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URBAN LAND INSTITUTE NEW YORK TO RECOGNIZE MARY ANN TIGHE WITH THE 2025 VISIONARY LEADERSHIP IN LAND USE AWARD

Award honors exemplary real estate leaders and changemakers in the New York area

NEW YORK – October 2, 2024 – The Urban Land Institute New York (ULI NY) is pleased to announce Mary Ann Tighe, chief executive officer, New York Tri-State Region at CBRE, as the recipient of the 2025 Visionary Leadership in Land Use Award. The award will be presented at the Ninth Annual Awards for Excellence in Development Gala on April 23, 2025, at Cipriani South Street.

Each year the award recognizes a leader in New York’s real estate community who embodies the mission, vision, and values of the Urban Land Institute and who has had a transformational impact on our region and the industry. The recipient must also have demonstrated an enduring commitment through civic engagement to industry associations, causes and initiatives. Past award recipients include Larry A. Silverstein, Ron Moelis, Kirk Goodrich, and Ronne (Veronica) Hackett.

“We are thrilled to present Mary Ann with ULI New York's Visionary Leadership Award, as her unmatched creativity, passion, and thought leadership have made her one of the most influential and transformative forces in shaping vibrant places and submarkets in New York. Her unwavering commitment to mentoring aspiring leaders exemplifies the values and vision of our organization, making her a true role model for all,” said Helen Hwang, ULI NY chair and senior executive managing director at Meridian Investment Sales.

Mary Ann is celebrated for reigniting neighborhoods in and giving back to her beloved city. A reborn Times Square after decades of deterioration and Financial District after 9/11 are a few of the many bounce backs catalyzed by Mary Ann's tireless efforts. Then and later, she worked strategically with a range of industries, including those in the arts and media, to secure high-profile anchor tenants--drawing on her creativity, connections, personal experience in those 'Made in NYC' sectors, and her superb negotiating skills to transform these and other areas. In her four decades in brokerage, Mary Ann has conceived, structured, and negotiated virtually every form of deal, from ground leases to air rights to government incentive packages and equity transfers.

“As one of our industry’s most iconic and heralded leaders, Mary Ann has transformed the landscape of New York through her big mind, creative deal making, and dogged dedication to lifting the City that raised her. One of Mary Ann’s most admired superpowers is her ability to make a human connection. Generations have been inspired by her success and benefited from her visionary leadership. Across our great City, board chairs, CEOs, peers, and rookies alike would agree—Mary Ann makes us all better at what we do,” said MaryAnne Gilmartin, founder and CEO of MAG Partners.

"On 9/11 I vowed to Mary Ann that we would rebuild the World Trade Center," said Larry Silverstein, founder and chairman of Silverstein Properties. "Over the past 23 years, we did it together. She was by my side every step of the way, and the success of this place is in large part thanks to her."

Mary Ann's commitment to bettering New York City is rooted in her Bronx childhood. She began her career in the arts at the Smithsonian Institute and later became Deputy Chairman of the National Endowment of the Arts. In between Mary Ann served as Arts Advisor to Vice President Walter Mondale--an opportunity born of gumption and a penchant for perfection. (She was hired on an unsolicited letter of interest after privately noting room for improvement in some administration speeches). She has said that her ease with forging complex placemaking deals grew from observing the power of relationships at the White House.

A love of New York City brought Mary Ann back to Manhattan and a cable TV career, where she ultimately served as a Vice President at American Broadcast Companies where she launched the A&E Channel. Negotiating skills honed there would prove essential as Mary Ann pivoted into real estate.

As a broker at the Edward S. Gordon Company, Mary Ann was an industry outsider in every way. She has said this helped her become a top producer and rise to Vice Chairman of Insignia/ESG, by pushing her to master the business on a granular level, and to find experts to help solve problems. But Mary Ann's enthusiasm for ambitious deals, born of a self-described 'thick skin' and 'fearlessness' fueled her many successes. These include the Conde Nast Building at 4 Times Square and the new New York Times building. These fortified her reputation for big picture thinking and coalition building for projects serving as magnets that would materially change and stretch business districts. More than 123.5 million square feet of commercial transactions anchoring more than 14.4 million square feet of new construction in the New York region are credited to Mary Ann, a reported record.

After the September 11 attacks, Mary Ann segued into leadership positions in and outside the office. In 2002 she assumed her current role of Chief Executive Officer, New York Tri-State Region at CBRE. Over the following 20 years she proceeded to transform CBRE into New York's dominant service firm. From this perch she coaxed Conde Nast's famous move to One World Trade Center, which helped revive lower Manhattan; Ogilvy & Mather's move of its global headquarters to a former candy factory in Hell's Kitchen; and Coach's purchase of their office space at 10 Hudson Yards. In 2010, she became the Real Estate Board of New York's (REBNY)'s first female Chairman in its 114 years. There she learned about the levers that can help transform cityscapes, later applied to her much-lauded Midtown East rezoning work.

Mary Ann's numerous awards include The Skyscraper Museum's Making History Award and REBNY's 'Deal of the Year Award' for ingenious brokerage (nine times), as well as for Lifetime Achievement. Crain's New York Business has inducted her into its Hall of Fame and has named Mary Ann the 'Most powerful woman across both the public and private sectors in New York'. The American Institute of Architects also honored Mary Ann at its Heritage Ball, where she spoke of the importance of civic engagement.

"New York real estate is as much about people as it is bricks and mortar," said Mary Ann. "Whatever success I've achieved in this business owes to my partnership with terrific CBRE colleagues and collaborators across the City – from architects and engineers to attorneys,

developers and so many others – and the abiding trust my clients have placed in me. Thank you to them and to ULI New York for recognizing me with this award.”

Mary Ann is a trustee of both St. Patrick's Cathedral and of the Archdiocese of New York; board member of both the Lincoln Center for the Performing Arts and the Ronald O. Perelman Performing Arts Center; Co-Chair of the Metropolitan Museum of Art's Real Estate Council; and chair for the New York City Economic Development Corporation's Real Estate Life Science's board, among many leadership roles in the city. She has also mentored many real estate professionals including industry leaders MaryAnne Gilmartin and Samantha Rudin, and has noted the importance of uplifting promising women to boost their success at the negotiating table, and for business growth.

Mary Ann earned a B.A. in English at and graduated Phi Beta Kappa, magna cum laude from Catholic University, and a Master's in Art History from the University of Maryland.

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About the Urban Land Institute New York

The mission of the Urban Land Institute is to shape the future of the built environment for transformative impact in communities worldwide. ULI New York carries out this work in the greater New York area by promoting an open exchange of ideas, information, and experience among industry leaders and policy makers dedicated to creating better neighborhoods. Our volunteer experts also serve local communities through simulated urban planning workshops in classrooms, and by providing pro-bono expert guidance to city agencies prior to complex zoning, mass transit, and community revitalization projects. The organization invests in the professional and personal development of the next generation of community and real estate industry leaders. ULI is a global non-profit headquartered in Washington D.C. with more than 48,000 members in 84 nations worldwide. For more information, visit <https://newyork.uli.org/>.