

ULI New York's Women's Leadership Initiative December 2020 Newsletter

To The ULI New York WLI Community:



As we enter the holiday season, many of us are considering our goals for the New Year as well as how to connect more meaningfully in 2021 – as the world remains mired in the aftermath of COVID-19. As Chair of the Women's Leadership Initiative for ULI New York, I invite you to get better acquainted with WLI.

The Who: If you are a woman-identifying member of ULI, you are already a part of WLI. Join us for a coffee chat, come to an event, and

send us your ideas for connecting. Many of our programming events are open to men too, as we believe women leaders possess insights that are valuable for everyone. Of the roughly 700 women who are members of WLI through ULI New York, 48 serve on committees and/or in leadership positions. For an organizational chart of our committee structure and leadership, please click [here](#).

The Why: WLI's mission statement (read the full statement [here](#)) can be summarized as a commitment to promote the visibility of women in leadership and to increase the number of women in leadership positions within the real estate and land use industry.

The How: Our efforts to further WLI's mission are manifold. To name just a few, we produce programming that showcases notable developments spearheaded by women; we provide scholarships to rising stars to attend the ULI Fall Meeting; and we conduct unparalleled outreach into student populations to foster a more diverse pipeline of talent entering the industry.

The sense of community WLI provides is also what makes it fun and rewarding. As you plan for next year, please consider getting involved in WLI. The application window for committee and leadership positions for the fiscal year 2022 opens in mid-January 2021. In the meantime, let's get better acquainted – sign up for an event or reach out to us for more information!

Sincerely,

Marion Jones
WLI-NY Chair, 2020-2021
Managing Director, Ackman-Ziff

Can you support our community in 3 minutes?

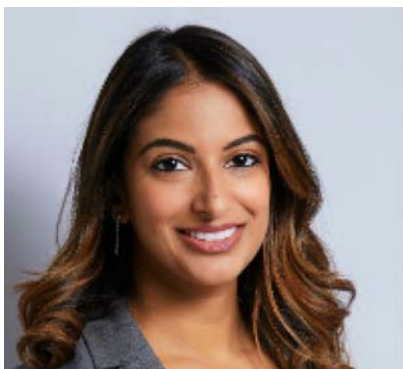
Please participate in our ULI NY WLI virtual programming [survey](#) and tell us what is most meaningful to you.

Meet the ULI New York WLI Programming Committee

The Programming Committee creates and executes events and programs for ULI NY's WLI, especially professional development programs. Signature events include our annual Learning from Leaders program, panel discussions with industry experts, tours of prominent real estate properties, and professional development workshops. From April 2020 through November 2020, WLI has planned 9 virtual events and 477 people registered to attend them. To submit suggestions, contact the co-chairs or committee members below.



Co-Chair Anne-Sophie Hall is a senior Design Manager with Gensler, an integrated architecture, design, planning, and consulting firm, where she leads the design development of ground up and repositioning mixed-use projects. This is Anne-Sophie's second year as Co-Chair of the WLI Programming Committee.



Co-Chair Caaminee Pandit is a Development Manager at Lendlease, responsible for facilitating the design, equity and debt financing, sales and marketing, and delivery of new developments. Her current project is 100 Claremont, a 350,000 SF mixed-use condominium in Morningside Heights. She is also currently enrolled in the Columbia Business School Executive MBA program. Last year, she served as Co-Chair of the WLI Connections Committee.

Laura Holwegner is Director of Business Development for Laguarda.Low Architects, an urban planning and architecture firm headquartered in NYC. This is Laura's second

year as a member of WLI's Programming Committee, and she is also Chair for the WLI Special Projects Committee.

Julia Telzak is a Project Manager at L+M Development Partners and is focused on opportunities outside of the New York City area, with a particular emphasis on Northeast markets. Julia oversees a \$250M mixed-use development in D.C. and several projects in Newark, New Jersey. Prior to joining L+M, Julia worked at HR&A Advisors in NYC and JBG Smith in D.C.

Debra Sapp is an attorney with more than 15 years of experience in commercial real estate law. She is currently part of Stroock & Stroock & Lavan LLP's national real estate practice group. Debra focuses her practice on leasing for both landlords and tenants of all sizes for office, retail, industrial, and warehouse properties. This is Debra's first year as a member of WLI's Programming Committee.

