

## KEY LEADERS OPPORTUNITIES

This newsletter provides information and highlights opportunities for Global Governing Trustees, Trustees, and ULI Foundation Governors.

June 2020

Logan,

As we continue to adapt to the ever-changing circumstances caused by COVID-19, we must also reflect on the senseless killings of Black Americans, George Floyd and Breonna Taylor among them, and the continued injustices faced by Black people every day. As ULI member and staff leadership expressed in the **June 17 email**, ULI is committed to acknowledging the history of racist practices in urban planning and development and to providing leadership in bringing about the change our communities need. This effort will include increasing the number of people of color in ULI across membership, staff, leadership positions, and speaking positions; developing best practices to address systemic racism in real estate and development; and engaging all ULI networks in this important work. ULI believes that you, as leaders in our industry and our communities, have an important role to play in making progress in diversity, inclusivity, and social equity in your companies, and we will support you in your efforts to bring the change needed in our communities. ULI members can contribute to the efforts outlined above by designating The Fund for ULI gifts to the **Diversity, Equity, and Inclusion Initiative**. Together we can make a difference.

These past several months have also shown us the importance of engaging with others in whatever manner possible. In this issue of “Key Leaders Opportunities,” we share how Key Leaders have stayed engaged during this time and include opportunities to get involved moving forward. We hope you will explore the opportunities in this newsletter—including the ULI Curtis Infrastructure Initiative and the new product councils—and let us know what interests you. We also invite you to join us for the third Key Leaders First Webinar Series, taking place Wednesday, July 1.

Please do not hesitate to reach out to me or my colleagues if you have any questions about the Key Leaders Network, or if you are interested in increasing your engagement

with ULI. I wish you and your loved ones good health throughout these challenging times.

Best regards,  
Mary Beth

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## Key Leaders Network Updates

### Welcome New Global Governing Trustees to the Key Leaders Network

**Thirty-eight ULI members** will begin four-year terms as ULI Global Governing Trustees beginning July 1, becoming part of the ULI Key Leaders Network by virtue of their election by the ULI membership. We look forward to their engagement in ULI.

### Update from the ULI Foundation – Recent Gifts



ULI Trustee and Foundation Governor Patrick Phillips recently made a charitable bequest to ULI in the amount of \$500,000. The bequest is dedicated to advancing the Institute's research and education programs, and to enhancing efforts to foster a more diverse membership within ULI specifically and the real estate industry more broadly. Previously a member of the ULI Foundation's Julia Morgan Society, Patrick is now a member of the Daniel Patrick Moynihan Society and the James J. Curtis Society for Planned Giving, thanks to his generous gift.

We also thank Jeff Stack, managing director of the Sares



Regis Group and ULI Trustee and Foundation Governor, and his wife Nancy for their \$250,000 gift from the Nancy and Geoffrey Stack Family Foundation. A longtime supporter of ULI, Jeff is a member of the Charles Fraser Society.

ULI is grateful for the generous philanthropic investments from Key Leaders. To learn how you can strengthen and support the Institute's mission through the ULI Foundation, please contact [Phillip Horne](#).

The ULI Foundation's newly created philanthropic societies—named in tribute to ULI pioneers and significant figures in the global real estate and land use professions—recognize and honor the generous donors who are committed to leadership in ULI's research and mission-focused efforts in support of our global communities. You can find a full listing of the philanthropic societies [here](#).

## Key Leaders Network Staffing Update

In an effort to refine the organizational structure of ULI, staff leadership recently announced a series of staff changes. One of these is the transition of Jason Twiss, vice president, Global Leaders Program, to vice president, Product Councils. Mary Beth Corrigan will continue to oversee the Key Leaders Network and global governance at ULI with the support of Logan Bridge, associate, Key Leaders. Although Jason will be changing teams, he will continue to stay connected and work with many Key Leaders in his new role with Product Councils. If you need anything related to the Key Leaders Network, please reach out to [Mary Beth](#) or [Logan](#).

Reminder: Key Leaders Directory and Key Leaders Webpage—Important Resources Now Available to You!

**Key Leaders Directory**—*Connect with other Key Leaders*

**Key Leaders webpage**—*Get up-to-date information on the Key Leaders Network and find ways to engage.*

## ULI Events

### Americas | 2020 ULI Fall Meeting

With the cancellation of the 2020 ULI Spring Meeting due to the COVID-19 pandemic,

there is still uncertainty regarding holding an in-person gathering for the 2020 Fall Meeting. As we look to San Francisco in October, government and health agency directives are quickly evolving, affecting a final decision. However, some things are certain:

- The safety and well-being of ULI members and staff remain the primary concern.
- As we plan for the meeting, we will be exercising sound fiscal oversight of ULI resources.
- ULI has a commitment to deliver on its mission and advance the industry this fall.

ULI staff members are focused on a virtual meeting strategy that would either replace or complement an in-person meeting. Virtual elements of the meeting would be designed to capture both relevant industry content as well as the unique characteristics of the Bay Area.

ULI will share more information on delivering a Fall Meeting, with added clarity on the format of the event, during July.

## Europe | 2021 ULI Europe Conference

February 8–10, 2021  
Brussels, Belgium  
Registration Opening Soon!

## Americas | **\*\*SAVE THE DATE\*\*** 2021 ULI Spring Meeting

May 10–12, 2021  
Denver, Colorado

## