WLI QUARTERLY UPDATE

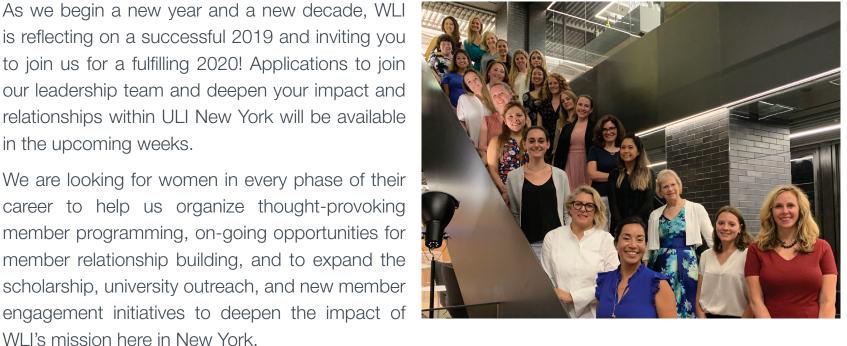
FRIDAY, JANUARY 10, 2020



WE ARE WLI - APPLY TO LEAD WLI & ULI NEW YORK!

is reflecting on a successful 2019 and inviting you to join us for a fulfilling 2020! Applications to join our leadership team and deepen your impact and relationships within ULI New York will be available in the upcoming weeks. We are looking for women in every phase of their

career to help us organize thought-provoking member programming, on-going opportunities for member relationship building, and to expand the scholarship, university outreach, and new member engagement initiatives to deepen the impact of WLI's mission here in New York. We seek to:



- Promote the advancement of women throughout their careers as leaders in the real estate industry. • Increase the number of women who serve in leadership positions in the real estate industry and ULI.
- Increase the visibility of women leaders in the real estate industry and ULI.
- Increase the number of women who are active ULI Full members and support the development of young women members as leaders in ULI and their professions.
- Our community provides women in all stages of their professional journey unique opportunities for professional development and connections that enhance their careers. Join us as a committee member

or committee co-chair! **ALICE CONNELL SCHOLARSHIP WINNERS**

Congratulations again to Kathleen Cayetano of KPF, and Prentiss Darden of Sherwood Design Engineers for being awarded this year's Alice Connell Fall Meeting Scholarship.

REFLECTION ON THE 2019 FALL MEETING

Kathleen Cayetano



WLI Membership Committee Member Thanks to the WLI scholarship, I was fortunate to attend this year's Fall Meeting in Washington, DC,

Architect | Kohn Pedersen Fox

at events across town. To kick off the Fall Meeting, WLI hosted a welcoming cocktail reception on the first evening. It was encouraging to see a legion of women in real estate convene under one roof where I witnessed the strength of the WLI community on a much larger scale outside of New York and the energy that all women brought with them. As part of the scholarship, I had the privilege of being a guest at the Urban Design Mixed-Use Council Blue flight. While the schedule was lined with tours and panel discussions throughout the day, it also allowed for more intimate moments between sessions to connect with council members and their guests. Trained as an architect, the tours were the highlight of my experience as they showcased the livability of

from September 18th to 20th, 2019. I had the opportunity to learn from industry leaders who provided perspective and guidance on excelling in real estate and met several young emerging professionals

transformations of the industrial Union Market district and the REI DC flagship in the historic Uline Arena. The council day culminated with sweeping views of DC from the rooftop of the Apollo, a new mixed-use development that weaves together residential and hospitality. I am grateful to have benefitted from the scholarship to attend this year's Fall Meeting. It was a rewarding and invaluable experience learning from industry leaders, developing new professional relationships, and strengthening existing ones into friendships. I wholeheartedly encourage all young professionals in WLI to apply next year.

DC and the diversity of the city's product offerings, starting with the Wharf waterfront revitalization to the

Prentiss Darden Innovation Strategist | Sherwood Design Engineers



Attending ULI was a good experience for me primarily because of the high quality of presentation content and also because I had many opportunities to meet and connect with people I don't typically

I had the opportunity to be a guest on the Public Development Infrastructure Council, which involved spending a day and a half with this group learning about the projects they've been working on recently and touring major new developments in DC, such as the waterfront and Union Market. The tour was

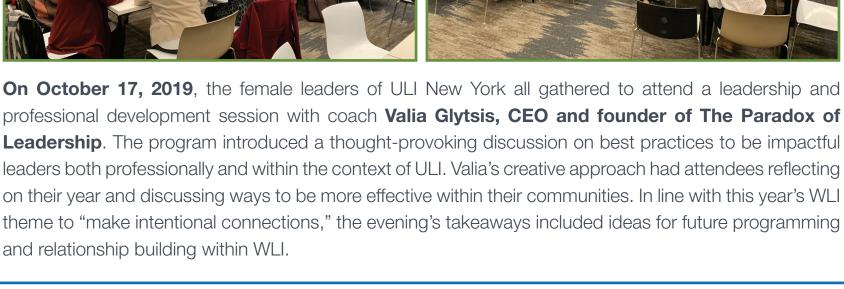
informative and insightful, especially because we met with developers, DC Water, and representatives from the redevelopment agency, all of who were involved in the projects we were touring. I appreciated having the opportunity to spend significant time with a group of new people and make connections. Sometimes it can be challenging to connect with people at conferences and finding the time or the right environment to get into a more substantial conversation. Being a guest on the council meant having a more relaxed atmosphere to connect with others to find out about their work, share perspectives on what we were touring, and discuss potential business opportunities. I highly recommend the conference because it was a very well organized and attended event with high-quality presentations, many evening parties, and several excursions into the city to see major

WLI EVENTS RECAP

development projects of the host city.