Christine Wendell is the Founder and CEO of Pronto Housing, a startup automating affordable housing leasing and compliance. This is Christine's first year as a member of WLI's Programming Committee.

ULI New York WLI Talent Profile: ULI NY WLI Vice Chair Dana Getman



SHoP architects principal Dana Getman led the master plan and key public programs for Essex Crossing for the Delancey Street Associates. This once-in-a-lifetime project has revitalized the neighborhood and restored housing and vibrant retail to a central zone of Manhattan's Lower East Side that had been demolished in the 1960s. The community helped select the development team and prioritized unique designs, resulting in an agreement that no adjacent buildings would be designed by the same architecture firm.

Q: What is the most unique aspect of the project to you?

A: From the beginning we wanted to create a dynamic multilevel pedestrian experience, but one that remained true to the legacy of the neighborhood streetscapes. The historic Essex Market is the cornerstone of the master plan—we created an expansive new setting for the market that supported the existing businesses with additional seating, a dramatic new sense of place and a brand new test kitchen. There is space for people to not only shop, but also stay, and gather with their community.

Q: What was it like for you to lead this project?

A: It was a joy, and an enormous responsibility. This was a corner of Manhattan—and generations of families—that had seen so much disruption. Robert Moses had bulldozed the neighborhood and it had sat vacant for decades. People were displaced

and lost their homes. The housing included in Essex Crossing, really the central purpose of the work, allowed us to prioritize the very same people who were dislocated from these blocks in the 1960s. Seeing families return to this site after 50 years, it felt like we were really making a difference.

*Photo credit: **SHoP Architects**, photograph by QuallsBenson*



Member Shout-Outs

Dana Getman's project was recognized by the **Municipal Art Society** at their annual awards gala on October 27, 2020. **Essex Market/The Market Line** won the [2020 MAsterworks Award](#) for **Best New Urban Amenity**.

Rachel Ehrlich is making the transition from a prop-tech background into the fin-tech space and has been working on an exciting new venture called **Klutch**. The mission of Klutch is to challenge the status quo of banking—to rethink how financial products are designed, communicated and used. Klutch is a community driven by a mission to improve your mental, physical and financial health. Their first product will be a revolutionary credit card. The goal of the Klutch card is to give each user the ability to earn more rewards than they would using any other credit card. The website has officially launched and they have opened the invite-only waitlist. There is an exclusive friends and family invite code for WLI members to use and share with your friends and family: <https://klutchcard.com/> Invite Code: KLUTCHFAM

Matea Kulusic began a new position last month, Acquisitions Associate at **CREA LLC**. CREA is a national low-income housing tax credit (LIHTC) investment, syndication, and management company. She brings her architecture and planning background to underwriting renovations and new construction.

Olshan Real Estate partner **Nina Rokat** led the team that recently represented the launch of **Silver Eagle Advisors, LLC**. Wendy Silverstein and Ed Adler are co-founders of real estate restructuring and advisory firm Silver Eagle, the new firm which

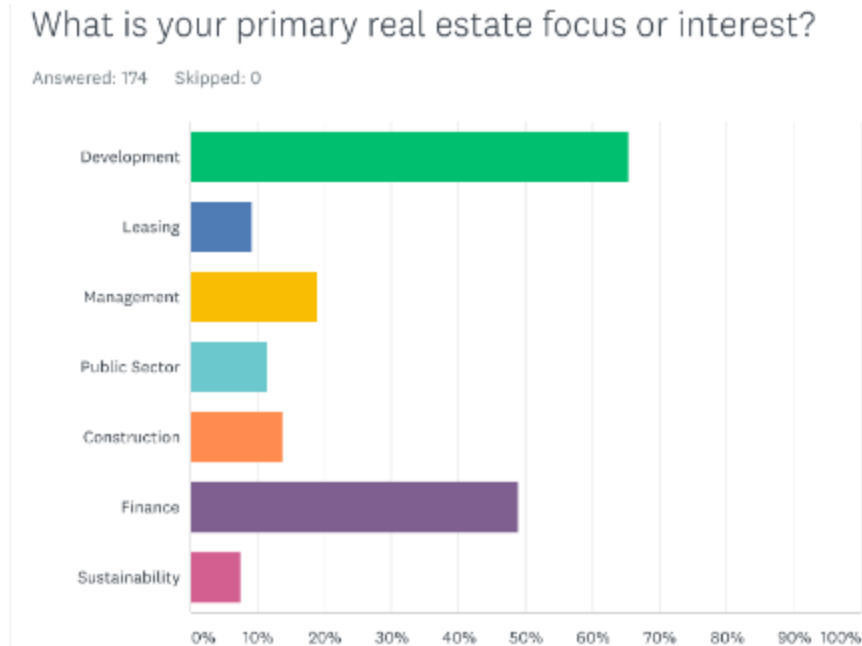
partners with Meridian Capital Group for commercial mortgage workout and restructuring.

