

**THE MISSION OF  
THE URBAN LAND  
INSTITUTE:**

Shape the future of the  
built environment for  
transformative impact in  
communities worldwide

FY 2025  
ANNUAL REPORT



New York



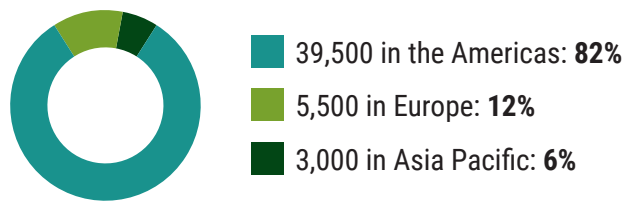
# ULI NEW YORK, AT A GLANCE

## ULI New York Top Disciplines Represented

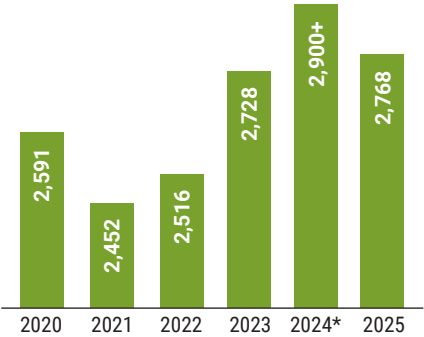
Investors/Owners
Developers
Architects/Designers
Consultants
Investment Fund Managers
Corporate Executives

## ULI Membership Worldwide

48,000+ members in 80+ nations



## ULI New York Total Members since 2020



\*ULI New York hosted the 2024 Spring Meeting.

## ULI New York Committees and Councils

### 15 Committees

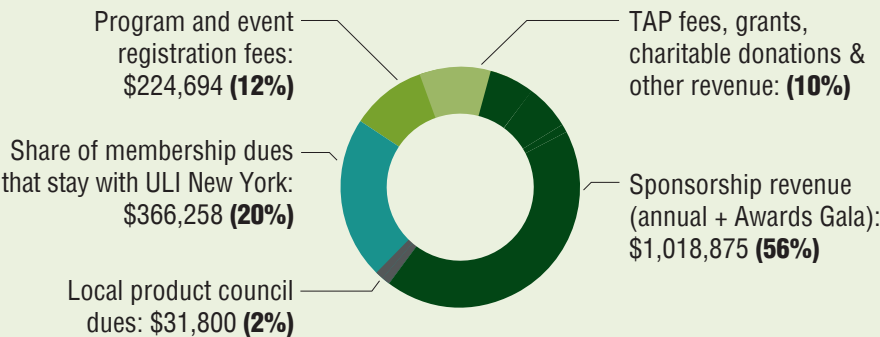
- Diversity, Equity & Inclusion (DEI)
- Membership
- Mentor Program
- NEXT
- Program Steering Committee (PSC)
- Technical Assistance Panels (TAPs)
- UrbanPlan
- Think Tank
- Young Leaders Group (YLG)
- Women's Leadership Initiative (WLI)
- Management Committee
- Governance Committee
- Awards Jury
- Advisory Board
- Awards Committee

### 7 Councils

- Housing
- Infrastructure
- Mixed-Use (2)
- Real Estate Tech & Innovation
- Climate & Sustainability
- Marketing & Communications (MarCom)

