



WX NEWS

NEW YORK
WOMEN EXECUTIVES
IN REAL ESTATE

SPRING 2017

PRESIDENT'S LETTER



2017 has been another eventful year for WX. Our programming is as robust as ever. The monthly breakfast series featured timely New York real estate topics, from the (much needed) LaGuardia redevelopment to the

preservation and development of Manhattan's historic Pier 57. Networking and special events were expanded to include topics like career development, and provided more opportunities for members to connect. In May, we held Habitat for Humanity's Women Build event for the second year, and the mentoring program matched up 35 Scholars with WX mentors, a record for participation since its inception in 2011.

The WX Charitable Fund named 23 Scholars for 2016-2017, and launched the Summer Internship Grant Program, providing 4 students financial support while working in real estate jobs in New York this summer.

Sarah Queen is our 2017 Woman of the Year. Sara is a long-standing member of WX and has worked tirelessly for the organization, having served in various capacities on the WX Board, in addition to her demanding role as a senior asset manager at Brookfield Properties. I am excited to honor Sara at the WX Annual Gala in November.

In a new chapter for WX, we modernized our look and refreshed our website at wxnyre.com. Next, we will roll out a member portal with a robust member directory, seamless event registration, online dues payment and more, all with the goal of improving communication among members and allowing them to connect with WX on the go.

I am confident the rest of 2017 will bring many more wonderful things for WX. **WX**

- SUZANNE ST. PIERRE

UPCOMING EVENTS

WX JUNE BREAKFAST
Wednesday, June 14, 2017
The Harvard Club

WX SCHOLARS RECEPTION
Tuesday, June 20, 2017
The Century Association
This is a Member & Scholars-only event

WX END-OF-YEAR RECEPTION
Tuesday, June 28, 2017
Bryant Park Grille
This is a Members-only event

WX SMALL TALKS
Friday, July 14, 2017
HUB International
This is a Members-only event

WX SUMMER OUTING
Tuesday July 19, 2017
New York Botanical Gardens

WX WOMEN OF THE YEAR GALA
Thursday, November 16, 2017
The Pierre

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ANNOUNCING THE 2017 WOMEN OF THE YEAR HONOREE: SARA QUEEN

WX is pleased to announce the 2017 Woman of the Year, Brookfield Property Partners (Brookfield) Executive Vice President, Asset Management Sara Queen, for her accomplishments as a leader in real estate and her contributions to WX. Sara has been a WX Inc. Board member for six years, on the WX Scholars Program committee for over six years, and the co-chair of the WX Dinner Committee for the past two years.

Sara Queen joined Brookfield as senior asset manager, a new position in the company, in 2006. She is responsible for the asset management of Brookfield's U.S. office portfolio, which comprises more than 60 buildings



encompassing 45 million leasable square feet in New York City, Boston, Washington D.C. (including suburban Maryland and Virginia), Houston, Denver, Los Angeles, Seattle, and San Francisco. Sara is the chief company representative and liaison with co-investors in Brookfield's U.S. Office Fund, Downtown Los Angeles Fund, D.C. Core Fund, as well as other joint venture partnerships. She is also responsible for the company's occupancy profile, and its annual strategic planning and budgeting activities. Sara oversees Brookfield's lease administration, and previously oversaw Arts Brookfield, its award-winning arts and events group, in addition to serving on the Global Asset Management Committee and the Executive Committee for the U.S. Office Division.

The 2017 Woman of the Year Gala will also pay tribute to Alice Connell, a longtime WX member and previous Woman of the Year recipient who recently passed away. Alice leaves a legacy as a pioneering woman in commercial real estate, who was committed to elevating the profiles of women in the industry. **WX**

>> [CLICK HERE TO VIEW THE FULL WX WOMAN OF THE YEAR PRESS RELEASE](#)

MEMBER PROFILE : LAURA RAPAPORT MAKES “40 UNDER FORTY” LIST

We are proud to report that WX member Laura Rapaport has been named a member of the class of 2017 “40 Under 40” by Crain’s NY Business.

While Laura’s inclusion on such an exclusive list of rising stars is due to her incredible business accomplishments, she has also proven that her desire to help others is as powerful and effective as her professional ambitions.



Laura was a WX Scholarship recipient in 2010-11, became a WX member in 2015, and was elected to the WX Board in 2016. Currently, Laura Co-Chairs the Membership Committee, where she has presided over the induction of a host of young and accomplished women as new WX members. We are so grateful for her hard work and contributions on our behalf.

