ULI New York

WHERE THE FUTURE IS BUILT

ULI NEW YORK WELCOMES NEW LEADERSHIP FOR FISCAL YEAR 2027

We are grateful to have members who are willing to volunteer their time, effort, and expertise to help us grow and expand the District Council's influence in our region, deliver engaging programming, and bring ULI's influence to our communities.

Please join us in welcoming this year's incoming leadership and thanking our outgoing leaders for their exceptional service to ULI New York.

EXECUTIVE LEADERSHIP

We are grateful to have a Chair, Vice Chair, Chair for Mission Advancement, and Treasurer who are willing to volunteer their time, effort, and expertise to help us grow and expand the District Council's influence in our region. Our executive leadership consistently delivers value to fellow members, our industry, and our community.

ULI New York Executive Leadership

Incoming Chair **Richard Roberts** *Red Stone Equity Partners*	**Outgoing Chair** **Helen Hwang** *Meridian Capital Group*
Incoming Vice Chair **Rachel Loeb** *Muse Partners*	**Outgoing Vice Chair** **Richard Roberts** *Red Stone Equity Partners*
Incoming Chair for Mission Advancement **Emily Gallo** *HNTB*	**Outgoing Chair for Mission Advancement** **Robin Zeigler** *MURAL Real Estate Partners*
Incoming Governance Chair **Helen Hwang** *Meridian Capital Group*	
Incoming Treasurer **Emily Vasilopoulos** *EY*	**Outgoing Treasurer** **Jessica Ritchie** *EY*

LEARN MORE ABOUT OUR INCOMING LEADERS

Richard Roberts

Principal & Chief Business Development Officer | Red Stone Equity Partners

ULI New York Chair

Richard Roberts is Principal and Chief Business Development Officer for Red Stone Equity Partners, LLC assisting in the origination and management of developer relationships throughout the country and the development of new business strategies for the firm. Richard has extensive experience in affordable housing and urban market investments, having worked in these areas for nearly 30 years. Prior to joining Red Stone, he worked in the government, for profit and nonprofit sectors including serving as the Commissioner of the New York City Department of Housing Preservation and Development, one of the largest allocators of Low-Income Housing Tax Credits in the country. He was responsible for the investment of more than $1 billion into New York City's neighborhoods and the creation of over 30,000 units of affordable housing. He is also the founding Managing Director of the Goldman Sachs Urban Investment Group where he devised and led a creative strategy responsible for the establishment of the firm's community development investment platform. Roberts served as Senior Vice President of Government and Community Relations at the Mount Sinai Medical Center. He also served as Chairman of the Board of the NYC Health and Hospitals Corporation, the nation's largest public hospital system. Roberts is currently an adjunct professor at the Mount Sinai School of Public Health where he has taught a graduate school course on community health for the past several years.

Richard is active with a number of civic, philanthropic and industry organizations and serves on the boards of Citizen's Housing and Planning Council (Chair), the New York State Association for Affordable Housing (Executive Vice Chair), The Community Preservation Corporation (Chair), Breaking Ground, CAMBA (Chair) and the Self Help Realty Group (Chair) and the NYC Housing Partnership. Richard holds both a BA and JD from Yale University.

Rachel Loeb

Founder & Managing Partner | Muse Partners

ULI New York Vice Chair

Rachel Loeb is the Founder and Managing Partner of Muse Partners, a real estate development and advisory firm founded in 2026 specializing in public-private partnerships. She also serves as Non-Executive Director and Chair of the Audit and Risk Committee of 7C, a holding company of architecture and design brands operating from 18 global cities. Previously, she was the Chief Investment Officer of Benenson Capital Partners where she led the company's development, investment, and asset management strategies across its 110 properties. Before joining Benenson, Rachel led the NYC Economic Development Corporation as President and CEO. With a staff of over 550 public servants and annual revenues of $250MM, she ran a diverse 60MM+ square foot portfolio and managed a $10B+ capital budget on behalf of the city. Previously, she was a real estate developer and created or acquired more than $1.5B of mixed-use assets and over 3,000 units of mixed-income housing across the northeast and worked for privately held companies as well as at AvalonBay, a public REIT. Her career began in Vietnam working on the country's first master-planned community.

Emily Gallo

Vice President & Director of Infrastructure and Mobility Equity | HNTB

Chair for Mission Advancement

Emily Gallo, AICP, ENV SP, is a recognized leader in inclusive infrastructure and mobility, with two decades of experience in the transportation industry. As Vice President, Director of Infrastructure and Mobility Equity at HNTB, she assists agencies, policy makers, community leaders and HNTB teams in addressing challenges and opportunities. Emily previously worked as Chief of Staff at NYC DOT and the NYC Taxi and Limousine Commission, and as a policy analyst in the NYC Mayor's Office. She serves on boards for the NYU Rudin Center for Transportation, the Tri-State Transportation Campaign, and is an appointed member of the Urban Design Forum's Local Circle. She previously co-chaired ULI NY's Infrastructure Council and was on the Board of Directors for Women's Transportation Seminar Greater New York Chapter. Her contributions have earned her recognition as one of City & State New York's Responsible 100 in 2024 and the 2023 WTS Greater New York Member of the Year award. She graduated cum laude from Yale University and received a Masters Degree in City and Regional Planning from the University of Pennsylvania Weitzman School of Design.

Emily Vasilopoulos

Senior Manager | EY

ULI New York Treasurer

Emily Vasilopoulos is a Senior Manager in the real estate assurance group at Ernst & Young LLP where she manages several public and private real estate audits. Emily started her career at EY in Boston 10 years ago and recently completed a global rotation to the EY London office before deciding to return to her home state of New York. Emily is a Certified Public Accountant and is a graduate of Boston University.

