

WLI QUARTERLY UPDATE

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A LETTER FROM THE CHAIR

It's my great honor to work with such a dynamic group of professionals in fulfilling the mission of WLI this year as the ULI New York Women's Leadership Initiative Chair.

Our programming this year will continue to feature our signature programs including *Learning from Leaders*, tours of our City's most innovative projects – led by the women that shaped them, and Connections events that allow our members to develop relationships in social settings. In addition, we are excited to expand the scholarship, university outreach, and new member engagement initiatives, thus expanding our reach and deepening the impact of WLI's mission.

The theme for this year's WLI engagement is to "make intentional connections." This theme will permeate all of our programs as we commit to fostering the type of connections and relationships that build careers and effectuate positive change within the industry.

We encourage our members to keep this approach top of mind and embrace the power of intention.

I look forward to connecting with you again soon!

Marina Trejo
WLI Chair

ANNOUNCEMENTS

WLI NY congratulates this year's Alice Connell scholarship winners, **Kathleen Cayetano** and **Prentiss Darden**. Their trip to the Fall Meeting was funded by the generous support of the scholarship in memory of Alice Connell, a founding member of WLI and chair of ULI NY and many leadership committees.



Kathleen has more than eight years of architectural experience and is active in the YLG and WLI. She has contributed to several global design competitions and early concept design work. Her diverse project experience includes 150 square foot pop-up kiosks in New York, a 180 square meter mixed-use tower in Auckland, NZ, and year-long master planning proposals. Kathleen is an architect at Woods Bagot, and previously worked at other internationally recognized architecture practices such as Hollwich Kushner and Office for Metropolitan Architecture in Hong Kong. Kathleen graduated with a BA from Smith College and received her M.Arch from the University of Toronto.



Prentiss Darden works at the intersection of design, engineering, and financial modeling to address climate change through decentralized water systems and resilient landscapes. As an Innovation Strategist at Sherwood Design Engineers, she integrates financial and performance metrics into water infrastructure feasibility studies to assess alternatives from bottom line and triple bottom line perspectives. She facilitates workshops about innovative water infrastructure and resilient cities and has contributed to publications about sustainable urbanism, including technical guidance for UN Habitat's New Urban Agenda. Her project experience includes Sustainability Pavilion for World Expo 2020 Dubai, ASU Science + Technology Building ISTB7, Silicon Valley corporate campus Master Planning, Water Reuse Design Guidelines for Hawaii Public Schools, and Landscape Design Guidelines for TD Bank.

UPCOMING WLI EVENTS

OCTOBER 24 | LEARNING FROM LEADERS

WLI members are invited to engage with one of four of the most influential women in New York real estate in small roundtable conversations. Industry leaders will address the opportunities and challenges that have shaped their careers and discuss their thoughts on leveraging leadership opportunities.

We are excited to feature:

VICKI BEEN

Deputy Mayor
New York City Housing & Economic Development

[CLICK HERE TO REGISTER FOR VICKI BEEN](#)

ROBIN KLEHR

Managing Principal
Gensler

[CLICK HERE TO REGISTER FOR ROBIN KLEHR](#)

HELEN HWANG

Senior Executive Managing Director
Meridian Investment Sales

[CLICK HERE TO REGISTER FOR HELEN HWANG](#)

MELISSA PIANKO

Managing Director
Blackstone Real Estate Advisors

[CLICK HERE TO REGISTER FOR MELISSA PIANKO](#)

NOVEMBER 4 | WLI UNIVERSITY OUTREACH COMMITTEE PANEL FOR MASTERS STUDENTS AT NYU, COLUMBIA, FORDHAM, BARUCH, RUTGERS AND CUNY

University women are invited to attend an evening of career development panels to gain a deeper understanding of the diverse opportunities available in the real estate industry. The event will offer networking between peers and industry professionals, as well as tips on resume writing and interviewing. WLI hopes to encourage and promote women in real estate, facilitate intentional connections, and provide a useful platform for the development of young female professionals.

Following the career exploration event, all students in attendance will be offered the chance to be paired with a company for an informational interview in their desired sector of the real estate industry. These interviews will allow them to gain deeper insights into the industry and foster meaningful connections.

[+ CLICK HERE TO REGISTER](#)

MEET OUR MEMBERS



Marion Jones

Managing Director | **Ackman-Ziff**
WLI Vice Chair

Why is WLI important to you?

I am deeply committed to the cause of women's career and leadership development, and I am active in a number of organizations that support the advancement of women in the field. WLI is unique in that it both harnesses and informs the larger platform of ULI. It is also unique in its inclusive and vibrant culture, as no matter where you are in your career, WLI has something to offer. The women who built up WLI in New York brought such fun and intelligent energy to this initiative, and I would encourage anyone interested in doing so to invest the time and get more involved. I promise it will be both professionally and personally rewarding.