## ULI New York Financial Resources Fiscal Year 2025

Actual revenue \$1,811,831



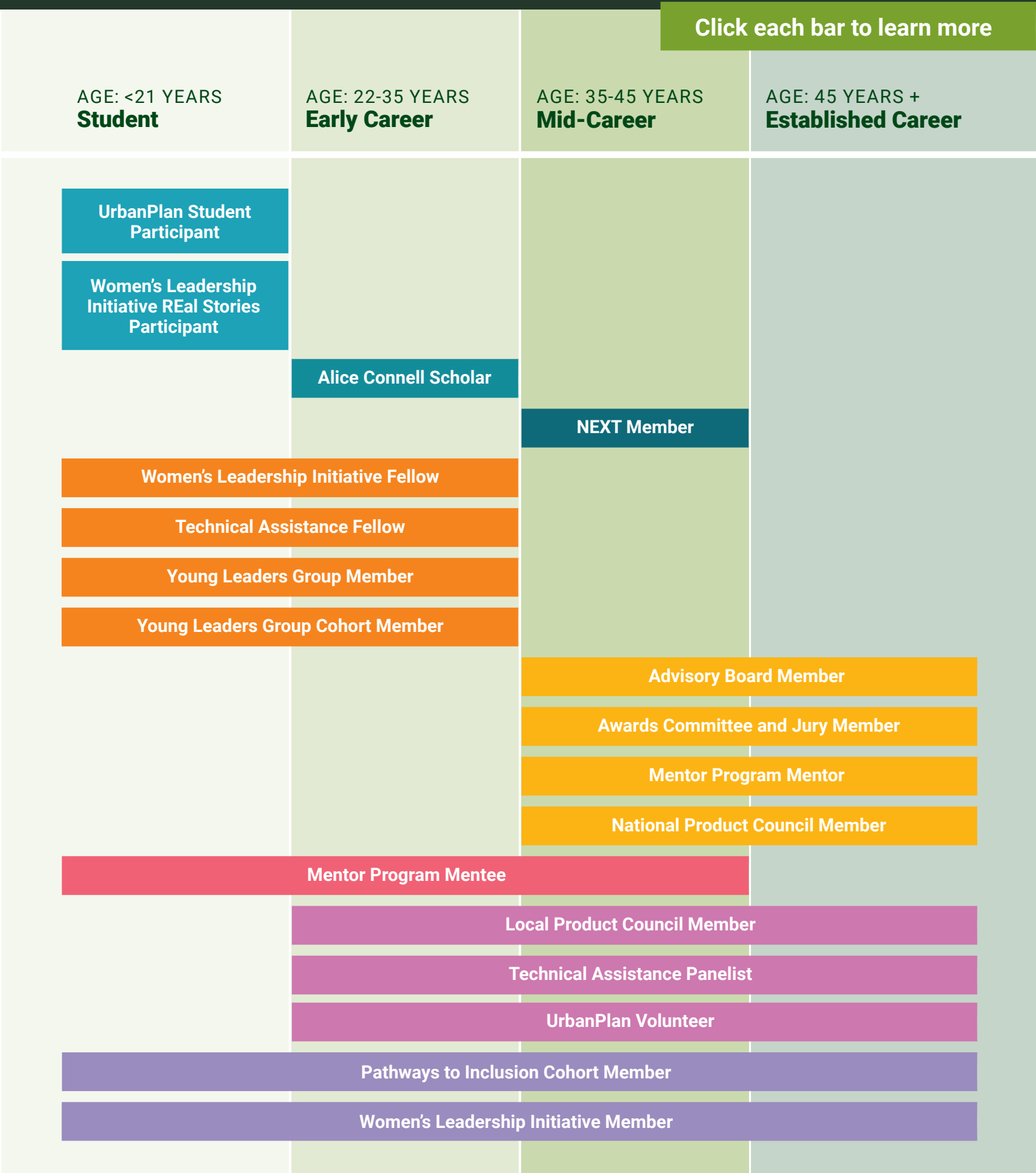
## Behind the Numbers

Charitable contributions, part of a long-term strategy to grow a culture of philanthropic support for ULI New York, are a growing source of revenue and enable us to continue investing in the well-being of our members, our industry, and our community.

District Councils receive 20% of membership dues from each member in their District Council

Grants from the ULI Curtis Infrastructure Initiative and Net Zero Imperative provided critical support for TAPs with the Mayor's Office of Climate and Environmental Justice and the City of Peekskill.