WLI INVESTS IN PROFESSIONAL DEVELOPMENT





WLI held its 3rd annual "Learning from Leaders" speaker event on October 24th, which drew more

than 50 attendees and was hosted by Robert A.M. Stern Architects. The night featured four simultaneous

Melissa Pianko, Managing Director of Blackstone Real Estate, was interviewed by Nina Roket from **Olshan Frome Wolosky LLP**. Representing the investment and development side of the industry, the discussion centered on how to make an impact personally in the workplace while strategically charting

Helen Hwang, Senior Executive Managing Director at Meridian Investment Sales, was interviewed

by **Emmanuelle Slossberg** from **CetraRuddy**. Representing the capital markets and brokerage side of the industry, she discussed topics such as how to seek the best talent to work with or recruit to one's

Commission, was interviewed by Rachel Loeb of NYC's Economic Development Corporation. Representing the public sector side of the industry, the discussion included stories from Marisa's journey as a first-generation college graduate, to Harvard Law School, to the public sector. Through numerous personal anecdotes, she discussed the transferability of leadership skills in her various roles in government, including roles at New York City, New York State, and the federal government, as well as a stint in the private sector.

Marisa Lago, Director of the NYC Department of City Planning and Chair of the City Planning

UNIVERSITY OUTREACH CAREER DEVELOPMENT NIGHT

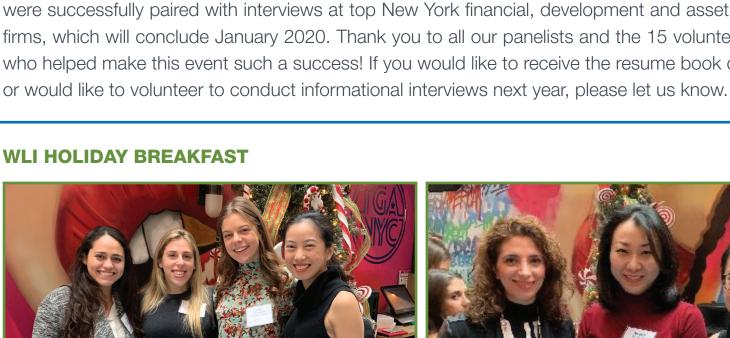


interviews and career development Q&A. Robin Klehr Avia, Regional Managing Principal of Gensler for North America and Latin America. was interviewed by Ronne Hackett of The Clarett Group. Representing the design and architecture side of the industry, Robin discussed her story of how she rose from being Gensler's 24th employee to a Regional Managing Principal and member of the Board of Directors of the now global firm. In particular, the session touched on the importance of firm culture and the unexpected benefits of having fellow female board members. career paths in organizations large, small, entrepreneurial, or established. Melissa's insights from both the

team, and how she navigated opportunities in her career.

institutional finance and entrepreneurial development worlds were relevant and inspiring.

On November 4, 2019, the WLI New York University Outreach Committee put on our first-ever Career **Development Night**, with over 40 attendees spanning eight different Real Estate programs including Baruch MSRED, Columbia MSRED, Columbia MBA, New York University (NYU) Schack Institute, The Wharton School of the University of Pennsylvania – INSEAD, Fordham University, Pace University, and Tulane University. The event aimed to help broaden students' horizons on the different career paths within real estate as well as encourage them to jump-start their networking within the industry. Students rotated between small groups discussing Capital Markets/Finance, Asset Management, and Development, as well as a resume writing and networking tips panel conducted by CBRE. After the event, the committee matched students in attendance with volunteer companies for informational interviews within their areas of interest, promoting intentional connections. All 30 students who registered for the interview program were successfully paired with interviews at top New York financial, development and asset management firms, which will conclude January 2020. Thank you to all our panelists and the 15 volunteer companies who helped make this event such a success! If you would like to receive the resume book of participants





On December 13, 2019, WLI celebrated our annual Holiday Breakfast at the TGA Beer Garden at Crowne Plaza and collected gift cards to support homeless women and children through the charity WIN NYC. In 2019, WIN assisted over 10,000 of the city's residents – 5,400 of whom are children – and helped over 740 families transition out of homeless shelters and into homes of their own. Associate VP of Development for WIN, Marguerite Van Stolk, joined us and shared more information about the mission and work of this important organization. **CLICK HERE** to learn more about WIN and their work in NYC.

UPCOMING WILLEVENITS FEBRUARY 25, 2020 6:00 PM - 8:00 PM | WINTER CONNECTIONS EVENT

Our quarterly connections events provide opportunities for our members to convene and get to know one another better. This winter we will be hosted by Lendlease at 277 5th Avenue. The program will begin with networking and an overview of the project followed by a tour with the developers from Lendlease. Additional information and registration details to be announced – stay tuned!

To provide feedback on the WLI Newsletter, please contact the NY WLI Membership

Committee: Lauren Partovi, Robin Kramer, Kathleen Cayetano, Olivia Feldman Prikazsky, Jordanna Lacoste Tichner and Vivien Wu!