ULI New York

FY 2026

# ANNUAL REPORT IMPACT



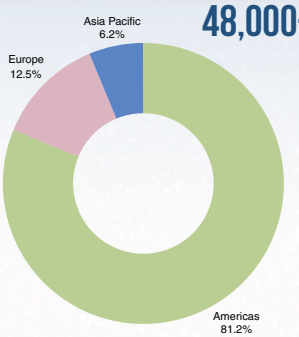
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# AT A GLANCE

## TOP DISCIPLINES REPRESENTED

- INVESTORS/OWNERS
- DEVELOPERS
- ARCHITECTS/DESIGNERS
- CONSULTANTS
- INVESTMENT FUND MANAGERS
- CORPORATE EXECUTIVES

## ULI MEMBERSHIP WORLDWIDE




**48,000+** MEMBERS IN **80+** NATIONS

- **39,000** IN THE AMERICAS (81%)
- **6,000** IN EUROPE (13%)
- **3,000** IN ASIA PACIFIC (6%)

## ULI NEW YORK TOTAL MEMBERS: 2,860

## ULI NEW YORK COMMITTEES & COUNCILS

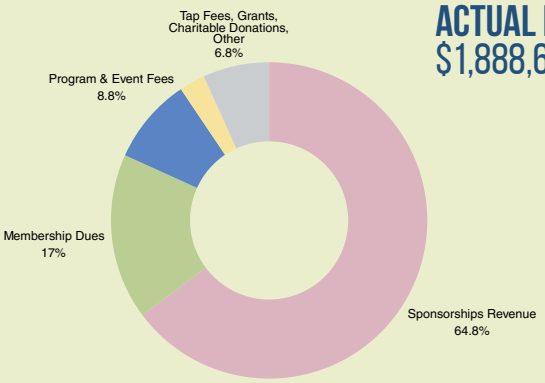
### 14 COMMITTEES

- DIVERSITY, EQUITY & INCLUSION (DEI)
- MEMBERSHIP
- MENTOR PROGRAM
- NEXT
- PROGRAM STEERING COMMITTEE (PSC)
- TECHNICAL ASSISTANCE PANELS (TAPS)
- URBANPLAN
- 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 2026




**ACTUAL REVENUE: $1,888,611**

- SPONSORSHIP REVENUE (ANNUAL + AWARDS GALA): $1,223,672 (65%)
- SHARE OF MEMBERSHIP DUES THAT STAY WITH ULI NEW YORK: $320,385 (17%)
- PROGRAM AND EVENT REGISTRATION FEES: $166,696 (9%)
- LOCAL PRODUCT COUNCIL DUES: $49,800 (2%)
- TAP FEES, GRANTS, CHARITABLE DONATIONS & OTHER REVENUE: $128,078 (7%)

## BEHIND THE NUMBERS

- CHARITABLE CONTRIBUTIONS 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

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# MEMBER JOURNEY

## <21 YEARS
### STUDENT

## 22-35 YEARS
### EARLY CAREER

## 35-45 YEARS
### MID-CAREER

## 45+ YEARS
### ESTABLISHED LEADER

- UrbanPlan Student Participant
- UrbanPlan Scholarship Recipient
- Women's Leadership Initiative Real Stories Participant
- Alice Connell Scholar
- NEXT Member
- Women's Leadership Initiative Fellow
- Technical Assistant Panel (TAP) Fellow
- Young Leaders Group Member
- Young Leaders Group Cohort Member
- Advisory Board Member
- Awards Committee & Jury Member
- Mentor Program Mentor
- National Product Council Member
- Mentor Program Mentee
- Local Product Council Member
- TAP Panelist
- UrbanPlan Volunteer
- Pathways to Inclusion Cohort Member
- Women's Leadership Initiative Member

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# LOOKING BACK AT FY 2026

## JULY & AUGUST



URBANPLAN WORKSHOP WITH NYCEDC INTERNS



PIER 57 AWARD WINNERS TOUR

## SEPTEMBER & OCTOBER



LEARNING FROM LEADERS (WLI)



EQUITABLE DEVELOPMENT SUMMIT (DEI)

## NOVEMBER & DECEMBER



WALDORF ASTORIA TOUR (PSC)



