



# *December 2023 Young Leaders Newsletter*

Dear Young Leaders,

2023 was a year ULI young leaders came together. We came together to learn and to meet one another. And we came back together, stronger than ever.

Our network is robust and our community of young leaders touches every corner of New York's real estate industry. Our programs and initiatives brought to life by young leaders for young leaders this past year reflect our collective reach and passion for the built environment. We've come together to learn about sustainability and affordable housing by touring New York's first all-electric skyscraper, gathered to learn about the debt and equity markets with an industry leader and also met for a lively discussion on New York's construction outlook.

This year we welcomed over 250 new young leaders, sold out our events to hundreds of attendees and relaunched our cohort program. This initiative led by our Professional Development committee created 22 groups of young leaders centered around shared interests in the industry to develop their network more deeply.

Thank you to all our young leaders, our volunteer committee members and chairs and our ULI staff who have supported our committee's initiatives and been a part of the young leaders network.

Wishing you and your families a happy and healthy prosperous new year.

Happy Holidays,  
Frank Futia, DCAS, City of New York.  
Marcos Zapata, KeyBank.



Marcos Zapata  
ULI New York YLG Co-Chair



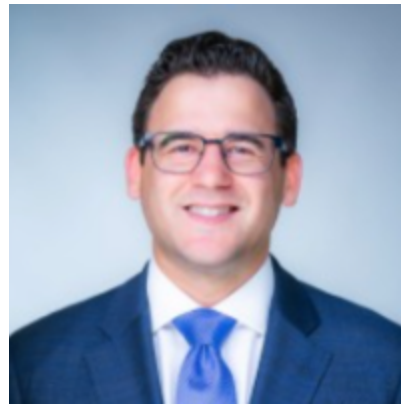
Frank Futia  
ULI New York YLG Co-Chair

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## Get to Know Our YLG Leadership



**Waverly Neer**  
Vice President, Asset Management  
at NYCEDC  
YLG Programming Co-Chair



**Alec Ventrice**  
Associate at Vornado Realty Trust  
YLG Programming Co-Chair

*Interviewed by Madeline Clappin & John Morgan, ULI NY YLG Communication Co-Chairs*

We checked in with Waverly Neer and Alec Ventrice, Co-Chairs to YLG's Programming committee to hear about their jobs, YLG experiences, and holiday favorites.

**How would you describe your day job in one sentence?**

Waverly: I'm a swiss army knife -- a master of none, but handy in many different settings!

Alec: Acquisitions & Capital Markets, encompassing asset strategy and decision-making.

**What was your favorite YLG event of the year?**

W: I enjoyed December's Out and About event. We partnered with City Harvest to distribute produce to 500 New Yorkers!

A: The mobile tours are my favorite part of the YLG schedule. Domino Sugar Factory on 4/27/2023 was incredible to see as it was being finished.

**What is your favorite happy hour spot to meet a fellow YLGER for a drink?**

W: City Winery at Rock Center! When the weather is nice, it's a great spot to sit outside and get to know fellow YLGers

A: We've met all around the city, but I really like Pierre Loti Wine Bar.

**Which NYC land site would you most like to see developed? Into what?**

W: There is a former, now abandoned, coal burning power plant on the South Brooklyn Waterfront. With all the incredible things New York is doing around green technology and alternative energy, particularly focused on waterfront and water adjacent sites, I'd love to see the building developed into a hub for climate solutions. My hot take: It would be a great "on the nose" adaptive reuse project for the City!

**What is your holiday movie of choice?**

W: Home Alone

A: Elf

*If you would like to nominate a fellow YLG to be part of our YLG Member Spotlight Series (also featured on LinkedIn) please contact Madeline Clappin [madelineclappin@gmail.com](mailto:madelineclappin@gmail.com) or John Morgan [jmorgan@hudsoninc.com](mailto:jmorgan@hudsoninc.com)*

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## Featured Event Recap

### *Five Secrets to Success from KKR's Julia Butler*

Julia Butler's professional path includes Disney, iStar, and KKR. Today, she is Chief Investment Officer at KKR's non-traded REIT, KREST, so she has much career wisdom to share. On November 30, Julia did just that from KKR, for those starting their careers and those navigating today's challenging market. Five 'Secrets to Success' from her Young Leaders' Group-backed Fireside Chat follow:

#### **Get comfortable with being uncomfortable**

"Always put yourself in uncomfortable situations," Julia advised, to learn new things. "Do not be afraid of failure when you see opportunity. Say yes and work hard."