DISTRICT COUNCIL COMMITTEES

We are grateful to have members who are willing to volunteer their time, effort, and expertise to help us grow our member base, deliver engaging programming, and bring ULI's influence to our communities.

ULI New York Diversity, Equity, and Inclusion Committee

Incoming Co-Chair **Ariana Sabbat** *Walter P Moore*	**Incumbent Co-Chair** **Kevin Shabazz** *Greene Developers*	**Outgoing Co-Chair** **Jessica Elliott** *Hart Howerton*

Membership Committee

Incoming Co-Chair **Gary Kao** *Dealpath*	**Incumbent Co-Chair** **Andrew Filkoff** *Alchemy Properties*	**Outgoing Co-Chair** **Layth Madi** *Lendlease*

ULI New York Mentor Program

Incoming Co-Chair **Neda Levy** *Leo Search Partners*	**Incumbent Co-Chair** **Nathalia Bernardo** *Harrison Street Asset Management*	**Outgoing Co-Chair** **Dino Christoforakis** *AVANI Residential / Vential Investments*
	Incumbent Vice Chair **Joseph Stecher** *Candlewood Investors*	**Outgoing Vice Chair** **Neda Levy** *Leo Search Partners*

ULI New York Program Steering Committee

Incoming Co-Chair	**Incumbent Co-Chair**	**Outgoing Co-Chair**

Robert Clemens	**Richard Persaud**	**Jason Vesuvio**
Perkins&Will	*ACRES Capital*	*Pavarini McGovern*

LEARN MORE ABOUT OUR INCOMING LEADERS

Ariana Sabbat

Structural Engineer | Walter P Moore

DEI Committee Co-Chair

Ariana Sabbat is a structural engineer at Walter P Moore on their NYC Diagnostics Team. She works with existing buildings through forensics, diagnostics, litigation, renovation, restoration, and adaptive reuse. She has helped investigate, engineer, and reimagine many different buildings and structures around the country. As a native New Yorker, Ariana loves New York City's vibrant built environment and appreciates its strong connection to culture and diversity in the city. Ariana has been a member of ULI's DEI committee for a couple years and also serves as a member of her Community Board.

Gary Kao

Managing Director / Head of New York | Dealpath

Membership Committee Co-Chair

Gary Kao joined Dealpath in 2014 as part of its founding team and serves as Managing Director, overseeing the company's strategic initiatives. Dealpath is the leading AI deal management platform for institutional real estate investors, backed by Morgan Stanley, Blackstone, and Nasdaq Ventures; the platform serves 300+ of the largest institutional investors and has supported more than $10 trillion in transactions. Before Dealpath, Gary led Product Management for the Enterprise division at Kanjoya (acquired by Ultimate Software), a Series D machine-learning technology startup. Earlier, as a Practice Lead at Hewlett Packard Enterprise, he ran solutions consulting and delivery across the US and later Southeast Asia, based in New York and Singapore. Gary holds a B.S. in Electrical Engineering from Georgia Tech and is a member of the ICSC, NAIOP, and the Economic Club of New York.

Neda Levy

Founder & CEO | Leo Search Partners

Mentor Program Committee Co-Chair

Neda B. Levy is the Founder and CEO of Leo Search Partners, a boutique executive search firm specializing in the real estate sector. With over 15 years of industry experience—including roles as General Counsel at Tahl Propp Equities and Chief Administrative Officer at Douglaston Development—Neda is renowned for building high-performing legal teams and placing senior executives across legal, asset management, development, and operations functions. Previously a Partner at Rhodes Associates, she led C-suite searches for leading real estate owners, developers, and investors. Neda's clients include global investment managers, private equity firms, and REITs. She is an active member and Vice Chair of the Mentorship Committee at ULI New York, Co-Founder of the University of Rochester Real Estate Alumni Group, and a frequent speaker on leadership and talent strategy.

Neda holds a JD from Temple University School of Law and a BA in Political Science from the University of Rochester.

Robert Clemens

Managing Principal, Corporate & Commercial Practice Leader | Perkins&Will

Program Steering Committee Co-Chair

Robert's career has been shaped by a passion for cities, architecture, and the opportunities that emerge when people come together around a shared vision. Based in New York, he has spent decades helping clients navigate change— whether through new development, the repositioning of existing buildings, or the transformation of underutilized places into vibrant public spaces.

Robert is particularly interested in the potential of existing buildings and urban environments to adapt and evolve. He sees repositioning and adaptive transformation not simply as design challenges, but as opportunities to create greater value, strengthen communities, and extend the life of the built environment in meaningful ways. Known for his collaborative leadership style, Robert brings together clients, stakeholders, and multidisciplinary teams to tackle complex challenges and uncover new possibilities. He works closely with colleagues across architecture, planning, urban design, landscape architecture, sustainability, and research, drawing on diverse perspectives to develop thoughtful, integrated solutions.

At the heart of Robert's work is an open-minded and creative mindset—one that balances tactical problem solving with strategic thinking and focuses on how design can improve the way people experience places. Whether shaping a building, a district, or a broader urban vision, he is driven by the belief that the best outcomes emerge through collaboration and a deep understanding of the people and communities a project serves.

