



ULI Women's Leadership Initiative

New York District Council NEWS



A Message from ULI NY's WLI Chair

Dear Members:

Reflecting on the past year, I want to first thank each of you for your participation and support. It's rewarding to interact and collaborate with you as we continue to grow ULI New York's Women's Leadership Initiative.

WLI and its programs are a powerful venue for learning, networking and friendship. We held twelve events this year with a diverse range of content and attendees, highlighting development projects around the City and women across the industry. Over **600** women participated this year. Our goal is to raise the visibility and number of women leaders in ULI and the real estate industry. By all measures we advanced the mission this year.

We continued deepening our relationships, transacting more business together, educating one another and supporting young women advancing in their careers. Keep showing up! Get involved! Let's keep this momentum going!

Lastly, on behalf of WLI, I want to thank Serena Wolfe for her leadership role in the first half of 2017, and taking the reigns as the National Chair.

I look forward to the year ahead and seeing all of you.

Bethany Logan Ropa

ULI NY WLI 2017-2018 Chairman

2017 RECAP

Programs and Events

ULI NY's WLI kicked off 2017 with a panel, **Creating Spaces for Creative People: Strategies for Developing Real Estate for Artists**, which explored innovative strategies for creating and preserving affordable real estate for artists in high cost cities. Panelists emphasized the benefits of aiding thriving artist communities in urban environments.

Panel: **Barbara Koz Paley**, Founder and CEO-Art Assets; **Melodie Bahan**, Vice President Communications-Artspace Projects; **Tom Finkelppearl**, Commissioner, New York City Department of Cultural Affairs; **Paul Parkhill**, Executive Director-Spaceworks.

At the annual **WLI Summer School Series: Learning from Leaders**, members engaged with leading women in real estate and design. In an intimate roundtable session, the speakers discussed opportunities and challenges that shaped their careers as well as techniques for leveraging leadership opportunities.

Speakers: **Julie Hausch-Fen**, Partner, Selldorf Architects; **Sara Lopergolo**, Partner, Selldorf Architects; **Nnenna Lynch**, Managing Principal, The Georgetown Company; and **Sara Queen** former Executive Vice President, Asset Management-Brookfield Property Partners. Moderators: **Patricia Hauserman**, Senior Vice President, Tishman Construction Corporation; **Veronica Hackett**, Founder, The Clarett Group; **Melissa Burch**, Executive General Manager - New York Development, Lendlease Americas.

This year's **WLI Summer School #4** held a workshop, **How To Become The Leader That Lives Inside of You. Valia Glytsis, CEO & Founder, Paradox of Leadership**, shared her top five lessons on leadership development gleaned from client experiences, offering insights and tactical tools to navigate the ongoing professional and personal challenges that can hinder short term and long term goals.

Throughout the year, WLI members also **learned from the sponsors of the City's significant new developments** while touring the West Side's 7-million-square-foot, state of the art mixed-use asset, Manhattan West; 535 West 43rd Street, one of the newest residential developments in Hell's Kitchen; and the brand-new Cornell Tech campus on Roosevelt Island.

At our **Connections Events** we deepened friendships and made new connections. Event highlights included a joint happy hour with CREFC Women's Network, dinner at North Brooklyn Farms, a tour of Kings County Distillery at the historic Brooklyn Navy Yard and a holiday breakfast at the new Four Seasons Hotel in Downtown New York. We also honored a dear friend and WLI leader lost to cancer by hosting a cycling session with SoulCycle at the second annual **"Ride for Alice."**

To conclude, WLI held its first **Town Hall. The event was a resounding success that provided suggestions and ideas to further progress WLI's development.**

ALICE CONNELL SCHOLARSHIP

2017 Recipient and 2018 Launch

Our dear friend **Alice Connell** was a pioneer for women in commercial real estate. She was a founding member and the first Chair of both ULI's New York District Council and WLI. Alice was a mentor to many and set an example of visionary leadership for young real estate professionals. WLI is proud to offer a full scholarship to the ULI Fall Meeting in Alice's honor. The scholarship celebrates exceptional women in real estate who have made significant contributions to the District Council.

The 2017 scholarship was awarded to **Jackie Manzer, Tenant Experience Manager at Silverstein Properties**. Having served on the Young Leader's Group Programming Committee since 2014, Jackie became a Co-Chair of the Programming Committee in July 2017. Jackie has an excellent record of executing YLG-exclusive networking events and programs.

On February 6, 2018, WLI hosted the second annual fundraiser **"Ride for Alice"** at SoulCycle West Village, which raised over \$1,000 for the 2018 ULI New York Alice Connell WLI Scholarship. ULI New York will announce the opening of the 2018 application process in late summer. The award recipient will be selected based on the member's ability to articulate how her involvement with ULI New York, and her attendance at the Fall Meeting, will help to advance her professional interests and pursuits, as well as her projected future involvement with ULI, globally or at the District Council level.