WLI AND YLG HOLIDAY PARTY

## JANUARY & FEBRUARY



REAL ESTATE OUTLOOK (PSC)



BUILDING MENTORSHIP, LEGACY, AND LEADERSHIP IN REAL ESTATE (DEI/REBNY/AAREPNY)

## MARCH & APRIL



270 PARK AVENUE TOUR (NEXT)



COMMUNITY IMPACT THROUGH ADAPTIVE REUSE (WLI)

## MAY & JUNE



SECRETS OF SUCCESS WITH RACHEL LOEB (YLG)



ACCESS TO CAPITAL: NAVIGATING CHALLENGES AND UNLOCKING OPPORTUNITIES (PSC/DEI)

New York

# EXPANDING OUR IMPACT THROUGH NEW PROGRAMS




## CAPITAL MARKETS BREAKFAST

In response to member feedback, ULI New York launched a members-only Capital Markets Breakfast series in March. The inaugural breakfast featured a panel of industry experts discussing where capital is flowing and why. This quarterly series will alternate between panels discussing capital flows and the state of the market and deep dives into real estate deals across New York.

## NEXT NORTHEAST CORRIDOR MEETUP

In May, ULI New York hosted the first NEXT Northeast Corridor Meetup. Mid-career professionals from New York, Philadelphia, Boston, Washington, DC, New Jersey, and Baltimore gathered to network and share best practices. Highlights of the day included a fireside chat with Sarah Hawkins, Senior Managing Director and Head of U.S. East Market at Hines, tours of local projects, a happy hour, and small group dinners.






## INFRASTRUCTURE SERIES

In June, ULI New York and Urban Design Forum co-hosted a program exploring how we can deliver quality public spaces efficiently and equitably across every New York City neighborhood. The program was the first in a three-part series where ULI New York is leveraging its members' knowledge and expertise to identify and elevate opportunities to help inform the Mamdani administration's infrastructure priorities, policies and implementation strategies.

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# CONNECTING INTERDISCIPLINARY PROFESSIONALS

## CLIMATE & SUSTAINABILITY COUNCIL



FIRESIDE CHAT WITH DAN GARODNICK, FORMER CHAIR AND DIRECTOR OF NYC DEPARTMENT OF CITY PLANNING

## HOUSING COUNCIL



FIRESIDE CHAT WITH KATHY WYLDE, FORMER PRESIDENT AND CEO OF PARTNERSHIP FOR NEW YORK

## TECH & INNOVATION COUNCIL



BREAKOUT SESSIONS ON AI-RELATED INNOVATION IN THE LAND USE INDUSTRY

## MARKETING & COMMUNICATIONS COUNCIL



SOMA AT 25 WATER STREET TOUR

## MIXED-USE BLUE COUNCIL



MIXED-USE COUNCIL NETWORKING MIXER

## MIXED-USE GREEN COUNCIL



CHINATOWN TOUR



## INFRASTRUCTURE COUNCIL

TRANSFORMATIONAL INFRASTRUCTURE PROJECTS PANEL

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# INSPIRING FUTURE LEADERS



## PATHWAYS TO INCLUSION

20 new BIPOC real estate and land use professionals joined our third 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 that help expand their professional networks and add a valued diversity of perspectives that helps ULI fulfill its mission to create thriving, equitable communities.



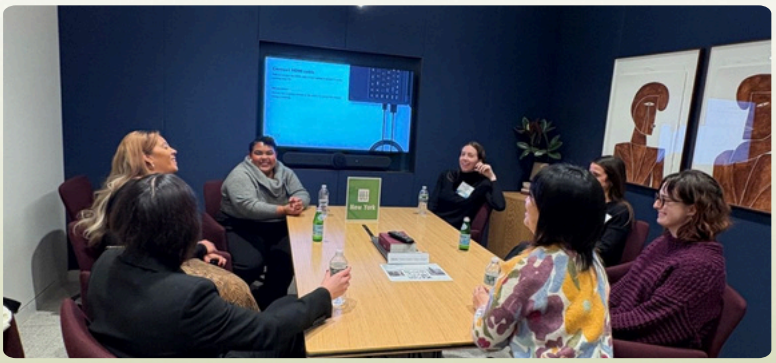
## URBANPLAN

UrbanPlan is a realistic project-based learning curriculum that engages students, elected or appointed officials, and community members to consider the myriad complex decisions that shape our built environment. With the help of trained volunteer facilitators, participants make challenging development decisions, shaping the future of a fictional community. In the process, they 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.