Laura is a graduate of the University of Pennsylvania and received her MBA with honors from The Wharton School in 2010. She has worked for some of the top real estate companies, including Lehman Brothers and Tishman Speyer. She is currently a Senior Vice President at L&L Holding Company. Congratulations Laura! **WX**

>> CLICK BELOW TO READ THE FULL CRAIN’S “FORTY UNDER 40” ARTICLE



BUILDING OUR NETWORK OF WX MEMBERS – 3/X YEAR MEMBERSHIP ADMISSIONS

We continue to add exceptional women to our membership. To continue the advancement of executive women in all fields of the New York real estate industry, WX has implemented a 3/x year membership admission cycle. The new admissions process will be enacted this fall with the three cycles taking place in September, January and May. Please continue to recommend women you believe are compelling candidates for WX membership, and invite them to one of our upcoming breakfasts at the Harvard Club. An updated process document will be sent to the organization and available on our website.

NEW MEMBERS

We are pleased to welcome the following new members:

Anne Carson Blair, Two Trees Development

Julia Butler, iStar

Catherine Chen, Apollo Global Management

Anar Chudgar, GCM Grosvenor

Christina Derose, Weill Cornell Medical College

Katie Keenan, Blackstone

K. C. Kriegel, PCCP

Alisa Mall, Carnegie Corporation;

Sonya Nath, Deutsche Bank

Christine Patterson, The Blackstone Group

Tiffany Rufrano, Paramount Group

Marta Sanders, Architecture Outfit

Neha Santiago, Goldman Sachs

Nicole Sermier, OchZiff Real Estate

Julie Solomon, Ares

Charlotte Sturgis, Rose Associates

Beth Wolfowitz, The Port Authority of New York and New Jersey

New Members Since September 2016

NEW MEMBERS RECEPTION



WX LAUNCHES NEW NETWORKING INITIATIVES

The new Special Events and Networking Committee successfully kicked off its first season of events with a goal to provide members more opportunities to get to know one another. Evening events included a networking reception in November at Lea Wine Bar, the January Holiday Party at La Fonda del Sol, and networking socials in March and April at Ayza Wine and Chocolate Bar and the Ainsworth Midtown. The next luncheon series, focusing on personal enrichment for smaller gatherings (named “Small Talks”), will be held on July 14 at HUB International, at 5 Bryant Park, and the topic will be “Preparing for Retirement.” In the Fall, the Committee is also planning “Cocktails and Conversations,” with its first topic entitled “In the Middle,” which will address issues faced by those simultaneously raising a family and caring for parents. Other upcoming events include the WX End-of-Year Cocktail Reception at Bryant Park Grill on June 28, and the Summer Outing, which will be a tour of the Chihuly Exhibit with a reception to follow at The New York Botanical Gardens on July 19.

Please contact co-chairs Allyson Martin (Allyson.martin@hubinternational.com) and Jean-Marie Apruzzese (jmapruzzese@draadvisors.com) with future venue and theme ideas, or to join the committee. **WX**

MENTORING PROGRAM: 2016-2017 PROGRAM UPDATE

Now in its sixth year, the Mentoring Program saw record participation, with nearly 40 Mentee-Mentor pairs. Events for the 2016-2017 program year included:

- **Cooking Class** – in September, the program kicked off with a cooking class. Mentor and mentee pairs met for the first time in a fun and informal setting where participants got to know one another through a team-building exercise. The evening concluded with the teams sitting down to enjoy the meal they prepared together.
- **Negotiating Women** – In December, the program hosted an event with speaker Carol Frolinger, J.D., co-author of *Her Place at the Table: A Woman’s Guide to Negotiating Five Key Challenges to Leadership Success*. The interactive and engaging program focused on many aspects of negotiation.

>> ARTICLE CONTINUED ON NEXT PAGE

2016-2017 MENTORING PROGRAM UPDATE CONTINUED

- Exploring Careers in the Real Estate Industry – In January, the program hosted panel discussions on four areas of the real estate industry: investment management, construction/design/architecture, development and capital markets. Mentees and mentors learned about the various sectors and careers available in these areas of the real estate industry directly from WX members who shared their experiences and insights as leaders in their respective fields.
- Networking Reception – For the final event of the year, mentors and mentees gathered for bowling and refreshments at Bowlmor Lanes Times Square, where they enjoyed a casual evening and an opportunity to mingle and network with fellow program participants while reflecting on the program year. **WX**



WX MENTEES At the Negotiating Women speaker event featuring Carol Frolinger, J.D., co-author of *Her Place at the Table: A Woman's Guide to Negotiating Five Key Challenges to Leadership Success*. The interactive and engaging program focused on many aspects of negotiation.



