



WX NEWS

NEW YORK
WOMEN EXECUTIVES
IN REAL ESTATE

WINTER 2018

PRESIDENT'S LETTER



As we start the New Year, I look back on 2017 and marvel at the level of growth and activity we have experienced at WX. All you have to do is read this newsletter or go on our website to appreciate the quality and amount of the programming, the increase in membership, the growth in the mentoring program, the success of the gala – I could go on. But I won't

because I want to talk to you about a new initiative we are launching at WX called "Building our Businesses Together." This initiative will focus on WX members creating more business opportunities for one another.

As an example, WX members Pat Hauserman and Julia Murphy find themselves working side-by-side at Citi's Headquarters, located at 388-390 Greenwich Street in Tribeca, an office tower repositioning project Pat is overseeing in her role as Senior VP, Building Repositioning Sector Lead at AECOMTishman. As Senior Architect on the project, Julia leads a large group of SOM professionals designing this 2.3 million s.f. corporate headquarters transformation. It is especially challenging as the building is fully occupied during construction. When considering new opportunities or in pursuing work, both Pat and Julia look to the WX community to build professional relationships and create opportunities to work together. Let's all follow this example, and make a New Year's resolution to increase professional opportunities for one another.

Of course, the first step in the process of working with and providing referrals to WX members is knowing who has the expertise you need. That means talking more about our businesses, and learning more about the expertise of fellow members. To that end, we have started several initiatives to assist you to learn more about our members and what they do, and to help you to educate fellow members about your talents. One initiative, in this issue, is our "Member Profile" series, where we highlight a WX member who has contributed extraordinary service to WX, has recently received an industry award or recognition, or is working on a fascinating project. She could be one of our long-standing members who might already be well-known in the industry, or she could be a relatively new member who is doing great things but might need a little more recognition and exposure. We hope to shine a spotlight on our very special members by sharing their stories with you.

Another initiative is our upcoming "speed meeting" event, scheduled for late winter, where you can learn more about members you know, meet new members, and educate other members about your background and areas of expertise.

In addition, a great resource for tapping into the wealth of our membership's industry expertise is our new Member Directory. If you haven't done so recently, please take a moment to update your professional information in the member directory, so other members can find you when searching for referrals or business opportunities.

I begin the New Year with an appreciation for all that our members have done for each other, as well as a commitment to work together to create even greater opportunities for our members in the year ahead. I hope you will join me. **WX**

– SUZANNE ST. PIERRE

UPCOMING EVENTS

WX POST-HOLIDAY PARTY

Thursday, January 11, 2018

6:00 PM – 9:00 PM

The Campbell Apartments

This is a WX Member-only event

WX JANUARY BREAKFAST:

A LOOK AHEAD WITH

ROBERT M. WHITE

Wednesday, January 17, 2018

8:00 AM – 10:00 AM

The Harvard Club

WX MENTORING PROGRAM:

CAREER PANEL

Wednesday, January 24, 2018

6:00 PM – 9:00 PM

Bryan Cave, LLP

This is a WX Mentor and Mentee-only event

WX NETWORKING LUNCHEON – RETIREMENT PLANNING

Thursday, January 25, 2018

12:00 PM – 2:00 PM

HUB International

Limited Space Available

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WX MEMBER PROFILE: SPOTLIGHT ON LIVIA CORREDOR

NY General Counsel, Forest City Realty Trust

WX Member since 2015 – Currently serving on the WX Mentoring and Programs Committees



What does a typical day look like for you and what are you currently working on?

I watch the sun rise from my apartment at 461 Dean Street, peruse the news over breakfast, try to fit in a quick run or cycle, and hop on a Citi bike for an 8-minute ride to work. Then there are lots and lots of

meetings in which the legal department is either leading the charge or giving advice. I am currently working on a joint venture restructuring, a low-income tax credit syndication for one of the all-affordable buildings at Pacific Park, creation of a condominium structure for Pacific Park buildings, strategizing on litigation affecting the project, and supervising lawyers working on a number of sales, from a one-off Pacific Park building to Forest City's retail portfolio in NY, and the development of the Nassau coliseum retail project. I report to the general counsel of the parent company in Cleveland, and supervise the legal department here in NY. Bruce Ratner created a company where lawyers are highly respected and involved in every aspect of the business – it's a dream job for a real estate lawyer. And, having MaryAnne Gilmartin as the CEO makes it a dream job for a woman real estate lawyer. My evenings often involve attending events honoring Bruce or MaryAnne, or events held by law firms who provide (or seek to provide) services to the company.

If you could choose anyone, who would you pick as your mentor?

That's a tough one. Rather than one person, I would say that I have a number of friends who inspire me with their courage, honesty, passion, and self-respect, while carving out time to have fun.

What is your motto or personal mantra?

I was raised by a single mother who taught me the following mottos: A healthy mind in a healthy body. What doesn't kill me makes me stronger. I added one more over the years: You are good enough.

What's your favorite tip for someone in our industry?

Don't hide behind your work.

How did you first get involved with WX?

