



Capitol Dome and Pennsylvania Avenue dusk image: photo by Sam Kittner for Capitol Hill BID

# ULI WASHINGTON

## ANNUAL REPORT

**FISCAL YEAR 2022**



**Washington**

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## MESSAGE FROM ULI WASHINGTON

We are pleased to present ULI Washington's FY22 Annual Report, which highlights our accomplishments, impact, and reach over the past year. We are proud of our work in crafting and delivering programs that both honor and generate thought leadership in the land use industry throughout the Metropolitan Washington Region. In these pages, you'll learn more about ULI Washington's Impact & Influence, Member Engagement & Programs, Organizational Strength, and Partnerships.

FY22 was a year characterized by reemergence after the disruption of COVID. ULI Washington rose to the occasion through its robust program of work that included events across all modalities and sizes. Members convened in-person and through virtual and hybrid mechanisms to connect, to learn, and to grow. Our programs ranged in size to meet the moment – from attracting over 400 people in person at our inaugural Leadership Awards program, to hosting lectures and “behind the scenes” small group tours of recently-delivered developments through our Case Study Program.

Over the past year, ULI Washington deepened our delivery and focus on our commitment to diversity, equity, and inclusion (DEI) through integrating best practices across all programs and recruitment efforts, and through investing in our Pathways to Inclusion program. Our community engagement efforts such as UrbanPlan were profoundly impactful for students and for community members. Our collaborations with partners such as the DC Department of

Energy and Environment (DOEE) showcased and amplified best practices in environmental stewardship of land. And our programs that convene cohorts of professionals – such as our Young Leaders Group, NEXT, Mentorship, Leadership Institute, Women's Leadership Initiative Circles, and Local Product Councils – merely scratch the surface of the meaningful connections and professional growth that are generated under ULI Washington's banner.

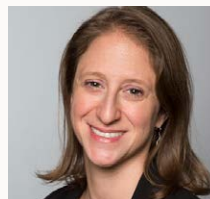
ULI Washington is the proud embodiment of ULI's mission: to shape the future of the built environment for transformative impact. We are excited about our successes over the past year, and we thank you for your continued and generous support.

We look forward to a momentous year ahead, and are excited to be working in partnership with our member and partner supporters.

Warmly,



**Julie Smith**  
Chair  
ULI Washington



**Deb Kerson Bilek**  
Executive Director  
ULI Washington





Photo courtesy of Imagine Photography

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## IMPACT AND INFLUENCE





Photo courtesy of Imagine Photography.

## HONORING REGIONAL LEADERSHIP

Over 400 people joined the celebration at ULI Washington's inaugural Leadership Awards Program at the National Portrait Gallery in June. In an evening celebrating exemplary leaders in three categories – The Trailblazer, The Groundbreaker and The Changemaker – ULI Washington honored Mayor Anthony A. Williams, Caroline Kenney of Urban Atlantic, and Stewart Schwartz & The Coalition for Smarter Growth for their unparalleled contributions to the Metropolitan Washington Region and the land use and real estate industry.



“Strong leadership drives every positive outcome in our lives.”

—Julie Smith, CAO, Bozzuto and  
ULI Washington Chair

### Thank you to our Leadership Awards Sponsors

#### Visionary

Bozzuto, Fairfax County Economic Development Authority, Urban Atlantic/Urban Pace

#### Placemaker

Akridge, Ballard Spahr, Clark Construction, Eastdil, Federal City Council Board, Fidelity National Title, JBG SMITH

#### Influencer

Brookfield, Buchanan Partners, CBRE, Eagle Bank, Edens, EYA, Goulston & Storrs, Greenstein Delorme & Luchs, Grunley Jefferson Apartment Group, NortonScott, United Bank, Washington Property Company

#### Maverick

Arent Fox, Bonstra Haresign Architects, Carr Properties, Chicago Title, Community Three Greystar, Hines, HITT Contracting, Hoffman Associates, JLL, LandDesign, M&T, Madison, Marquette, PNC, Rodgers Consulting, Saul Ewing, Stream Realty Partners, Transwestern, University of Maryland

## DIVERSITY, EQUITY, AND INCLUSION

ULI Washington's DEI Committee is committed to growing and retaining a diverse membership and welcoming industry that thrives on inclusion, belonging and accessibility.