COMMUNITY IMPACT COMMITTEES

TAPs Steering Committee

Incoming Co-Chair	Incumbent Co-Chair	Outgoing Co-Chair
Bob Paley	**Jason Ivaliotis**	**Kati Chen**
	DBI Projects	*Madison Energy Investments*

UrbanPlan Steering Committee

Incoming Co-Chair	Incumbent Co-Chair	Outgoing Co-Chair
Joe Pikiewicz	**Christopher Stienon**	**D'juro Villaran-Rokovich**
NYCEDC	*Urban Matrix Architecture & Planning*	*Akerman LLP*

LEARN MORE ABOUT OUR INCOMING LEADERS

Bob Paley

TAPs Steering Committee Co-Chair

Mr. Paley has been involved with transit oriented development in both the public and private sectors. He directed TOD initiatives throughout the Metropolitan Transportation Authority operating territory. These initiatives include development of MTA properties such as MTA's former HQ on Madison Avenue and the Hudson Yards development, promotion of privately constructed transit improvements through the New York City zoning resolution, station area planning and first/last mile access initiatives in MTA's suburban territory. Prior to MTA Mr. Paley was with several development firms including AvalonBay Communities where his projects included Avalon Chrystie Place, a mixed-use development constructed on top of an active subway tunnel which included rental apartments, a Whole Foods grocery store and a YMCA. Mr. Paley received a BA and MBA from Yale University. He has been a member of Urban Land Institute since 1984.

Joe Pikiewicz

Vice President, Capital Program | NYCEDC

UrbanPlan Steering Committee Co-Chair

Joe Pikiewicz is an architect with over 25 years of experience leading complex projects across master planning, infrastructure, commercial office, institutional, and mixed-use residential sectors. His work integrates architecture, landscape, urban design, infrastructure, and planning to deliver civic projects with lasting value. He holds bachelor's degrees in architecture and civil engineering from The Catholic University of America and a Master of Architecture from Yale University. Joe has been active in ULI's UrbanPlan program for more than five years, including three years on its steering committee.

As Vice President in NYCEDC's Capital Program, Joe leads teams delivering major civic projects across New York City's five boroughs. His current portfolio includes a 35-acre waterfront esplanade, park, and mixed-use development on Staten Island's North Shore; the Brooklyn Public Library in Red Hook; and SPARC, a two-million-square-foot academic, healthcare, and life sciences campus in Midtown Manhattan.

LOCAL PRODUCT COUNCILS

We are grateful to have members who are willing to volunteer their time, effort, and expertise to help us lead ULI New York's seven local product councils. Our LPC leadership consistently provides a setting for members to engage further based on their expertise and passion within the land use industry.

Housing Council

Incoming Co-Chair	Incumbent Co-Chair	Outgoing Co-Chair
Tricia Dietz	**YuhTyng Patka**	**Will Innes**
NYC Department of Housing Preservation & Development	*Adler & Stachenfeld LLP*	*NYS Homes & Community Renewal*
Incoming Vice Chair		Outgoing Vice Chair
Anne-Sophie Hall		**Alex Merchant**
Gensler		*NYC Housing Development Corporation*

Infrastructure Council

Incoming Co-Chair	Incumbent Co-Chair	Outgoing Co-Chair
Yuxiang Luo	**Chi Chi Truong**	**Emily Gallo**
James Lima Planning + Development	*Arup*	*HNTB*
Incoming Vice Chair		Outgoing Vice Chair
Sara Appleton		**Yuxiang Luo**
Amtrak		*James Lima Planning + Development*

Mixed-Use Council (Blue Flight)

Incoming Co-Chair	Incumbent Co-Chair	Outgoing Co-Chair
Ellen Sinreich	**Michael O'Callaghan**	**Terri Gumula**
The Sinreich Group	*Finback Real Estate*	*M&T Bank*
Incoming Vice Chair		Outgoing Vice Chair
Aida Stoddard		**Steve Grant**
MAG Partners		*MCRE Partners*

Mixed-Use Council (Green Flight)

Incoming Co-Chair	Incumbent Co-Chair	Outgoing Co-Chair
Sagi Golan	**Sulin Carling**	**Ali Sutherland-Brown**

NYC Department of City Planning

HR&A Advisors, Inc.

Jacobs

Incumbent Vice Chair
Kirsten Sibilia
Dattner Architects

Tech and Innovation Council

Incoming Co-Chair
Chris Urwin
Real Global Advantage

Incoming Vice Chair
Kemi Shokunbi
90Juls

Incumbent Co-Chair
Keith Angell
Novele

Outgoing Co-Chair
Robert Okpala
Buro Happold

Marketing & Communications Council

Incoming Co-Chair
Vero Henze
McKinsey & Company

Incoming Vice Chair
Luis Mendoza
DNCO

Incumbent Co-Chair
Sarah Berman
The Berman Group

Outgoing Co-Chair
Emmanuelle Slossberg
Connect 10 Strategy

Outgoing Vice Chair
Vero Henze
McKinsey & Company

Climate & Sustainability Council

Incoming Co-Chair
Joshua Plourde
NYSERDA

Incumbent Co-Chair
Yasemin Kologlu
HKS

Outgoing Co-Chair
Cindy McLaughlin
CarbonBuilt

Outgoing Vice Chair
Suhail Y Tayeb
NYU Schack Institute of Real Estate

LEARN MORE ABOUT OUR INCOMING LEADERS

Tricia Dietz

Assistant Commissioner, Housing Incentives | NYC Department of Housing Preservation & Development

Housing Council Co-Chair

Tricia Dietz is the Assistant Commissioner for Housing Incentives, NYC Department of Housing Preservation and Development (HPD) overseeing the tax incentive programs including 421-a, 485-x, 467-m, 420-c, 420-a, Article XI and J-51, zoning based affordable Housing programs such as Mandatory and Voluntary Inclusionary Housing and the new Universal Affordability Preference program, and manages Low Income Housing Tax Credit (LIHTC) allocation and administration. Tricia has worked at HPD since 2016 with a brief hiatus at HR&A Advisors, has a Master's in Urban Planning from the NYU Wagner Graduate School of Public Service and undergraduate degrees in Economics and Urban Studies from the University of California, San Diego.