WX MENTEES At the Exploring Careers in the Real Estate Industry panel event in January 2017.

2017 SPRING PROGRAM SPEAKERS

“A Look Ahead into 2017”

Robert M. White Jr. CRE, Founder and President
Real Capital Analytics Inc.

“NYC Lifestyle Hotels What's Hot Now?”

Cheryl Boyer, Chief Operating Officer
Fulcrum Hospitality

Ellen Brown, Executive Vice President
Denihan Hospitality

Randy Gerner, Principal
Gerner, Kronick & Varcarel

Danette Opaczewski, Chief Financial Officer
Sydell Group

Gilda Perez-Alvarado, Managing Director
JLL Hotels

Benita Welch, Principal
Gerner, Kronick & Varcarel Architects

“Pier 57... Google it!”

Michael Rem, Project Manager
RXR Realty

Noreen Doyle, Executive Vice President
Hudson River Park Trust

Giuliana Benedicty, Project Manager
Hunter Roberts Construction Group

“Factors Shaping the Real Estate Lending Landscape”

Andrea Balkan, Managing Partner
Brookfield Real Estate Finance

Sheri P. Chromow, Partner
K&L Gates LLP

Greta Guggenheim, CEO and Partner
TPG Real Estate Finance Trust

Charles Manna, Managing Director
Bank of America Merrill Lynch

“Worst to First: The New LaGuardia Redevelopment”

Patty Clark, Senior Advisor for Aviation Policy
Port Authority of New York and New Jersey

Anne Fletcher, Principal,
HOK

Young Lee, Partner,
Orrick

Patricia Ornst, Managing Director
New York State and Local Government Affairs,
Delta Air Lines

Marion White, Regional Leader of Aviation & Transportation
HOK

“Rebuilding of the World Trade Center”

Lynne B. Sagalyn, Author of *Power at Ground Zero: Politics, Money, and the Remaking of Lower Manhattan*

Robert C. Lieber, Executive Managing Director,
C-III Capital Partners LLC



WX MEMBERS Beth Sapery, Aine Brazil and Ana Bertuna with attendees and students at the Young Women's Leadership School panel discussion in East Harlem this past April.

CHARITABLE FUND INITIATIVES

The WX Charitable Fund sponsors numerous WX initiatives, including the Scholars Program, the new Summer Internship Grant Program, the Mentoring Program, Conversations &



Perspectives, and grants to NEW (Nontraditional Employment for Women). In addition, the Fund is also responsible for our grant to the Young Women's Leadership School. The grant helps pay for a fulltime college counselor at the East

Harlem school, financial assistance counselling sessions for parents, and campus visits. This spring, two WX members (Aine Brazil and Ana Bertuna) and a WX Scholar/mentee, Stephanie Williams, moderated a panel discussion for the school's junior class. The panelists described their backgrounds and career paths, current jobs and goals, and fielded a range of questions from the students.

Contact Kayla Jowski for more information on the many volunteer opportunities with the Young Women's Leadership School. **WXww**

SCHOLARS AWARDS AND SUMMER INTERNSHIP GRANT ANNOUNCEMENTS

The WX Charitable Fund recently announced the selection of 23 Scholars awards — seven merit awards and 16 merit plus financial scholarship awards — totaling \$124,500 for 2017. The Scholars awards are given to accomplished women at the end of their undergraduate or graduate degree programs entering the real estate profession in the New York area. This year, 16 schools participated in the program. In addition, WX piloted its Summer Internship Grant Program, awarding four stipends to help students interested in developing careers in real estate and related fields. **WX**

>> [CLICK HERE TO VIEW THE FULL WX SCHOLARS AND INTERNSHIP GRANT PROGRAM PRESS RELEASE](#)

WX would like to thank the members who presented to each of the schools on behalf of WX, as well the dedicated committee members who reviewed this year's applications:

Ana Bertuna, Tishman Speyer; **Cheryl Boyer**, Fulcrum Hospitality; **Carolyn Brooks**, Array LLC; **Wanda Chin**, The Community Preservation Corporation; **Beth Demba**, Hines; **Merrie Frankel**, Minerva Realty Consultants, LLC; **Lauren Holden**, Clarion Partners; **Karen Horstmann**, Norges Bank Investment Management; **Maria Kastanis**, People's United Bank; **Ellen Kendall**, Rutgers University; **Deborah Levinson**, CohnReznick; **Robin Levitt Topol**, Meister Seelig & Fein LLP; **Carri Lyon**, Cushman & Wakefield; **Sara Queen**, Brookfield Properties; **Beth Sapery**; **Paula Schaefer**, Clarion Partners; **Bonnie Sellers**, Christie's International Real Estate; **Suzanne St. Pierre**, Venable; **Jennifer Stewart**, JPMorgan; **Margaret Waters**, Bessemer Trust; **Benita Welch**, Gerner Kronick Valcarcel Architects PC; **Ione Wilsmann**, US Steel **WX**