FY22 highlights included:

- The creation and launch of ULI's Equitable Development Toolkit
- Connecting local students from diverse backgrounds with internships and job opportunities offered by ULI member companies
- Partnerships with the NAACP, Q City, Urban Alliance, the Coalition for Racial Equity and Democratic Equality and other organizations for programming and initiatives to better inform ULI's work and expand its reach



“In this last year, ULI Washington's DEI Committee has moved forward a number of “labors of love” through which members have shared their expertise and provided resources to expand our combined expertise. Most importantly, the committee has maintained a focus on expanding the diversity at each table. I am proud of this work and its impact.”

- Sonja Ewing, Chief, Land Acquisition and Park Planning Program Manager, Maryland National Capital Park and Planning Commission and Chair, DEI Committee



Photo courtesy of Imagine Photography.

### Partnership with Q City

In June, ULI Washington honored Pride Month through partnering with Q City on programming that engaged LGBTQ+ members of the Washington metropolitan area commercial real estate industry.



### Thank you to our DEI Impact Partners

#### Champion

Ballard Spahr, Capital One, Grosvenor

#### Supporter

Bozzuto, HKS, Perkins Eastman, US Bank

#### Friend

Christopher Consultants, Columbia, Property Trust, Skanska



## COMMUNITY ENGAGEMENT

### UrbanPlan

UrbanPlan harnesses the power of experiential learning to prepare students, community members, and public officials to take an active role in shaping the built environment. During FY22, ULI Washington touched the lives of over 160 high school students at six regional high schools and through programs sponsored by the NAACP and Urban Alliance. ULI Washington also introduced 66 university students at three area universities to ULI through UrbanPlan classroom units and workshops. In addition, ULI Washington's community workshops fostered greater understanding of the real estate development process among a diverse cohort of residents in from Wards 5, 7, and 8.



ULI Washington also extended our impact through new UrbanPlan partnerships with the Coalition for Racial Equity and Democratic Economy at Georgetown University Law Center and the Center for Real Estate and Urban Analysis at George Washington University School of Business.



**320**

volunteer hours



**160**

high school students



**66**

University Students



**22**

new volunteers

### Stormwater Management Solutions with DC's Department of Energy and Environment (DOEE)

In FY22, the team at ULI collaborated with the District of Columbia Department of Energy & Environment to spread the word about DOEE's Stormwater Retention Credit (SRC) Trading and Stormwater Management Facility Self-Inspection and Self-Reporting (SISR) programs. These tools incentivize private investment to build and maintain new green infrastructure installations in locations that enhance communities and maximize water quality benefits to local waterways.



### Thank you to our UrbanPlan Impact Partners

#### Supporter

Donohoe

#### Friend

Dewberry





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## MEMBER ENGAGEMENT AND PROGRAMS



## PATHWAYS TO INCLUSION

ULI Washington's Pathways to Inclusion Program is designed to broaden ULI's membership and expand the professional networks of real estate and land use professionals in the Metropolitan Washington Region.

To date, the initiative has granted over 91 professionals from diverse backgrounds a one-year scholarship for ULI membership as well as access to ULI programs that serve, support, and engage cohort members throughout the year. The FY22 cohort consisted of 25 members who were provided with scholarships to ULI's Fall and Spring meetings, complimentary tickets to signature events, scholarships to YLG and NEXT programs, and access to creative programming, such as an a panel discussion on Closing the Wealth Gap.

### Closing the Wealth Gap:

*How Innovative Approaches Are Supporting First Time, Single Female and Minority Homebuyers in Today's Rising Rate and Low Inventory Market*



Scott Willis  
US Bank



Jessica Lautz  
Nat'l Ass'n of Realtors



Caroline Isern  
New American Funding



Santhosh Ramdoss  
Gary Community Ventures



I believe my participation as a Pathways to Inclusion Fellow has accelerated my professional development journey through accessing ULI's delivery of world-class programming and leadership engagement opportunities while equipping me to have a transformative impact on the future of the built environment.

– Scott Willis, Vice President, National Strategic Markets and Affordable Home Lending Team (East Division) U.S. Bank; Co-Chair, Pathways to Inclusion Steering Committee

## WOMEN'S LEADERSHIP INITIATIVE

WLI connects and promotes women in the real estate industry. FY22 highlights include:

### WLI Circles Program

A cohort-based program that engages women in real estate in small groups on such topics as leadership, workplace culture, and grit.

### Educational Programs

In FY22, ULI Washington was pleased to be awarded the 2022 WLI Innovation Grant for partnering with the Maya Angelou Charter School to create mentorship and career development opportunities for young students who historically might not have been exposed to careers in commercial real estate.