Anne-Sophie Hall

Project Director, Senior Associate | Gensler

Housing Council Vice Chair

Anne-Sophie is a distinguished Project Director at Gensler with over 20 years of experience shaping the built environment across a broad spectrum of typologies, including commercial office, hospitality, and multi-family residential. As Gensler's Northeast Region Residential Practice Area Leader, she has guided the firm's strategic direction in housing research, design excellence, delivery, and talent development.

Deeply committed to the future of urban living, Anne-Sophie works closely with clients to develop strategies that are both visionary and pragmatically grounded. Her expertise spans large-scale base building design and complex repositioning projects — experience that makes her an agile leader and trusted collaborator across disciplines and stakeholder groups.

A registered architect in both New York State and France, Anne-Sophie brings a distinctly international perspective to her work. Her cross-cultural fluency informs her approach to housing design, where she champions solutions that are responsive to community needs, market realities, and the evolving demands of city life.

Sara Appleton

Director | Amtrak

Infrastructure Council Vice Chair

Sara Appleton is an urban development and transportation strategist focused on driving complex megaprojects and public programs that enhance mobility and quality of life across the New York metropolitan area. Sara currently leads Amtrak’s multibillion-dollar Penn Station Transformation program, a landmark initiative to modernize the historic transportation hub and revitalize the surrounding neighborhood. Sara oversees all aspects of the program, from design activities and public communications to project financing and commercial negotiations, directing large multi-disciplinary agency and consultant teams and building consensus among a wide range of public and private stakeholders.

Prior to Amtrak, Sara led consultant teams at McKinsey & Company, advising senior government leaders on strategic planning, financial management, and operational efficiency. Sara has also led development initiatives at the NYC Economic Development Corporation and was appointed by Manhattan Borough President Gale Brewer to serve as a Board Member on Manhattan Community Board 4, using her position to advocate for quality-of-life improvements along Manhattan’s West Side. Sara earned her M.B.A. from Harvard Business School and B.A. from Georgetown University. A native New Yorker, she lives in Manhattan with her husband and daughter.

Yuxiang Luo

Principal | James Lima Planning + Development

Infrastructure Council Co-Chair

Yuxiang Luo is Principal at JLP+D, where he guides urban and economic development strategies for public, private, and non-profit clients across North America and oversees company management. A certified urban planner (AICP), Yuxiang is committed to making cities and regions more competitive through economics, policy, and design. At JLP+D, Yuxiang has worked on projects spanning 30 cities and counting, including economic and funding advisory for major infrastructure and open space projects in New York, Boston, Atlanta, San Jose, Austin, Indianapolis, and Jacksonville; real estate and district-scale planning in Texas, Louisiana, Tennessee, Florida, and Alberta (Canada); and regional workforce development strategy for Long Island. With a dual background in economics and the built environment, Yuxiang is passionate about place-based economic development strategies. Prior to joining JLP+D, Yuxiang worked at the New York City Mayor’s Office of Management and Budget, overseeing the City’s budget for constructing and maintaining parks and open spaces.

Yuxiang holds a Master of Science in Local Economic Development with Distinction from the London School of Economics and Political Science and a Master in Architecture with Distinction from Harvard University Graduate School of Design. Yuxiang is a member of the Urban Land Institute and the American Institute of Certified Planners / American Planning Association; he has presented his work at ULI, APA, Harvard

approximately 1,500 additional units. She currently leads a $1.5 billion hotel and branded residences development in Miami and multiple 485x multifamily projects in Brooklyn.

Ms. Stoddard has been working in the construction, design, and development fields for thirty years. Prior to her role at MAG Partners, Ms. Stoddard has managed development teams most recently at GemdaleUSA, Jonathan Rose Companies and Twining Properties. With a background as a licensed architect, Ms. Stoddard started her career in development by launching Bright City, the first all-women owned developer to be financed by HSBC in New York. Bright City developed some of the first sustainable condominiums in Brooklyn. Ms. Stoddard is an active WLI/ULI member having served on the WLI-NY steering committee for two years as co-chair of the Scholarship committee. Ms. Stoddard was awarded a Prologis grant in 2022. She is currently a member of the ULI Awards for Excellence Selection Committee and New York Mixed-use Development Product Council [Blue].

Ms. Stoddard received her BA from Columbia College and M.Arch from Columbia University GSAPP. She lives with her family and one lazy cat in Brooklyn, NY.

Sagi Golan

Senior Advisor of Urban Design | NYC Department of City Planning

Mixed-Use Green Council Co-Chair

Sagi, Assoc. AIA, is a Senior urban design leader with more than a decade of experience advancing neighborhood planning, zoning strategy, and public realm transformation in New York City. He currently serves as a Senior Advisor for Urban Design at the NYC Department of City Planning. He leads the urban design strategy for major rezonings and citywide planning initiatives, helping enable over 42,000 new housing units, including more than 13,000 permanently affordable homes, while advancing infrastructure, public space, and climate resilience investments. He also is an adjunct Professor at Columbia University GSAPP and is a frequent speaker and juror at national and international urban design forums. Sagi holds a Bachelor’s degree in architecture from Tel Aviv University and an M.S. in Architecture and Urban Design from Columbia University.