I was in charge of an initiative at Forest City designed to empower the women working at the company. My friend, Beth Zafonte, brought me to a WX breakfast so I could meet women who had great ideas on activities

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and programs. I was blown away by the women I met, and thrilled to reconnect with women I had worked with over the years, including old friends from elementary school and law school. And the breakfast programs were incredibly interesting.

What has surprised you most about working with WX

The warmth and generosity of the membership towards me, as a relatively new member, and towards the young women who are starting in the industry and obtaining mentorships and scholarships from WX. WX members give very generously of their time and expertise.

What do you enjoy most about WX?

WX provides a community and network of very intelligent and accomplished women who become your friends and allies in the world of real estate. WX's programming also gives me up-to-date, substantive information regarding the recent trends in the business. I confess that I love the tradition of the galas honoring a woman of the year. I have been attending those even before being a member, as a guest, and inhaling the energy coming from a room filled with women honoring one of their own. And, even though I know I will cause its demise, I love taking home a beautiful orchid. **WX**

WX MEMBER HIGHLIGHTS

WX would like to highlight our members' many successes and industry recognitions. If you know of a member who has recently received an award or recognition for a job well done, please share that news with us by contacting Kayla Jowski at kjowski@bermangrp.com.

MENTORING PROGRAM: 2017-2018 UPDATE

The WX Mentoring Program has reached a record number of 50 Mentor-Mentee pairs this year! In the works is a further expansion of the program to include alumnae of the Scholars and Mentoring Programs through the creation of an alumnae network and the addition of junior mentors to the Mentor-Mentee pairs.

High Seas Adventure | The program kicked-off the year with its first event in September. WX Mentor-Mentee pairs met and gathered with other program participants aboard a cruise that left from Chelsea Piers to tour the New York skyline from the Hudson and East Rivers. The evening was a spectacular success. Mentor-Mentee pairs met for the first time



NEW MEMBERS

WX is proud to announce that Rachel Loeb, Director of Development at The World Wide Group, will be taking over as Co-chair of the WX Membership Committee alongside Laura Rapaport, Managing Director at L&L Holding Company. WX is committed to having a diverse membership that includes members from different backgrounds, different sectors of the real estate industry, and different levels of experience. Please continue to recommend highly qualified candidates to the membership committee and remember to invite the candidates to our upcoming breakfast events.

NEW MEMBERS SINCE OCTOBER 2017

We are pleased to welcome the following new members:

Kate Bicknell,
Forest City Ratner Realty Trust
Gena Cheng,
USAA Real Estate Company
Jackie Hamilton,
Macquarie
Katherine Kelman,
L+M Development Partners
Hope Knight,
Greater Jamaica
Development Corporation
Onay Payne,
Clarion Partners
Caitlin Simon,
Cushman & Wakefield

GET (AND STAY) CONNECTED

The new WX website and Member Portal can keep you connected to WX, its members and programs at all times. The site is mobile friendly, and allows you to register for events, find member contact information, and check on upcoming WX activities right from your mobile device. Have you recently changed jobs or contact information? Be sure to log onto the Member Directory and update your Profile so we have the most current information available to our members. If you don't have your password, you can retrieve it when you attempt to log in, then save your password for quick and easy access on your laptop or phone. Visit us at wxnyre.com

and became acquainted. Even the remnants of Hurricane Jose were not enough to dampen the enthusiasm and enjoyment of the evening.

Your Story, Your Brand | In November, the program's second event was a workshop on personal branding led by Mindful Leaders Academy CEO and Founder Jenifer Madsen, who led a collaborative workshop designed for mentoring pairs to work together. This well-received event provided an opportunity for mentoring pairs to focus on how each individual can define and communicate her personal brand and improve her professional and personal marketing opportunities.



Ultimate Career Night | The Mentoring Program is planning to host its third annual Career Night event this January. Participants will attend two of five panel discussions featuring WX members as panelists discussing their careers in the following areas: Investment Management; Construction/Design/Architecture; Development; Hospitality and Capital Markets. These interactive sessions are designed to encourage questions and allow the discussion to evolve and address areas of interest for participants.

Networking Reception | The final event of the Mentoring Program's year will provide an opportunity for Mentees to network with each other, their Mentors and the WX membership over cocktails. Be on the lookout for the invitation to this fun event! **WX**

NETWORKING COMMITTEE: 2017-2018 UPDATE

The Networking Committee is focused on delivering events in 2018 that address three primary areas of membership interest: education, professional development and simply meeting and networking with



other members. On January 11th, the WX Post-Holiday Party will be held at the lovely Campbell Apartments at Grand Central, providing us all with a scheduled opportunity to mix and mingle. On January 26th, the Committee will offer the first of its small group Luncheon Series. This first event will be education-focused on the topic of financial planning for retirement. Subsequent months' luncheons will be either education-focused or will focus on one of the top three professional-development topics selected by our membership in the most recent membership survey. In May, the committee plans to offer an evening speed-meeting event, to encourage members to broaden their personal relationships within WX. The WX year will wrap up with the End of Year Reception in June and the WX Summer Outing over the summer.