### Market Exchange Programs

The WLI Richmond Exchange hosted a group of 19 ULI Washington WLI members who traveled to Richmond, VA to connect with WLI members from ULI Virginia. Together, the women explored Richmond, learned about the history of the city, toured different neighborhoods, and visited upcoming developments.



### Thank you to our WLI Impact Partners

#### Champion

Capital One

#### Supporter

Bozzuto

#### Friend

Ballard Spahr, Chicago Title Insurance Company, Columbia Property Trust, SmithGroup, PGIM



### YOUNG LEADERS GROUP (YLG)

YLG supports professionals under 35 through mentorship, networking, and educational programming. FY22 highlights include the Mentorship, Learn From the Best, YLG Trivia Night, and Community Service programs.

#### Mentorship

The ULI Washington YLG Mentorship program pairs small groups of young leaders with seasoned professionals for the purpose of building relationships and sharing industry best practices. In FY22, ULI paired 194 mentees with 32 mentors, grouping the participants into small cohorts where they built professional connections and grew their professional development skills.



#### Learn From the Best

This program enables participants to meet and interact with established leaders in the land use field in a small group setting. ULI Washington assembles an all-star cast of real estate, land use, and design executives for this event. This program included leaders from Bozzuto, LandDesign, APAH, EYA, UIP Asset Management, and more.





### Annual YLG Trivia Night

ULI Washington was thrilled to bring this event back in person in the fall! With almost 100 people in attendance and 20 teams, there was plenty of fun and friendly competition.

Thank you to our Gold Sponsor Starry and our VIP Sponsors, EYA, Chicago Title Insurance Company, and Rodgers Consulting for their support.



### NEXT

NEXT is an educational and networking program that supports mid-career professionals as they rise to leadership positions within the industry. In FY22, the NEXT program covered topics such as sustainability and resilience, affordable housing, entrepreneurship and inclusivity, and personal development. NEXT members also toured new projects in the region in a Capitol Hill walking tour.



### Community Service

In FY22, the YLG Community Service Committee organized six volunteer events. Highlights included a park cleanup at Kenilworth Aquatic Gardens, sorting holiday gifts for Community of Hope, and trail clearing along the Mount Vernon Trail.







## LEADERSHIP INSTITUTE

Now in its 11th year, ULI Washington's Leadership Institute is a rigorous and experiential executive training program that has equipped over 320 land use leaders with industry insights, leadership skills, and relationships necessary to build a thriving, sustainable, and equitable Metropolitan Washington Region. In FY22, ULI Washington proudly hosted an in-person cohort of 19 participants who met with over 60 regional leaders, attended behind the scenes site tours ranging from a water treatment facility to the largest net zero commercial building in the US, and completed a capstone assignment that examined joint development opportunities at the Glenmont and Suitland Metro Stations.



## CASE STUDIES

ULI Washington's case studies showcase innovative approaches and best practices in real estate and urban development. Each case study program provides detailed information about the ideas, plans, performance, and lessons learned for an exemplary and often award-winning development project. In FY22, ULI Washington hosted in-person Case Study events for the following catalytic projects:

- **Reimagining Economic and Urban Development at the Capital One Center in Tysons, VA**
- **80 M Street, SE in Washington, DC, home of the first mass timber commercial office building in Washington, DC**
- **Bringing Office to the River at The Yards in Washington, DC.**





## LOCAL PRODUCT COUNCILS

ULI Washington is the proud host of five Local Product Councils, which, collectively, bring together 150 professionals with common backgrounds on a regular basis to develop and probe thought leadership in the following areas: Housing, Sustainability & Resilience, Placemaking, Prince George's County, and Innovation & Technology.

Notable Product Council events include:

- **Housing tour of Press House:** The Housing Local Product Council toured the new apartment development in NoMa and talked about the state of affordable housing in DC.
- **I&T Metaverse Discussion:** The Innovation & Technology Council explored the concept of the metaverse and how the land use field can utilize this new technology and online community.







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## ORGANIZATIONAL STRENGTH



## MEMBERSHIP

ULI Washington's members include developers, architects, planners, financiers, owners, investors, consultants, attorneys, elected officials, regulators, and more. Together, we represent the second largest district council in the United States, and work to bring thought leadership in real estate and land use to the Metropolitan Washington Region. Already a member? Review membership benefits and helpful links here.

**Not yet a member?** [Become one today!](#)

## FINANCIAL STRENGTH

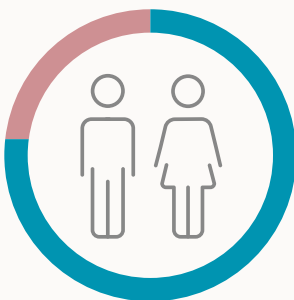
ULI Washington remains deeply grateful to our Partners for continued support of and leadership in our work. Interested in becoming a partner? Learn more about ULI Washington [Partner benefits](#).