Chris Urwin

Founder | Real Global Advantage

Tech & Innovation Council Co-Chair

Chris Urwin is a real estate investment strategist, market analyst, and researcher. He is the founder of Real Global Advantage, a platform to promote better investment decisions in real estate through the intelligent and innovative use of data. He holds the position of Clinical Assistant Professor at the Schack Institute of Real Estate at New York University, where he is developing the next generation of real estate professionals through rigorous, practice-informed education.

Kemi Shokunbi

CEO | 90Juls

Technology & Innovation Council Vice Chair

Kemi is a creative thinker passionate about developing innovative, sustainable, community-focused housing solutions, leveraging emerging technology while embracing simplicity. Kemi has over a decade of experience driving strategic and operational excellence among cross-disciplinary executives focused on regulatory compliance, corporate governance structures, and technology transformation at scale. In this new chapter, Kemi is bridging her longstanding passion for aesthetic design with her strategic foresight to collaborate with industry leaders shaping the future of how we live. Additionally, she utilizes her unique risk management background to facilitate dialogues with decision-makers on evaluating opportunities, weighing tradeoffs, and leading with a forward-looking mindset regarding technology adoption. Kemi holds a Bachelor of Science in Business Economics from New York University’s Stern School of Business. Her career spans the finance and technology industries, including work at global firms such as Google and PwC and unicorns like Blend Labs and BitGo.

Vero Henze

Senior Communications Manager, Private Capital & Real Estate | McKinsey & Company

Marketing & Communications Council Co-Chair

Vero Henze heads communications for McKinsey & Company's Private Capital and Real Estate practices. McKinsey's Private Capital practice works with private equity investors across the deal life cycle, ranging from pre-investment diligence through post-investment management. The Real Estate practice supports investors, property owners, real estate managers, and the world’s leading organizations who are occupiers of space to lean into global trends and disruptions as well as to accelerate sustainable and inclusive growth.

Vero is Co-Chair of the ULI New York Marketing & Communications Council. She previously served two years as Vice Chair of Membership for the council. Vero also sits on the US ULI Marketing & Communications Forum and co-leads the Membership Committee. She's been a ULI member since 2023. Vero holds an MSc in Social and Public Communication from the London School of Economics and Political Science (LSE) in the U.K. and a BBA in Tourism Management from the Breda University of Applied Sciences in the Netherlands.

University, and MIT.

Ellen Sinreich

Managing Principal | The Sinreich Group

Mixed-Use Blue Council Co-Chair

Ellen Sinreich is the Founder and Managing Principal of The Sinreich Group, a New York-based law firm focused exclusively on commercial real estate transactions. For more than 25 years, she has represented owners, developers, landlords, tenants, investors, and public-sector entities in the negotiation and structuring of complex real estate transactions throughout the United States. Her experience spans more than $15 billion in real estate transactions across the retail, office, industrial, entertainment, medical, and mixed-use sectors. Ellen's clients have included Fortune 500 companies, REITs, government agencies, institutional owners, and entrepreneurs.

Prior to founding The Sinreich Group, Ellen served as General Counsel of a national real estate development company and previously led her own sustainability consulting firm focused on reducing the carbon footprint of the built environment. Ellen serves as Chair of the Legal Advisory Council of the International Council of Shopping Centers (ICSC), where she collaborates with industry leaders nationwide on legal, policy, and business issues affecting retail real estate.

Aida Stoddard

Co-Head of Development | MAG Partners

Mixed-Use Blue Council Vice Chair

Aida Stoddard is Co-Head of Development for MAG Partners in New York, where she leads the Development team working closely with the Capital and External Affairs teams. Ms. Stoddard has delivered 1,000 high-quality, mixed-income rental apartments in New York City and is advancing a pipeline of

Luis Mendoza

Managing Director | DNCO

Marketing & Communications Council Vice Chair

Luis leads DNCO's North America studio, a global creative agency branding places and cultural destinations. Based in New York, he works with public and private partners to build brands that define a place's value and strengthen community relevance. With 15 years in branding, media, and communications, a decade focused on place branding, Luis has shaped projects including Dumbo, 70 Hudson Yards, Thompson Center, National Landing, Downtown Denver's 16th Street, Downtown San Diego, and the State of Vermont. He believes brand is among the most powerful tools for turning developments and districts into destinations with lasting impact.

Joshua Plourde

Director of Demonstration Projects | NYSERDA

Climate & Sustainability Council Co-Chair

Josh serves as Director of Demonstration Projects at NYSERDA, the New York State Energy Research and Development Authority where he manages a portfolio of demonstration programs that make direct investments in emerging solutions for energy efficiency and building electrification projects. Prior to joining NYSERDA, Josh focused on decarbonization strategy for CRE and higher education clients at Atelier Ten, a sustainability consultancy in New York and London. Previously, Josh was Product Lead for Core and Shell at Nabr, a multifamily RE development startup, he was also Workplace Lead at Google's R+D Lab for the built environment. Josh is an architect and prior to Google, Josh served as Associate at Bjarke Ingels Group and Foster+Partners, where he focused on large corporate headquarters projects including Google and Apple Park respectively. Josh has a love of strategy and holds an MBA from the Presidio Graduate School and a B.Arch from Pratt Institute.

MEMBER NETWORKS

We are grateful to have members who are willing to volunteer their time, effort, and expertise to lead our local member networks. Our Women's Leadership Initiative, Young Leaders Group, and NEXT leaders create tailored programming and exclusive opportunities for the enrichment of ULI members and the broader land use community.