ULI New York's WLI by the Numbers

This edition's data snapshot focuses on ULI New York's 2020-2021 Mentor Program. The program cohort of fall 2020 saw a record number of 128 Mentor/Mentee pairs – and the cohort has nearly 300 participants overall. 38% of this year's Mentees are woman-identifying, reflecting a new record that is attributable to the program's sustained efforts to diversify participation each year.

WLI thanks the Mentor Program leadership team – of which 4 out of 6 are WLI members – for the record number of participants and pairings in this year's program! Lola Bellini and Scott Sambade chair the committee and work with Vice Chairs Nathalia Bernardo and Dino Christoforakis and Committee Members Christina Chao and Young Ji.

Real estate focus/interest areas of the 2020-2021 Mentor Program Mentee participants:



ULI NY WLI Upcoming Event

ULI NY Alice Connell WLI Scholarship Fundraiser Series

The ULI New York Women's Leadership Initiative Scholarship Committee invites you to join us for our Winter 2021 fundraiser series to support our ULI New York Alice Connell WLI Scholarship Fund.

As we gratefully move out of this unusual year, we are bringing you three separate enriching and interactive virtual events that celebrate New York culture:

January 12 - take a privately-led virtual tour of the Met's highly sought-after *About Time* exhibit featuring historical and cutting edge fashion

February 9 - engage in an intimate discussion via Zoom with Pulitzer prize-winning author Jennifer Egan about her latest novel *Manhattan Beach*

March 9 - enjoy delicious homemade empanadas – prepared in your own kitchen under the guidance of our guest chef

This fundraiser series supports scholarships in honor of Alice Connell, a founding member of ULI New York's Women's Leadership Initiative. Learn more about Alice and the scholarship [here](#).

Our annual scholarships enable one or more ULI New York female members – who are under the age of 35 – to attend the ULI Fall Meeting

Package price to all three events available [here!](#) (limited quantity)

[Register for the Met's About Time here!](#)

[Register for Jennifer Egan here!](#)

[Register for our cooking class here!](#)

ULI NY WLI Event Recaps

Learning from Leaders is one of WLI NY's signature professional development events. The program occurs each fall and hosts a spectrum of senior women real estate executives in intimate conversations about career and personal reflections. This year's lineup on Oct. 22 was one of our most diverse yet in terms of professional roles and demographic perspectives. Here are some of the anecdotes or advice shared by each speaker. Thank you to all the speakers and participants.

Louise Carroll, Commissioner, NYC Department of Housing Preservation and Development (HPD)

"Commissioner Carroll was able to describe her leadership style and discuss her sharp negotiation skills in a very intimate setting. The conversation dug below the superficial layer and got to the core of what it means to be a woman in a leadership role."

-Vivien Krieger

Miriam Harris, Executive Vice President, Trinity Place Holdings Inc.

"One thing Miriam noted was to recognize opportunities in times of challenge. Use downturns to recalibrate and pivot – seek an advanced degree, gain experience in another sector, volunteer. She also told the story of getting her current job through connecting with someone she worked with 20 years prior."

-Laura Holwegner

Suri Kasirer, President, Kasirer LLC

"The themes that stood out to me from her talk were to be persistent in building your career, being nimble and adaptable in your strategy, and finding inspiration in advocacy, communicating and problem solving."

-Midori Wong

Vivian Lee, NY Studio Executive Director, Woods Bagot

"Vivian discussed four criteria for a career move: 'Would it be a challenge to do something new, would it be something to look forward to every day, who needs me more, and would I make a difference.' I thought these questions could be used by anyone in assessing their current position and whether to make a change."

-Madeleine Haslam

Nicole Sermier, Executive Managing Dir. & Head of Residential Investments, Sculptor Real Estate

"I liked Nicole's advice to be patient, leverage what you have, and plan for the long term. She recommended being empowered at every level [to give your boss and team recommendations], instead of laying out options with no real suggestion or recommendation."

