report, which is one of the most highly regarded and widely read forecast publications in the real estate industry, provides an outlook on city investment and development trends, development finance and capital markets as well as other real estate issues.

“ULI is not a talking shop. Its debates and discussions are backed up by research and meaningful substance.”

Anne Kavanagh
AXA Real Estate Investment Managers
Excellence in land use practice should be recognised and rewarded

Awards

For decades, ULI has set the standard in recognising outstanding real estate development projects, related programmes and visionaries in urban development. ULI awards programmes are highly selective and prestigious. With each award, the public becomes more keenly aware of the benefits of superior planning, design and development, a goal of both ULI and the development industry. Winners and finalists benefit from worldwide recognition among key stakeholders in city and urban development.

The Awards for Excellence competition recognises the full development process of a project, not just its architecture or design. The criteria for the awards include leadership, contribution to the community, innovations, public/private partnership, environmental protection and enhancement, response to societal needs and financial success.

The ULI Awards for Excellence honour development projects in three regions: the Americas, Europe (including the Middle East and Africa) and Asia-Pacific. Each region has its own jury composed of ULI members who are recognised leaders in their field. Each jury meets twice and all awards finalists are visited on site by a jury team, making this one of the most rigorous and respected processes of any awards programme.

“The ULI Awards for Excellence are unique; they look holistically at the entire development for its environmental, commercial and architectural merit.”

Ian Hawksworth
Capital & Counties
Moving beyond the “greenwash and geekspeak”

ULI’s LessEn energy initiative was born out of the need for a single, objective source of practical information on energy efficiency assembled in a way that is accessible to the layman. Launched in 2009 with seed funding from ULI trustee Sir Stuart Lipton, this web-based project (www.less-en.org) links leaders and practitioners from a diverse range of real estate disciplines through an interactive forum and network.

The website provides access to the largest public source of impartial, peer-reviewed information covering policy, solutions, case studies and continually developing business cases for energy efficiency and retrofitting.

LessEn shows occupiers how to use their buildings more efficiently, designers and managers how to retrofit their buildings in an energy-efficient way, and owners and investors how to identify assets in their portfolios with the biggest efficiency potential.

LessEn is an impartial, transparent and inclusive movement with a clear-sighted ambition to reduce the energy consumption of existing buildings. By bringing the industry together around an issue we are all responsible for, we can move from a blame culture to one of support and sharing. And then we can really start getting things done. Go to www.less-en.org to find out more.

“Energy is the single most important aspect of property at the moment. It’s the challenge we all face; it’s the responsibility we all have.”

Sir Stuart Lipton
Chelsfield Partners
The ULI Urban Investment Network is an independent European network designed to promote and facilitate world-class investment in urban development. The initiative has been developed by ULI in collaboration with a group of leading cities, European institutions and private sector organisations.

The ULI Urban Investment Network brings together senior representatives from the public and private sectors to facilitate open discussion on the most pressing issues facing Europe’s cities today. By promoting collaboration and continuous dialogue among city leaders, private investors and institutional representatives, the ULI Urban Investment Network provides opportunities to bridge investment gaps and to overcome city development challenges. A series of topical workshops, leadership forums and an annual summit feed into thematic reports published throughout the year to disseminate the shared learning.

“It is vital that leading stakeholders in the development of Europe’s cities come together in an atmosphere of collaboration to address the challenges faced in the current economic environment.”

H. E. Jordi Hereu
Mayor of Barcelona

“A dynamic and unique partnership designed to bridge investment gaps in Europe’s cities”
A pragmatic approach to the challenges facing modern cities

Advisory Services Panels

ULI advisory services panels provide cities with strategic advice on urban development and practical, feasible solutions to enhance their economic and social fabric. Panels link developers, public agencies and other sponsors to the knowledge and experience of ULI and its membership.

Each panel follows a proven process that begins with a conversation between advisory services staff and the city to frame the assignment. ULI then assembles an interdisciplinary panel of volunteers who spend up to a week on-site exploring the project, interviewing stakeholders and making recommendations. Panels approach the assignment from all perspectives, including market potential, land use and design, financing and development strategies, and organising and implementation.

“We will be eager to hear the opinions of world experts on the direction we plan to take and, of course, their own suggestions and vision for the future of this city — even if that vision challenges our own thinking.”

Cllr Mike Jones
Council Leader, Cheshire West and Chester Council
How We Work

Global Reach – Local Impact

Sharing ideas and best practice from around the world is at the heart of ULI. Lessons from cities, organisations and individuals in Europe are of great value to our colleagues in other regions. Equally, their experience offers important perspective for the challenges that we face in Europe.

This exchange is facilitated by almost 200 professional ULI staff headquartered in Washington DC and with offices in London, Frankfurt and Hong Kong. ULI members in 95 countries participate in 60 district and national councils that offer a variety of learning, networking and community outreach opportunities closer to home.