Women's Leadership Initiative

Incoming Co-Chair **Annie Yan Bailey** *Two Trees Management Co.*	**Incumbent Co-Chair** **Rosalind Tsang** *gmp*	**Outgoing Co-Chair** **Yasmin Rehmanjee** *Buro Happold*
Incoming Membership Engagement Co-Chair **Elsa Yih** *Denholtz*	**Incumbent Membership Engagement Co-Chair** **Lauren Kang** *Barclays Investment Bank*	**Outgoing Membership Engagement Co-Chair** **Victoria Lehman** *Lendlease*
Incoming Communications Co-Chair **Erica Garfinkel** *KSS Architects*	**Incumbent Communications Co-Chair** **Becky James** *First American Title*	**Outgoing Communications Co-Chair** **Alicia Koledin** *AKcelerate / AYON Studio*
Incoming WLI Programming Co-Chair **Stephanie Wright** *Cornell University*	**Incumbent WLI Programming Co-Chair** **Sara Lev** *C-III Partners*	**Outgoing WLI Programming Co-Chair** **Annie Yan Bailey** *Two Trees Management Co.*
Incoming Scholarship Co-Chair **Saranya Kanagaraj** *Tavros Capital*	**Incumbent Scholarship Co-Chair** **Ariadne Billy** *FOURWALL*	**Outgoing Scholarship Co-Chair** **Marsella Marsella** *RBH Group*
Incoming University Outreach Co-Chair **Kelly Esch** *Kimley-Horn*	**Incumbent University Outreach Co-Chair** **Kendra White** *BXP*	**Outgoing University Outreach Co-Chair** **Tzara Peterson** *Ennead Architects*

Young Leaders Group

Incoming YLG Executive Co-Chair **Josh Koss**	**Incumbent YLG Executive Co-Chair** **Mayra Juarez Gutierrez** *Wells Fargo*	**Outgoing YLG Executive Co-Chair** **Waverly Neer** *NYC Economic Development Corporation*
Incoming Communications Co-Chair **Danielle Zarnick** *JLL*	**Incumbent Communications Co-Chair** **Stella Marren** *Tishman Speyer*	**Outgoing Communications Co-Chair** **Natalie Sachmechi** *JLL*
Incoming Membership Co-Chair **Jamie Kennedy** *Fenagh Engineering*	**Incumbent Membership Co-Chair** **Michelle Greco** *BBG, Inc.*	**Outgoing Membership Co-Chair** **Ryan McGuirl** *Avison Young*
Incoming Professional Development Co-Chair **Jonathan Cu** *Group PMX*	**Incumbent Professional Development Co-Chair** **Allyson Lisser** *The Praedium Group*	**Outgoing Professional Development Co-Chair** **Marcos Zapata** *Community Preservation Corporation*
Incoming YLG Programming Co-Chair **Nick Takahashi** *Santander*	**Incumbent YLG Programming Co-Chair** **Katherine Salvatori** *RXR*	**Outgoing YLG Programming Co-Chair** **Josh Koss**

NEXT New York

Incoming Executive Co-Chair **Grant Takeda** *Westbrook Partners*	**Incumbent Executive Co-Chair** **Georgina Lalli** *KPF*	**Outgoing Executive Co-Chair** **Karl Mittermayr** *George Comfort & Sons Inc.*
Incoming Executive Vice Chair for Membership **Eric Selbst** *Rockefeller Group*		**Outgoing Executive Vice Chair for Membership** **Grant Takeda** *Westbrook Partners*
Incoming Cohort One Co-Chair **Alfred Yeung** *VHB*	**Incumbent Cohort One Co-Chair** **Tobi Jaiyesimi** *Kasirer*	**Outgoing Cohort One Co-Chair** **Jamie Piazza** *PDCo.*
Incoming Cohort Two Co-Chair **Brienna Rust** *Walter P Moore*	**Incumbent Cohort Two Co-Chair** **Seth Fersko** *Paul Hastings LLP*	**Outgoing Cohort Two Co-Chair** **Eric Selbst** *Rockefeller Group*

LEARN MORE ABOUT OUR INCOMING LEADERS

Annie Yan Bailey

Development Manager | Two Trees Management Company

WLI Co-Chair

Annie Yan Bailey, AIA, LEED AP BD+C, WELL AP, CPHD is a Development Manager at Two Trees Management Company, where she oversees development at the historic Domino Sugar Factory campus in Brooklyn. She leads neighborhood-shaping ground-floor retail, food and beverage, and amenity fit-outs, while advancing public realm improvements and placemaking that continue to transform one of New York City's most vibrant waterfront destinations. Prior to joining Two Trees, Annie spent nearly two decades leading the design and delivery of complex commercial, institutional, and mixed-use projects at Ennead Architects and as an associate partner at Pei Cobb Freed & Partners. Annie holds a Master of Science in Real Estate Development from Columbia University and a Bachelor of Architecture from The Cooper Union.

As Co-Chair of the New York Women's Leadership Initiative (WLI), Annie is excited to create opportunities to recognize, celebrate, and elevate women across every facet of the real estate industry. She believes that building meaningful professional relationships and fostering an inclusive community are essential to strengthening our city's neighborhoods and to cultivating the next generation of industry leaders.

architecture, and mission-driven organizations — including Hill West Architects, Whitehall Interiors, and the Urban Land Institute — she is drawn to the questions of how cities can be built more equitably and sustainably. She holds a Bachelor's degree in Geography from Colgate University.

Jamie Kennedy

Business Development | Fenagh Engineering & Testing

YLG Membership Co-Chair

Jamie Kennedy is a Business Development professional with Fenagh Engineering & Testing, specializing in Special Inspections, Material Testing, and Construction Monitoring Services.