## MENTOR 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 2026, the program paired 132 young leaders with experienced industry professionals and served more than 300 total participants.



## WLI UNIVERSITY OUTREACH CAREER DEVELOPMENT NIGHT

Our annual University Outreach Career Development Night is designed for current undergrad and graduate students interested in learning more about different career paths within the land use and real estate industry. This year's event offered breakout sessions on career pivots and how to look for a first job in a tumultuous economy. Attendees were also invited to attend WLI's informational interview program that allowed them to connect with seasoned real estate professionals.

**20** PATHWAYS TO INCLUSION FELLOWS

**311** MENTOR PROGRAM PARTICIPANTS

**132** MENTOR-MENTEE PAIRS

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# LEADING WITH 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 provide communities with holistic, creative solutions to complex land use and real estate challenges. Through our policy work, we continue to share with government leaders the knowledge and expertise of our members to highlight best policy practices that can help communities grow in more equitable, sustainable, and resilient ways.




## MOCEJ TAP RELEASE EVENT

The Mayor's Office of Climate & Environmental Justice commissioned a TAP to focus on the unique challenges the city's limited equity co-operatives face in meeting the decarbonization requirements of Local Law 97. The report charts a path forward for these co-ops in pursuit of their 2035 emissions goals and 2050 net zero goals, outlining strategies to overcome the technical, funding, and regulatory challenges that stand in the way of co-ops complying with Local Law 97.



## LONG BEACH TAP

The City of Long Beach sponsored a TAP to evaluate redevelopment opportunities along the city's bayfront and civic core. The TAP panel assessed the feasibility, zoning, market conditions, and infrastructure challenges to guide a future city-led RFP and redevelopment strategy for a mixed-use waterfront district.



## UP4PO

Participants from NYC Housing Preservation and Development, the NYC Housing Development Corporation, and NYCEDC gathered in January to explore the fundamental forces that shape and influence the built environment, including the trade-offs and risks involved in land use entitlement and negotiation processes, especially those associated with public-private partnerships (P3s).



## POLICY AND THOUGHT LEADERSHIP

ULI New York convened industry professionals to advise on SEQR reforms eliminating duplicative aspects of environmental review for housing production while protecting local oversight. We also proposed best practice recommendations for the reauthorization and modernization of the J-51 tax abatement program, including expanding eligibility, streamlining application and eligibility requirements, modernizing qualified costs, and eliminating rent-regulation requirements that would deter participation in J-51.

**350** URBANPLAN PARTICIPANTS

**20** CLASSES AND AGENCIES THAT PARTICIPATED IN URBANPLAN IN NEW YORK

**593** VOLUNTEER HOURS AT SCHOOLS, AT GOVERNMENT AGENCIES, AND ON TAPS

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# CELEBRATING SHARED VALUES




## AWARDS FOR EXCELLENCE IN DEVELOPMENT GALA

| 39 | 7 | 671 | $877,646.50 |
|---|---|---|---|
| APPLICATIONS SUBMITTED | WINNING PROJECTS CHOSEN | GUESTS IN ATTENDANCE | RAISED FOR ULI NEW YORK'S PROGRAM OF WORK |



PRIDE



ULI NEW YORK DECODED



WLI COFFEE CHATS




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# PREVIEWING FY2027

## FY2027 GOALS

**01** **SHOWCASE BEST POLICY PRACTICES**
and our members' thought leadership around sustainability and infrastructure.

**02** **INCREASE PUBLIC SECTOR ENGAGEMENT**
at the city and state level.

**03** **INCREASE MEMBER VALUE**
by focusing on member-prioritized themes and delivery formats identified by the ULI America's Content Committee.

**04** **EXPAND PHILANTHROPIC SUPPORT**
for key impact initiatives: UrbanPlan Scholarship, Pathways to Inclusion, WLI Foundations Fellows Program, WLI REal Stories.

**05** **ELEVATE THE ULI BRAND**
through compelling storytelling highlighting our members' impact through our Technical Assistance Panels (TAPs) program and UrbanPlan.

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PART OF THE 7C.NETWORK

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VORNADO
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NYC/EDC

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