# ULI NEW YORK MEMBER JOURNEY





# ULI NEW YORK, INSPIRING BEST PRACTICES

## JULY & AUGUST



UrbanPlan Real Estate Exchange Workshop



Decarbonization at Scale (ULI NY/ Holcim Foundation)



## SEPTEMBER & OCTOBER



The Refinery at Domino Tour (PSC)



Protecting Cities from Rising Seas (YLG)



## NOVEMBER & DECEMBER



Career Development Night (WLI)



Secrets of Success with MaryAnne Gilmartin (YLG)

## JANUARY & FEBRUARY



Real Estate Outlook (PSC)



The Changing Face of Commercial Real Estate (DEI/REBNY/CURE)



## MARCH & APRIL



Creating and Preserving Affordable Housing in New York (WLI)



Fireside Chat with Sonny Kalsi (NEXT)

## MAY & JUNE



Energy Hogs & Civilian Struggles (PSC)



Access to Capital: Making the Case for Diversity (PSC/DEI)



Increasing housing attainability



Educating the next generation of diverse leaders



Decarbonization and net zero



# CONNECTING INTERDISCIPLINARY PROFESSIONALS

## Highlights from our Local Product Council Network

### Marketing & Communications Council

- Panel on the future of real estate in the age of AI
- Tour of Rockefeller Center



### Climate & Sustainability Council



- Panel on the Battery Park City Coastal Resiliency Project
- Tour of FDR Drive

### Infrastructure Council



- What Makes an Airport Sustainable? Industry Trends and Case Studies
- Panel on accessibility in the transportation system

### Mixed-Use Green Council



- Presentation on New York City and State budgeting process
- Tour of One Wall Street

### Housing Council



- Panel on environmental decarbonization and Local Law 97
- Panel on City of Yes, 485-x, and 467-m

### Tech and Innovation Council



- A showcase of tech businesses featuring what's new in the real estate tech space, from products to services
- Tour of Cisco's Smart Office and its smart features

### Mixed-Use Blue Council



- Tour of 505 State Street
- Tour of the Penn District

# PROVIDING PRACTICAL SOLUTIONS FOR THE PUBLIC SECTOR

UrbanPlan for Public Officials (UP4PO) workshops and Technical Assistance Panels (TAPs) remain pillars of our public sector work. UP4PO empowers public sector leaders with a deeper understanding of land use dynamics in real estate development and the critical role they play in shaping a better community through the built environment. TAPs leverage the collective expertise of our multidisciplinary members to deliver holistic, creative solutions to complex land use and real estate challenges that communities need today. We also leaned into our burgeoning external advocacy strategy, raising awareness of the benefits of urbanization and density to increase housing supply, affordability, and attainability.

## UP4PO

Seventeen Brooklyn community board members gathered in February to learn more about the fundamental forces that shape and affect the built environment including the trade-offs and risks at play in the entitlement and negotiation process associated with land use, especially in public/private partnerships (P3s).



## MOCEJ TAP: Decarbonizing NYC Co-ops

In May, ULI New York convened nine member experts to identify Local Law 97 compliance pathways to enable large multifamily affordable and middle-income co-ops to reach net zero by 2050.



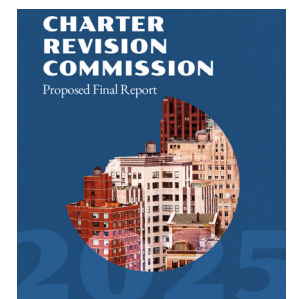
## Peekskill TAP: Opportunities for Housing and Neighborhood Development

In June, ULI New York assembled 11 member experts to help the city of Peekskill leverage city-owned sites in its Waterfront South district to create new housing and a new gateway to Peekskill and its waterfront.



## Advocacy Strategy

ULI New York submitted recommendations designed to accelerate housing production to the NYC Charter Revision Commission that helped inform the four housing and land use-related ballot initiatives presented to the voters on November 4. We also testified at the City Council public hearing on the Midtown South Mixed-Use Plan highlighting the importance of the plan's proposals for fostering vibrant, 24/7 mixed-use neighborhoods across 42 blocks of Midtown South.