WX MEMBERS Joanne Douvas and Christine Patterson with Mentee Sarah Murdoch at the WX Habitat for Humanity Women Build in May 2017.

GET (& STAY) CONNECTED

Let us know how you like WX's new look! We recently updated our logo, modernized our "look and feel," and relaunched our website, which can still be found at wxnyre.com. Stay tuned for the relaunch of our Member Portal later this summer, which will feature a more detailed, searchable directory; event information and registration; committee and group pages, calendars, and message boards; document sharing; a Master Calendar; and mobile access.

Stay connected with WX through social media. Access the most up-to-date information on programs and events, communicate with other members and scholars, and expand your professional network by adding WX, Inc. to your online profiles.

Follow us on Facebook at **WX - Women Executives in Real Estate**



Follow us on LinkedIn at **WX - Women Executives in Real Estate**



VISIT the **WX Member Database** to find details on all WX Members. If you don't have your password, you can retrieve it once you click to the database.



Changed positions? Have new contact details? Alert association management to maintain updated profile. Email info@wxnyre.com



WX MEMBER Ellen Kendall with WX Scholars Rezuana Uddin and Maria Burgos from Rutgers University.

2016-2017 WX SCHOLARS

Baruch College

Megan Rappa

The City College of New York

Wei Ying Zhang, Justyna Drozdz, Vionna Wai, Peiying Jiang, Cindy Santamaria, Kathleen Bender

Columbia University

Morgan Mann, Maibi Rojas, Luiza Loureiro

Cornell University

Ana Kalugina

Georgetown University

Lena Duffield

Lehigh University

Jennifer Blum, Lynn Babich

Massachusetts Institute of Technology

Midori Wong, Paige Pitcher

New York Law School

Melissa Abraham

New York University

Kristen Knapp

Pratt Institute

Manjusha Patnaik

Rutgers University

Maria Burgos, Rezuana Uddin

University of California Los Angeles

Nora Collins

University of Pennsylvania

Catherine Droser

2016-2017 WX INTERNSHIP GRANT PROGRAM RECIPIENTS

The City College of New York

Robynne Heymanns

Columbia University

Mandy Yeung

University of Pennsylvania

Elizabeth Powers, Alejandra Ramos

WX 2017 SPRING EVENT RECAP

WX hosted a series of informative programs this year. The 2017 spring breakfast series focused on timely issues such as the new LaGuardia Airport redevelopment, the redevelopment of Pier 57, New York City Lifestyle Hotels, and the Arts and Real Estate.



1. Panelists Patty Clark; PANYNJ, Young Lee; Orrick, Patricia Ornst; Delta Air Lines, Marion White; HOK, Anne Fletcher; HOK with WX Member Elise Wagner at the May Breakfast Meeting: The New LaGuardia Recdevelopment
2. WX Members and Guests listen to panellists at the WX Perspectives Event: The Arts and Real Estate
3. WX Member Sasha Durcan with WX Scholars Sarve Eshtehardi and Kelsey Bodenstab at the WX January Breakfast
4. WX Members Barbara Flusk and Maria Kastanis at the WX New Members Reception
5. Panelists at the WX February Breakfast: NYC Lifestyle Hotels: What's Hot Now?
6. WX Panelists at the April Breakfast: Today's Real Estate Lending Landscape
7. WX Members Elise Wagner, Paula Kirby and Wendy Rowden at the WX 2017 Perspectives Event: The Arts and Real Estate
8. WX Members Dana Roffman and Carly Miller at the WX May Breakfast
9. WX Member Charlotte Sturgis with fellow Panelists at the WX April Breakfast: Pier 57...Google it!

WE WELCOME YOUR INPUT The leadership of WX is committed to fostering new opportunities to network, connect with colleagues and hear stimulating speakers at breakfasts and panel discussions with your continued support. We look forward to your attendance at events and, as always, we welcome your input. Please feel free to contact us at info@wxnyre.com with your ideas, concerns or thoughts as to how we can make WX even stronger.



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