- FY22 Total Revenue raised through Partnerships: **\$580,000**
- Companies who support ULI Washington's work as Partners: **over 70**
- Additional Revenue raised through FY22 Impact Partnerships in support of ULI Washington's UrbanPlan, Women's Leadership Initiative, and Diversity, Equity, and Inclusion initiatives: **\$81,500**
- ULI Washington Partners who provide Impact Partnerships: **19**



### MEMBERSHIP

**2201 MEMBERS**  
**1682 ASSOCIATE MEMBERS**  
**519 FULL MEMBERS**  
**216 FULL MEMBERS ON NATIONAL PRODUCT COUNCILS**  
**210 STUDENTS**  
**429 UNDER 35**



### GENDER

**720 FEMALE- IDENTIFYING**  
**1396 MALE- IDENTIFYING**



### ETHNICITY & RACE

**73.26% WHITE**  
**14.06% AFRICAN AMERICAN/ BLACK**  
**6.6% ASIAN**

## ULI WASHINGTON STAFF



**Deborah Bilek**  
Executive Director



**Margit Nahra**  
Senior Director



**Grace Hill**  
Director



**Emily McKnight**  
Manager



**Jacob Foster**  
Associate



**Elisabeth Rohde**  
Associate

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Chair  
*Chief Administrative  
Officer, Bozzuto*



**Anthony Chang**  
Chair, Mission  
Advancement  
*Vice President,  
Asset Management,  
Stream Realty Partners*



**Sarah Goss O'Rielly**  
Treasurer  
*VP of Finance,  
Victory Housing, Inc.*



**Jamie Weinbaum**  
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*Executive Vice President,  
MidCity Development*

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**Yolanda Cole**, Hickok Cole

**AJ Jackson**, JBG Smith

**Sarah Goss O'Rielly**, Victory Housing, Inc.

**Matt Klein**, Akridge

**Richard Perlmutter**, Argo Development  
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**Bob Pinkard**, The Pinkard Group

**Mark Sharer**, Bank of America

**John Slidell**, The Bozzuto Group

**Julie Smith**, The Bozzuto Group

**Tanya Stern**, Montgomery County Planning  
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**Bob Youngentob**, EYA

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**Elizabeth Cotter**, Federal Capital Partners

**Anthony Chang**, Stream Realty Partners

**Justin Chapman**, Skanska USA Commercial  
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**Sarah Goss O'Rielly**, Victory Housing, Inc.

**Diana Shin**, Transwestern

**Jamie Weinbaum**, MidCity Development



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**David Ben-Israel**, MGAC

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**Roger Winston**, Ballard Spahr LLP

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**Adam Levenson**, Urban Atlantic

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**Rachel Sowards**, Rodgers Consulting  
**Mark Phillips**, WMATA

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**Steven Palmer**, West End Capital Group

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**Zachary Williams**, Venable LLP

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**Sapna Yathiraj**, Boston Properties

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**Alex Villegas**, Rodgers Consulting

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**Ben Kasdan**, KTGy

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**Stephanie Pankiewicz**, LandDesign

### URBANPLAN COMMITTEE

**Bradley Cambridge**, Beyer Blinder Belle

### WOMEN'S LEADERSHIP INITIATIVE

**Krista Di Iaconi**, Regency Centers  
**Rhea Vaflor**, Hickok Cole

### YOUNG LEADERS GROUP STEERING COMMITTEE

**Kevin North**, Pacolet Milliken  
**Blanton Smith**, Blackfin Real Estate Investors, LLC





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URBAN VISIONARY



PLATINUM



GOLD



SILVER



BRONZE

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VIKA  
WASHREIT

Join the Region's Leading Real Estate Companies by Partnering with ULI Washington.  
For more information, email [washington@uli.org](mailto:washington@uli.org).





Yards Park with concert and river bridge; photo by Sam Kittner for Capitol Riverfront BID

ULI is a global, member-driven organization comprising more than 45,000 real estate and urban development professionals dedicated to advancing the mission of shaping the future of the built environment for transformative impact in communities worldwide. ULI Washington, a district council of ULI, delivers this mission through programs and initiatives for the more than 2,200 members in the Metropolitan Washington Region.

FOR MORE INFORMATION VISIT: [WASHINGTON.ULI.ORG](https://www.washington.uli.org)