**329** UrbanPlan Participants

**13** Classes and Agencies that participated in UrbanPlan in New York

**672** Volunteer Hours at schools, at government agencies, and on TAPs



# TACKLING TOUGH CHALLENGES

## Equitable Development Summit

Our inaugural Equitable Development Summit featured ULI's 10 Principles for Embedding Racial Equity in Real Estate Development and provided attendees with insights on how to incorporate inclusive principles in their respective organizations and projects, as well as actionable best practices for prioritizing racial equity throughout the development lifecycle.



*10 Principles for Embedding Racial Equity in Real Estate Development presentation*



*Office to Residential Conversion Insights with Gensler (NEXT)*

## Housing Attainability

NYC's ongoing housing crisis continued to dominate the public discourse on housing, highlighted by the passage of City of Yes for Housing Opportunity. A Program Steering Committee panel discussion explored policy prescriptions to increase housing supply and affordability with leading housing experts, our NEXT members hosted a panel on adaptive reuse and housing attainability, while our Women's Leadership Initiative shared valuable insights into the challenges and opportunities facing affordable housing from women who are leading the way.



*Inflation Reduction Act: Implications for Real Estate (PSC)*

## Sustainability

Our sustainability related programming included a Program Steering Committee panel discussion showcasing strategies for financing building decarbonization projects, a Young Leaders Group exploration of waterfront resilience projects coastal cities are using to combat the threat of rising sea levels, and a Climate & Sustainability product council discussion of emerging creative mechanisms for financing and scaling green materials to reduce a building's embodied carbon footprint.

# UPLIFTING FUTURE LEADERS



## Pathways to Inclusion

20 new BIPOC real estate and land use professionals joined our second Pathways to Inclusion (PTI) cohort. PTI participants receive a complimentary one-year ULI associate membership and special access to ULI New York networking, professional development, and program opportunities, which helps expand their professional networks and adds a valued diversity of perspectives that helps ULI fulfill its mission to create thriving, equitable communities.



## Mentorship Program

Our mentor program—the largest one-to-one matching program in the District Council network—pairs experienced mentors with mentees eager to develop their skills, expand their professional networks, and hone their industry knowledge. In FY25, the program paired 154 mentees with mentors and served more than 330 participants.



## WLI REal Stories

The WLI REal Stories program brings accomplished women in real estate into the high school classroom to inspire young women of color to consider the variety of career opportunities accessible through the real estate and land use industry.



## UrbanPlan

UrbanPlan is a realistic project-based learning curriculum that engages students, elected or appointed officials, and community members to consider the myriad of complex decisions that shape our built environment. Participants make challenging development decisions, shaping the future of a fictional community, and in the process learn about the private and public sector goals, complex trade-offs, and fundamental economics in play when proposing realistic land use solutions to vexing growth challenges.

**20** Pathways to Inclusion Participants

**338** Mentor Program Participants

**154** Mentor–Mentee Pairs



# CELEBRATING SHARED VALUES



## Awards for Excellence in Development Gala

### GALA STATISTICS

60

Applications  
Submitted

7

Winning Projects  
Chosen

\$810,750

Raised for ULI New York's  
Program of Work

645

Guests in  
Attendance







## New ULI New York Initiatives:

Increase our advocacy efforts in New York City

Bring more visibility to our programs and initiatives

Grow a culture of philanthropy among our members

## FY26 Goals

**Develop and implement a new organizational structure and strategy** that facilitates the District Council's work as key advisor and sounding board for owners, tenants, and policy makers, and allows the District Council to efficiently and effectively weigh in on and influence current and future public policy debates.

**Focus on growing a culture of philanthropic support** at the District Council level and elevating the ULI New York brand with compelling storytelling about our member impact in communities including Technical Assistance Panels, UrbanPlan and our Pathways to Inclusion program.

**Focus on the retention and engagement** of 1st and 2nd year members and Young Leaders Groups (YLG) members aging out—two groups at high risk of not renewing their ULI memberships—by creating new exclusive opportunities for members to engage with ULI New York.



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