Jamie is responsible for partnering with owners, developers, construction managers, contractors, and architects across the Tri-State area and throughout the country to help successfully deliver projects from concept through completion. Prior to joining Fenagh, Jamie worked in construction sales in Ireland, giving him experience across both business development and client advisory roles. Since relocating from Ireland to New York, he has built a strong network within the city's real estate and construction community while helping bring a number of exciting residential, commercial, educational, healthcare, and infrastructure projects to life across the region.

Jamie holds a Bachelor's degree in Business Management, a

Elsa Yih

Vice President, Asset Management | Denholtz

WLI Membership Engagement Co-Chair

Elsa Yih is Vice President of Asset Management at Denholtz, where she oversees a national portfolio of multifamily, office, and industrial assets. She is responsible for asset strategy, capital markets, refinancing, business plan execution, and investor relations.

Prior to joining Denholtz, Elsa was a Portfolio Manager at Lendlease Americas, managing a $3 billion multifamily portfolio across major U.S. markets. During her tenure, she led portfolio strategy, institutional investor relations, and capital markets initiatives, including approximately $1 billion of construction and inventory financings. Elsa earned a B.S. in Business Administration from the University of Southern California's Marshall School of Business and is an active member of the Urban Land Institute (ULI) and the National Multifamily Housing Council (NMHC).

Erica Garfinkel

Senior Architect & Creative Team Leader | KSS Architects

WLI Communications Co-Chair

Erica is a Senior Architect and Creative Team Leader at KSS Architects. Guided by instinct, empathy, and experience, she approaches design as a dialogue between intellect and intuition, balancing vision and detail to create context-driven architecture. Her portfolio spans multifamily, mixed-use, commercial, and hospitality projects. Prior to joining KSS, Erica's experience includes roles at Morris Adjmi Architects and Gensler. Outside of the office, she is an avid tennis player and volunteer coach and enjoys traveling, drawing from the cultures and places she encounters to inform her work and strengthen her passion for creating spaces that connect people and purpose.

Stephanie Wright

Professor of Practice | Cornell University

WLI Programming Co-Chair

Stephanie Wright is a Professor of Practice in the Paul Rubacha Department of Real Estate at Cornell University with more than 18 years of experience in the broader real estate industry. Her teaching focuses on real estate investment and finance, as well as leading Cornell's New York City Immersion activities.

A frequent speaker and moderator, Stephanie is recognized for bridging institutional real estate practice with graduate education. Before joining Cornell, Stephanie was a Clinical Assistant Professor at the NYU Schack Institute of Real Estate, where she was the Founder and Director of the Schack Real Estate Professional Development & Leadership Hub and received the NYU School of Professional Studies Distinguished Teaching Award. Previously, Stephanie was an Investment Vice President at PGIM Real Estate. There she executed more than $1.5 billion of investments focused on alternative assets and special situations and also led oversight of PGIM's $20 billion East Coast development pipeline, managing joint venture negotiations, development diligence, and construction risk across multifamily and industrial projects. Before PGIM, she worked in Brookfield Asset Management's Private Funds group and began her career in impact investing at Jonathan Rose Companies. She is a member of ULI, where she serves as Programming Chair for ULI New York's Women's Leadership Initiative, and CREFC. She holds an MBA from Columbia Business School, where she graduated with Dean's Honors and Distinction, and a B.A. from Yale University.

Saranya Kanagaraj

Development & Asset Manager | Tavros Capital

WLI Scholarships & Foundation Co-Chair

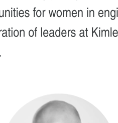
Saranya is a Development and Asset Manager at Tavros Capital. She is involved in the predevelopment and development of over 3 million square feet in NYC. She is a licensed architect and construction project manager, having previously worked at ODA, KPF, and Consigli Construction. As a construction manager, she worked with institutional clients in NYC, including the Bronx High School of Science, Playwrights Horizons, and the Apollo Theater. She enjoys contributing to the built environment in NYC.

Kelly Esch

Senior Project Manager / Professional Engineer | Kimley-Horn

WLI University Outreach Co-Chair

Kelly Esch is a Professional Civil Engineer with Kimley-Horn, where she specializes in land development, site/civil engineering, entitlement strategy, and permitting for complex development projects throughout New York and the Northeast region. With more than 13 years of experience, she has led multidisciplinary teams on a wide range of projects, including multifamily residential, mixed-use, hospitality, industrial, and adaptive reuse. Kelly works closely with developers, architects, attorneys, and public agencies to navigate regulatory approvals and advance projects from feasibility through construction. She is passionate about mentoring young professionals and championing opportunities for women in engineering, helping to foster the next generation of leaders at Kimley-Horn and within the broader industry.



Josh Koss

Hospitality Developer & Real Estate Advisor

YLG Executive Co-Chair

Josh Koss is a hospitality developer focused on the acquisition, development and repositioning of hospitality assets. His experience spans development, investment, operations and legal strategy across hotels, mixed-use and affordable housing projects.

Josh has led real estate development and growth strategy for a design-forward hospitality platform, overseeing acquisitions, development and strategic growth across a portfolio of boutique hotels. He previously practiced real estate law at leading New York firms and served as General Counsel for a national affordable housing developer. Josh holds a J.D. from the University of Virginia School of Law and a B.A. from Villanova University. Josh has been an active volunteer with ULI New York for more than three years and also supports initiatives that advance the creative economy. His approach to real estate is shaped by a belief that the built environment should strengthen communities, foster human connection and create places with enduring cultural value, a perspective informed by his education in the humanities.