-Vivien Wu

Career Development Night

On November 10th the ULI NY WLI University Outreach Committee hosted their 2nd Annual Career Development Night and Company Coffee Chat Series. The virtual event was split into three rotating panel discussions on the topics of Finance/ Capital Markets, Development, and Entrepreneurship - each led by members of the University Outreach Committee along with industry professionals. During the panel discussions, attendees got to explore different career paths and jumpstarted their networking in small groups. Panelists included:

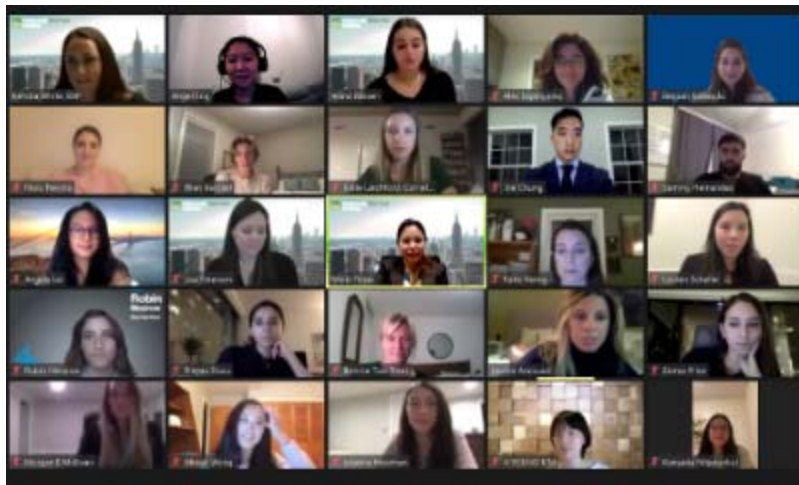
- Finance/Capital Markets:
 - Lisa Patterson Simonetti – Deutsche Bank
 - Alana Bassen – CBRE
- Development:
 - Bonnie Campbell – Two Trees

- Midori Wong – LendLease
- Entrepreneurship:
 - Nnenna Lynch – Xylem Projects
 - Christine Wendell – Pronto Housing

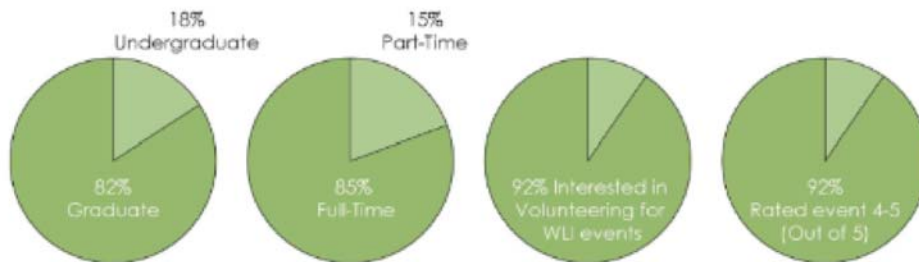
Over 50 people attended the event and 11 different universities and 13 degree programs were represented. Following the Career Development Night, the University Outreach Committee arranged for a Company Coffee Chat Series in which 37 of the attendees were matched with professionals from New York financial, development, and asset management firms for informational interviews. All of the participating firms volunteered their time. Many thanks to all of those involved!

Volunteer Companies included: Appian Real Estate, Boston Properties, BRP Companies, Building for the Arts NY, Keller Augusta, LendLease, MACRO a Savilis Company, PNC Bank, Silverstein Properties, New York City Economic Development Corporation (NYCEDC), Two Trees, UBS, URBN Playground, Vornado, and Wells Fargo

Screenshot from the Career Development Night



Event attendee statistics:



Student Testimonials:

"I really enjoyed hearing a range of different women speak. Each had very unique experiences in terms of career path and industries, which contributed a holistic and better understanding of the industry as a whole. Being able to hear from women at different levels in their career was also very interesting as I was able to connect with some women, and also see the potential for my career down the road. Overall, it was a great experience. I thoroughly enjoyed the night and appreciate the continued opportunities for career development from ULI."

"The speakers were incredible. Attending this event makes you realize that with enough energy and work, you can accomplish your goals."

"Amazing and inspiring to see a variety of women in roles that I want to reach, sitting at tables I would like to have a seat at and becoming entrepreneurs. This only solidifies my dreams and teaches me to dream bigger. Very thankful for this opportunity. Thank you!"