STEER A COURSE - GET INVOLVED

Volunteers are needed! Become a member of one of the WLI committees! Choose from our Programming, Connections, Membership, or Outreach & Scholarship committees, or apply to be a Co-Chair of the Programming, Connections, or Membership Committees. Eleven volunteers are needed starting in July. Information and application forms can be found here: newyork.uli.org/get-involved/. **Submit forms by March 31, 2018.**

Committee Descriptions:

Programming: Host educational panels, keynote speakers and tours of recent developments highlighting women in the real estate industry and their projects. The Programming committee also hosts several annual events focused on career development as part of our "Summer School" series, including the marquee event "Learning from Leaders" every September.

Connections: Host networking breakfasts, dinners and cocktail gatherings throughout the year. These events promote relationship building with women across the New York real estate industry.

Membership: Run point-on initiatives to integrate new members into the WLI NY community and recruit prospective members. New ULI members are matched with seasoned members at WLI events.

Outreach & Scholarship: Coordinate with local New York colleges and universities to educate and recruit women to the real estate industry by holding career panels and informative seminars. This committee also organizes our **"Ride for Alice"** signature scholarship fundraising event.



ROAD MAP

WLI Local

The integration of new members into our organization is a priority! The **New Member Welcome Program** accomplishes this by pairing newcomers with seasoned members at WLI events. Personal introductions are made throughout the year to help new members feel right at home. Any and all are welcome to participate! Please let us know of your interest by e-mailing **Sam Mullins** at sam.mullins@uli.org

Please welcome and introduce yourself to Sam Mullins, the newest member of the District Council team. Sam supports the ULI New York District Council's WLI and Young Leaders Group programs, the annual Awards for Excellence in Development Gala, membership engagement/retention efforts and District Council operations.

Sam recently graduated from Georgetown with a Master of Urban & Regional Planning. Prior to pursuing his master's, Sam was a project coordinator for the Downtown D.C. BID in Washington, D.C., where he provided support for the BID's executive team on an array of organization-wide projects, policies and urban-planning issues unique to downtown D.C.

The ULI NY District Council has launched an online member engagement platform to give members the opportunity to apply for all **volunteer positions** on its committees, councils and initiatives for the 2019 fiscal year. [Click here](#) for details.

A new **Real Estate Tech & Innovation Council** is being launched to create a forum where real estate industry leaders, technology providers and land-use policy makers can collaborate to promote technology solutions and innovations that move our communities and cities forward. Visit the online portal to apply for a seat on the Council.

2018 will be just as interesting as 2017 and definitely as much fun. Keep your eyes open for upcoming WLI activities advertised on the ULI NY website and in marketing e-blasts. We expect to examine New York's zoning, hear professional advice from NY leaders, learn at Summer School and socialize at some of the most interesting settings in the City. Stay tuned!

WLI Worldwide

Innovation pays! At the Fall Meeting in October, ULI's WLI awarded four Urban Innovation Grants totaling \$9,950 for District Council programs that raise the visibility and number of women in ULI and the real estate industry. Do you have a great idea to submit for this year's Urban Innovation Grants? Please contact **Sam Mullins** at sam.mullins@uli.org with your idea. The Fall Meeting's winning initiatives were:

ULI Hong Kong: Increase the Number and Quality of Women Speakers at Industry Conferences via Speaker Training

Training sessions were developed to encourage women to participate on panels and improve their performance and confidence on stage and at conferences.

ULI Nashville: Studio-after-Dark

Small groups of members from different fields and disciplines come together to discuss topics central to ULI's Nashville's women leaders.

ULI North Florida: Boardroom-after-Dark Dinner Series

Through an intimate dinner series, small groups of men and women members are brought together to hear from distinguished female leaders in the regional real estate market.

ULI Pittsburgh: Advancing Leaders Series

Program initiatives provide accelerated training and skill-building sessions focused on negotiation strategies, understanding leadership styles and enhancing communication.

East meets West in the research sponsored by **EY Global Real Estate, Hospitality and Construction practice**. After examination of the current state of women in the real estate and land-use profession in the United States in 2016, WLI saw a need for continued exploration of this topic in other parts of the world. WLI, in partnership with EY, embarked on a journey to understand the state of women working in the industry in the Asia-Pacific region. An interesting comparison of findings revealed the important similarities and differences of women in both regions: [APAC Executive Summary](#)

[Comparison of Findings in the United States and Asia Pacific](#)

Connect with New Yorkers and women from across the globe at the WLI events for full members at the Spring Meeting in Detroit on May 1-3, 2018, and for all members and non-members at the Fall Meeting in Boston on October 8-11, 2018. Attend, participate and enjoy!

SUPPORTING US

Many thanks to these organizations for their support throughout 2017:

ArtSpace, Brookfield Properties, CBRE, CetraRuddy, DHA Capital, Forest City Realty Trust, Gensler, Hudson Companies, Silverstein Properties and Tata Innovation Center-Cornell Tech