If your firm is interested in providing education on a real estate topic at a future luncheon, please contact Allyson Martin (allyson.martin@hubinternational.com) or Jean-Marie Apruzzese (jmapruzzese@draadvisors.com). **WX**

SCHOLARS PROGRAM: NOW ACCEPTING APPLICATIONS FOR 2018 SCHOLARS

The WX Scholars Program, an initiative of the WX Charitable Fund, is looking forward to another successful year of supporting bright and talented young women who are completing their undergraduate or graduate degree programs and who will be entering the real estate profession in the New York metropolitan area. Since 2004, WX has made 245 awards totaling \$1.14 million to women at 14 schools. The WX Scholars are invited to participate in a Mentoring Program for 2 years, attend bespoke programming designed for the Mentees, and are invited to WX membership programming and activities on a select basis. Participating schools include Columbia University, New York University, Baruch College, New York Law School, City College of New York, Pratt Institute, Rutgers University, University of Pennsylvania, Georgetown University, Lehigh University, Yale University, Harvard University, Cornell University, and Massachusetts Institute of Technology.

Application materials are now available on WX's website, and will be accepted until February 23, 2018.

The Scholarship Committee comprises WX members who are each dedicated to maintaining school contacts, reviewing applications, and interviewing applicants.

Please contact Co-chairs Maria Kastanis (maria.kastanis@peoples.com), Wanda Chin (wchin@communityp.com) and Barbara Flusk (bflusk@citco.com) if you would like to join the Committee or have questions about the program.

For more information on the WX Scholars Application, please visit:

www.wxnyre.com/scholarship/apply **WX**



2017 WX WOTY GALA



WX Member Carmen Bowser with past WX Scholar Lauren Richter



WX Woman of the Year honoree, Sara Queen, and WX President, Suzanne St. Pierre



Introductory speaker Marjorie Tsang with honoree Sara Queen



WX Inc. Board Members



WX Members and Guests



WX Board Member Sonia Bain with fellow WX Members and Guests

WOMAN OF THE YEAR: 2017 GALA RECAP

WX held its 2017 Annual Woman of the Year Gala honoring Sara B. Queen on Thursday, November 16, 2017 at The Pierre in New York City. The gala raised over \$600,000 in support of the WX Scholars Program, in a record-breaking fundraising year for the organization. Marjorie Tsang, Visiting Scholar with the Johns Hopkins University School of Advanced International Studies and current Vice President of the WX Charitable Fund Board of Directors, introduced this year's WX Woman of the Year honoree, stating "Sara was always on the scene and a superstar prodigy from the beginning." Ms. Queen has been an active member of WX for many years, participating in multiple WX committees, including the WX Scholarship committee, and previously serving as co-chair of the WX Gala. She currently sits on the WX Charitable Fund Board of Directors, and is a past WX Inc. board member. **WX**

[Click Here to view all 2017 Woman of the Year Photos](#)



PROGRAMMING COMMITTEE: 2017-2018 UPDATE

The WX Breakfast winter series is expected to feature panels on the state of the retail real estate market, real estate resiliency in the face of climate change, the evolution of the New York City multifamily market, as well as select tours of sites that are still in the development stage. The WX Breakfast Series and tours are run by the WX Programming Committee, which welcomes suggestions for consideration for the 2018-2019 season. Please reach out to Miriam Harris at Miriam.harris@tphs.com. **WX**

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.

2017 FALL PROGRAM SPEAKERS:

“Foreign Capital Investment in New York City Real Estate”

Nathalia Bernado, Paul Hastings LLP

David Hamm, Deutsche Asset Management

Marion Jones, Ackman-Ziff Real Estate Group

Stephen Muller, SUMI Properties Group

“Governors Island’s Next Chapter”

Merritt Birnbaum, Friends of Governors Island

Michael Samuelian, Trust for Governors Island

“Regional Plan Association’s Fourth Plan”

Tom Wright, Regional Plan Association

[Click here to view all WX Programming event photos](#)



1. WX Member Hope Knight, with guest Cindy Lou Cuesta at the WX December Breakfast
2. WX Members, Scholars and guests at the WX December Breakfast
3. WX Members Onay Payne and Marjorie Tsang at the WX December Breakfast
4. WX Programming Co-chair Elise Wagner with speakers, Michael Samuelian and Merritt Birnbaum
5. WX Member Melanie Meyers with guest Allison Ruddock at the WX November Breakfast
6. WX Programming Co-Chairs Elise Wagner and Miriam Harris with Speaker Tom Wright, at the WX December Breakfast
7. WX panelists Nathalia Bernado, David Hamm and Stephen Muller at the WX October Breakfast
8. WX Members Lauren Holden, Lisa Brill and Karen Ramos at the WX October Breakfast
9. WX Members Cheryl Boyer and Amy Applebaum at the WX October Breakfast
10. WX Member, Marion Jones, moderating with fellow panelists Nathalia Bernado, David Hamm and Stephen Muller, at the WX October Breakfast



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