#### **Foster and act on your work relationship**

"The whole industry is facing challenges. I'm taking my experience to help investing across asset classes," she said. "My work relationships over the years are bearing fruit. Get to know everyone you can. Be grateful for the opportunities."

#### **When opting where to work, choose people and learning opportunities over prestige**

"Titles, milestones, money. Those things don't ultimately make you happier than what you do day-to-day," she said, noting the importance of culture, teams and a long-term vision. "Success is so subjective. Do something you like and set long-term intentions and good habits."

**Speak up if you have something to add**

“If you don’t, you are doing everyone a disservice. Those lacking confidence may want to nudge a close co-worker and ask ‘What are we missing right now?’” she advised, or pinging someone with your unique observations. “Don’t be afraid to voice your opinions. It will be recognized. Be an active participant in the process.”

**Working in 'interesting times' is a great education -- use it**

Julia recommended leaning into the challenges. “Try to get every nugget you can. It’s an amazing time to invest in real estate. Try to notice things, to put all these things in your brain. It will be your well,” she said.

Read the full takeaways [here](#) in ULI's Insights and Inspirations!

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## Mentor Program Kickoff

On November 28th, the ULI New York kicked off another year of the Mentor Program. The Mentor Program offers current ULI New York members under the age of 40 the opportunity to be paired with experienced executives in the real estate industry to forge one-on-one relationships and to receive advice, guidance, and support for their professional and career development. The kickoff was widely attended and featured a great introduction from Bob Knakal, who highlighted some challenges of transactions in today's real estate market.





## ULI NY YLG Out & About

On December 2, YLG leadership gathered in Bed-Stuy, Brooklyn to volunteer for City Harvest. Volunteering at the Bed-Stuy Mobile Market, volunteers worked to unpack and distribute thousands of pounds of fresh produce and food to over 450 people facing food insecurity around Brooklyn.




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## The Year Ahead

### Save the Date: Wild Card Event

On January 11th, YLG is hosting a happy hour at the Ainslie Bowery, where current YLG Members are asked to encourage friends (who are interested in joining ULI) to register and attend. This event will provide an opportunity to prospective members to get to know fellow YLGers and the broader organization. Register [here](#) and send the link to your non-member friends & colleagues!

\*Members and Non-members are both asked to register

\*Space is limited!

### Announcing the WLI Foundation Fellows Program

For our YLG members and students, we would like to encourage you to apply to the ULI NY WLI Foundations Fellows Program. The Fellowship opportunity is for women graduate and undergraduate students in their junior year or higher in real estate, architecture, and urban planning programs. The Fellowship includes a paid ULI-membership, complimentary access to most ULI events and learning courses, and mentorship opportunities all while becoming more integrated within the ULI and WLI communities. This is a great way to expand your network and gain exposure to

different careers in the industry. The application is open through January 8th, two Fellows will be selected by early February. You will join an existing cohort of 4 Fellows from the previous 2 years. Apply [here!](#)

### Get Involved Window

Want to increase your involvement in the ULI NY YLG? The application window for appointment to one of the YLG leadership & committee member positions for the 2025 Fiscal Year (7/1/24-6/30/25) will be open January 17, 2024 - March 31, 2024. Keep an eye on your emails for more information!

### Spring Meeting New York

ULI New York is very excited to be hosting the 2024 Spring Meeting in New York on April 9-11, 2024. The YLG will have several events over the course of the week, engaging with other YLGs across the country. We encourage anyone interested in attending to check out schedule programming and register for over 50% off at this [link](#).



## Ways you can get more involved in our YLG community:

All ULI New York members under the age of 35 are automatically YLG 'members.'

- To post a job: join the [LinkedIn Group](#) and share your post
- Follow: our ULI New York YLG [Instagram](#)
- Follow: all ULI NY social accounts [@ULINewYork](#)
- To network: [attend a YLG or ULI New York event](#)
- To volunteer: apply for a ULI New York YLG committee or leadership position - application window for leadership roles and committee positions is open to ULI New York members annually January to March
- To learn more about what we do and to connect with YLG Co-Chairs or Committee Members: see the ULI New York YLG [webpage](#) or find us on the ULI Member [Directory](#)
- To suggest a story for our next newsletter: email [Madeline Clappin](#) and [John Morgan](#)



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