Collaboration

A wide range of relationships have helped increase ULI’s impact in Europe. These include media partners such as the Financial Times, PropertyEU, Property Week and Thomson Reuters; and research partnerships with organisations such as the OECD, Clinton Climate Initiative and leading universities. In addition, our impact is enhanced through collaboration with other industry groups such as the British Property Federation, INREV, EPRA and the IPD.

Communication

The communication is designed to keep members informed of ULI’s activities, events and research and to provide non-members with an overview of the depth and breadth of ULI’s members and initiatives. In addition to ULI’s global “Urban Land” magazine, members in Europe receive a monthly e-newsletter and a print newsletter three times a year.

“Land use and urban development is an intensely local process, but with patterns and drivers that are increasingly global. ULI is an essential medium for this interplay. We exist to help our members learn from others.”

Patrick Phillips
President, ULI
A forum for education, exchanging information and sharing best practices

European Councils

The Urban Land Institute created the European Councils to focus on specialized fields in land use and development. They are designed to provide a forum for education, exchanging information and sharing best practices. Councils promote excellence in programming, solicit the highest quality of industry leadership and foster and preserve a culture of trust, openness and sharing.

ULI Europe currently has five councils:
- Urban Regeneration Council
- Retail and Entertainment Council
- Office and Mixed Use Council
- Resort and Hotel Council
- Sustainable Development Council

Each of these aims to fulfill the following goals:
- To draw industry leaders together on specialist land use topics
- To share experiences
- To provide leadership in our communities
- To demonstrate the reach and relevance of ULI in Europe
- To provide focus and in-depth discussions/presentations

“Open, off the record exchanges with industry leaders from across Europe provide a transparency and a sharing of information that can only exist through the sponsorship of a non profit organization where knowledge and education are prized.”

Scott Malkin
Value Retail

“One day in a ULI European Council provides more real-life information on a confidential basis than I could gather in six months of reading market research reports.”

Seth M. Lieberman
Advanced Capital
Local relevance, perspective and impact

National Councils

National Councils are ULI’s country networks which organise local activities. In Europe, we have 13 National Councils bringing together a variety of stakeholders to find solutions and build consensus around land use and development challenges.

In the ULI spirit of offering an unbiased and non-partisan exchange on issues impacting the industry, National Councils provide the avenues for active dialogues between private industry, environmental organisations and public agencies to help provide solutions to local and regional issues.

“Our industry is local. That's what’s good about ULI: it helps members both internationally and locally.”

Santiago Mercade
Layetana Desarrollos Inmobiliaria
ULI Young Leaders is open to real estate professionals under the age of 35. Like ULI itself, Young Leaders has no boundaries in terms of geography and sectors, but allows young professionals to network with their own generation and peers at a similar stage in their career.

With an active Young Leaders Committee driving the European programme, there are also successful Young Leaders Groups running local activities in London, Paris, Hamburg, Barcelona, Milan, İstanbul and Moscow.

Relationships are important in any business sector, and this is especially true of the property industry, where building a network of contacts is key to professional advancement. Young Leaders also seeks to cut across the generations with career-related events linking young and senior ULI members. The learning process is a two-way street. Young Leaders offers access to a network of senior industry professionals with experience, and discussing new trends and developments with them is extremely useful for both sides.

“It is important that ULI continues to reinvent itself. The younger generation can play a role here.”

Igor Sancisi
Grayfield Urban Development

“Relationships are so important in this industry. You need to start working at this early in your career.”

Christina Forrest
Resolution Property
How We Are Funded

The Urban Land Institute is a non-profit research and education institute supported by its members. ULI is funded by membership fees, corporate support, public sector grants, event attendance and philanthropic donations.

Support is attracted due to members’ commitment to our work programme. Often there is strong synergy between our efforts to promote best practice and a supporter’s desire to contribute thought leadership in their expert areas.

In addition, ULI offers tangible business benefits in terms of: connecting leading peers and business partners in a neutral and stimulating environment, providing access to cross-border expertise and a strong association with the ULI brand.

"ULI is a unique, knowledge-based association. We are dedicated and proud partners building the pan-European, public-private Urban Investment Network."

Melanie Epp
Head of Communications, Allianz Real Estate

"ULI has proven to be a valuable source of both insight and connections for Amsterdam. These times call for prudent and careful investment of both our time and resources – the returns from ULI are outstanding."

Bob van der Zande
Housing Director, DGA, City of Amsterdam

Our greatly valued and generous supporters include:

[List of supporter logos and names]
ULI is a catalyst for raising industry standards in the responsible and innovative use of land worldwide. The Institute has long been recognized as one of the world's most respected and widely quoted sources of objective information on urban planning, growth and development, on both a local and global scale. Our continued success depends on people like you.

You Can Make a Difference

ULI leader. Join us now.