Danielle Zarnick

Sales Enablement Manager | JLL

YLG Communications Co-Chair

Danielle Zarnick is a member of the Sales Enablement team at JLL, where she brings her expertise in storytelling, visual communication, and strategy to support the NYC and tristate brokerage. With a career spanning commercial real estate,

Professional Diploma in Project Management, and is currently completing a Master of Science in Business Analytics.

As Co-Chair of the ULI New York Young Leaders Group Membership Committee, Jamie is focused on fostering meaningful industry relationships, growing member engagement, and welcoming new professionals into the ULI community. He is passionate about connecting current and prospective members with the people, programs, and opportunities that support professional growth while advancing ULI's mission.

Jonathan Cu

Associate Project Manager | Group PMX

YLG Professional Development Co-Chair

Jonathan Cu is currently an Associate Project Manager at Group PMX, where he supports capital improvement and redevelopment projects for the Port Authority of New York and New Jersey, including projects across the World Trade Center campus. Prior to joining Group PMX, Jonathan was an Assistant Project Manager at Project Management Advisors, where he represented owners on complex healthcare, commercial, and residential developments throughout New York City. His professional experience includes project planning, stakeholder coordination, construction management, and the delivery of large-scale capital projects. Jonathan holds a Master of Urban Planning and a Bachelor of Arts in Urban Studies and Planning from the University of Illinois Urbana-Champaign.

Nick Takahashi

Senior Vice President | Santander Bank

YLG Programming Co-Chair

Nick Takahashi is a Senior Vice President in Santander Bank's Commercial Real Estate group, where he is responsible for originating, structuring, and managing construction/bridge loans for institutional real estate developers and investors across the United States. He has experience financing a wide range of asset classes, including multifamily, industrial, office, mixed-use, retail, and self-storage.

An active member of ULI New York, Nick has served as a committee member for the Young Leaders Group's Programming Committee for the past two years and is passionate about fostering opportunities for networking, mentorship and professional development. Nick earned his B.S. in Finance and Real Estate from Syracuse University, where he served as President of the Real Estate Club.

Grant Takeda

Principal | Westbrook Partners

NEXT Co-Chair

Grant Takeda is a member of the New York office of Westbrook Partners where he serves as a Principal, and participates in acquisition, value enhancement and realization activities. Westbrook Partners is a privately-owned global real estate investment management company that raises and invests capital on behalf of a diverse group of institutional investors, including public and private pension funds, endowments, foundations, financial institutions and other private equity investors. Mr. Takeda received an MBA from NYU Stern School of Business.

Eric Selbst

Director, Northeast Development | Rockefeller Group

NEXT Vice Chair

Eric Selbst is Director, Northeast Development, for Rockefeller Group. In this capacity, Mr. Selbst is responsible for sourcing, underwriting, due diligence and project management on Northeast development projects. Mr. Selbst has more than a decade of development experience in New York and Washington, D.C., including approximately two and a half million square feet of projects spanning commercial, academic, and residential properties. He recently completed Rockefeller Group's The Dupont, a 40-story ground-up residential tower in Greenpoint, Brooklyn. Mr. Selbst previously worked on Rose Hill, an approximately 120-unit, 170,000-square-foot high-end condominium development in Manhattan's NoMad neighborhood. He has also worked on the company's redevelopment of the East Plaza at 1221 Avenue of the Americas. Mr. Selbst received his bachelor's and master's degrees from George Washington University.

Alfred Yeung

Transportation Planning Lead | VHB

NEXT Cohort 1 Co-Chair

Alfred Yeung is a transportation engineer with 19 years of experience supporting real estate and institutional development projects across New York City. He has contributed to numerous environmental impact statements, master plans, and traffic studies for public agencies and private developers as part of multidisciplinary planning and engineering teams. Alfred is a licensed Professional Engineer in New York State, has been involved with ULI since 2023, and is a member of the Institute of Transportation Engineers.

Alfred has played an integral role in advancing major residential development initiatives across New York City, from citywide policy efforts to site-specific redevelopment projects. He was part of the VHB team that supported the environmental review for the City of Yes for Housing Opportunity text amendment, a citywide initiative intended to expand housing opportunities throughout New York City. He has also overseen transportation impact analyses for major City- and State-led housing initiatives, including the Creedmoor Mixed-Use Project and the 395 Flatbush Avenue Extension project. Alfred led transportation analyses for other complex urban development projects, including the Science Park and Research Campus (SPARC), a major life sciences, health care, and public health education initiative, and 175 Park Avenue, a proposed commercial tower with significant pedestrian and transit improvements at Grand Central Terminal and subway station.

Brienna Rust

Senior Associate / Project Manager | Walter P Moore

NEXT Cohort 2 Co-Chair

Brie is a building enclosure consultant currently working as a Project Manager with the Diagnostics Team at Walter P Moore. Her 12 years of experience include work with both new and existing buildings across the US. She has worked in many sectors including aviation, healthcare, multifamily, commercial, mixed use, and retail. Her passion for building enclosures (facades and curtain wall in particular) has bloomed into an appreciation for the relationships she gets to build with the teams formed around the projects she works on.

She has a bachelor's degree in civil engineering from Santa Clara University and a master's degree in civil engineering from Michigan Technological University. Her master's degree research focused on construction materials in Tanzania and was based on her time serving as a Peace Corps Volunteer there.

THE MISSION OF THE URBAN LAND INSTITUTE

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

OUR MISSION COMMITMENTS

CONNECT active, passionate, diverse members through the foremost global network of interdisciplinary professionals
INSPIRE best practices for equitable and sustainable land use through content, education, convening, mentoring, and knowledge sharing
LEAD in solving community and real estate challenges through applied collective global experience and philanthropic engagement

ULI New York
newyork.uli.org