ULI NY's WLI Holiday Event feat. WIN and our WLI Coffee Chat Connections

WLI held a virtual holiday event featuring our charitable partner [Women In Need \(WIN\)](#). We heard an update from WIN VP of Development Marguerite Van Stolk on WIN's work through the COVID-19 pandemic – including the growing need to support homeless NYC women and families in 2021. Attendees got a preview of the WLI Coffee Chat series in the second half of the program, where our WLI Membership Committee led small group conversations to foster a sense of community and encourage connections.

- We kindly encourage our community to remember WIN ([click here](#)) by making a contribution this holiday season if you are able -

Announcements

ULI NY WLI Coffee Chats

Our WLI Membership Committee recently launched our Coffee Chat Series, which are virtual morning meetups capped at 8 participants each that are designed to create opportunities for deeper connections and knowledge sharing amongst WLI members. The last one of 2020 took place on December 4, but we will resume them in Q1 2021, so members should stay on the lookout!

ULI NY Awards for Excellence in Development Gala

WLI NY congratulates members who were a part of any project that won an award at ULI NY's annual Awards for Excellence in Development Gala! Check out the [roll call](#) clip (on the ULI NY YouTube channel) to see some of our diverse chapter members featured during the gala.

ULI NY Technical Assistance Panels (TAPs)

Technical Assistance Panels (TAPs) are intensive, New York-based on-site engagements conducted by career professionals who serve as volunteer panelists with the goal of delivering expert, multi-disciplinary advice to local governments, public agencies and nonprofit organizations facing complex land use and real estate issues throughout New York State.

TAPs are a great opportunity for members to step into a local leadership role, share their expertise, and add to their real estate experience. Learn more about our TAPs [here](#).

If you are interested in serving on a TAP, please contact Sofia Guerrero (sofia.guerrero@uli.org) and include your resume/CV.

About ULI New York's WLI

The mission of ULI's Women's Leadership Initiative is to raise the visibility and number of women in leadership roles in ULI and the real estate industry.

Any woman-identifying ULI member is automatically a WLI member here in NY. There is no additional fee or application to be a member of WLI. Only our WLI committee and leadership positions are application based.

Here are ways you can get more involved in the WLI community:

- To post a job: Join the [LinkedIn Group](#) and share your post
- To network: [attend a WLI or ULI event](#), happening monthly
- To recognize a fellow WLI member's achievements, submit a [Member Shout-Out](#)
- To volunteer: apply for a committee or leadership position - application window is open annually January - March
- To connect with WLI Committee Members to learn more about what we do, see the [org chart](#) and find us on LinkedIn or the Member Directory
- To suggest a story for our next newsletter: email [Vivien Krieger](#) or [Vivien Wu](#), WLI Communications Committee Co-Chairs

ULI Provides a Variety of Resources to Support its Members, Including:

WLI Mentor Circles - WLI National has organized a new program for peer mentoring circles that connects Full Member ULI women from around the country. [Learn more here!](#)

Digital Programming From Around the World – Explore industry insights within the largest global, real estate library through an easy-to-use, intuitive search tool. [Learn more here!](#)

UPDATE THE DEMOGRAPHIC INFO IN YOUR ULI PROFILE

ULI is a global organization that values diversity. We collect and use information about our members to guide us as we design and promote diverse and inclusive programs that meet the professional development needs of all our members.



ULI is committed to diversity, equity, and inclusion.



You can help by providing your demographic information.



Go to my.uli.org to update your profile.

THANK YOU TO OUR 2020 PREMIUM SPONSORS

URBAN VISIONARY



We manage the details.



PLATINUM



THANK YOU TO OUR 2020 SPONSORS

GOLD





UHP Properties

ULI | **ULI Capital Partners**

**DOUGLSTON
DEVELOPMENT**

EY
Building a better
working world

Gensler

KUSHNER

SILVER

bakertilly

**CUSHMAN &
WAKEFIELD**

First American Title
NATIONAL COMMERCIAL SERVICES

lendlease

NYC / EDC

vhb

wsp

BRONZE

AvalonBay Communities

Brookfield Properties

CetraRuddy

HR&A Advisors

Park Madison Partners

ULI New York
newyork.uli.org

Manage My Account:
members.uli.org
Unsubscribe:
[Click here to unsubscribe](#)

Follow us



The mission of the Urban Land Institute is to provide leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.