[FOR MORE ON MARION'S PROFESSIONAL JOURNEY CLICK HERE](#)



Caaminee Pandit

Development Manager | **Lendlease**
WLI Connections Committee Co-Chair

Why is WLI important to you?

Women are underrepresented in the real estate industry, especially in leadership roles. WLI provides an unparalleled opportunity to connect with women leaders across various subsets of the industry, from architects and engineers to developers and financiers. WLI also supports those earlier in their careers by providing resources, education, and the networking necessary to become women leaders in real estate.

[FOR MORE ON CAAMINEE'S PROFESSIONAL JOURNEY CLICK HERE](#)

WLI EVENTS RECAP

North Brooklyn Farms Dinner

On August 1st, 2019, WLI held its annual farm-to-table dinner at North Brooklyn Farms. The event served as an excellent introduction for many new members into the WLI community with a strong representation from WLI veterans welcoming them into the fold. The evening was an unforgettable experience for attendees to engage in conversation and laughter over an incredible meal with the summer sun setting beyond the Williamsburg Bridge and the Manhattan skyline.

University Outreach Committee program with Columbia's MSRED Women in Real Estate

On September 11, 2019, Fifteen students attended the event, where discussion touched on WLI events, the power of networking, networking tips, career advice, and the day to day life of analysts and associates. This event was one in a speaker series the University Outreach Committee is organizing with each of the New York area real estate programs. The next event in this series will be at Baruch College on November 19.

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**!

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What is your leadership style? Do you think being a woman impacts this?

I have two core beliefs that inform my work. One is that we have to consciously choose to be excellent and commit to excellence as its own end. The second is in the primacy of the team over the individual to compete in a complex and dynamic marketplace. I have some experience in team building, and I look for individuals who care about excellence but who also want to be part of the group. As a team, we can be all be demanding of each other for the sake of producing superior results, but we also have to be supportive and willing to take a backseat when it is someone else's time to shine. I try to cultivate an environment in which expectations are set very high, but there is the underlying sense that the team has your back. Most high-functioning teams today are actually small, nimble, and comprised only of individuals who can punch above their weight class. Consistently bringing out each other's best requires a commitment to coaching and empathy. Female leaders are natural fits for leading these types of teams and sustaining the culture that fuels them.

What does your job entail?

I advise owners of real estate on capital markets and investment sale strategies and I execute sales transactions with an emphasis on New York City development and redevelopment opportunities, multi-family and affordable housing, and office building sales.

How did you get into real estate and what makes you stay in the industry? Do you have any advice for other women in real estate?

Halfway through a three-year Master of Architecture program at Penn, I decided I did not want to actually practice architecture after graduating. I walked across campus to Wharton and took every class I could at the MBA-level related to real estate and finance while finishing my architecture degree. My first job in real estate was management consulting for large corporations with massive portfolios of owned and leased space. From there, I got into capital markets and investment sales. I will stay in the industry because there is always more to learn, and there are infinite paths for career growth.

What are you most passionate about (outside of work)?

My large extended family spread out all over the world, and especially my husband and daughter who are right here in NYC. I am also passionate about New York City itself and finding solutions to our City's biggest challenges, including homelessness and housing security.

MEET OUR MEMBERS



Caaminee Pandit

Development Manager | **Lendlease**
WLI Connections Committee Co-Chair

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What is your leadership style? Do you think being a woman impacts this?

I seek to provide my teammates with an understanding of the goals and timeline we are driving towards and aim to communicate in a way that resonates with each individual. I think as women we tend to shy away from discord so that may impact my style; however, overall work culture is trending towards more collaborative communication and workflow and as a result productivity is increasing.

What does your job entail?

As a Development Manager at Lendlease, I facilitate the design, development, financing, execution and delivery of new developments. I am currently working on 100 Claremont – a mixed-use development project in Morningside Heights.

How did you get into real estate and what makes you stay in the industry? Do you have any advice for other women in real estate?

My passion for real estate lies in its ability to create a meaningful impact on both the built environment and in our communities. Working in development allows me to actualize my vision for urban revitalization and placemaking.

My advice is not specific to real estate: women need to advocate for both themselves and other women. I recently learned that according to the World Economic Forum, it will take ~200 years to reach economic gender parity in the workplace. Let's help reduce that timeframe!

What are you most passionate about (outside of work)?

I love spending quality time with my friends and family, traveling to new destinations across the globe, playing tennis, and volunteering with my Pomeranian, who is a registered therapy dog with the Good Dog Foundation.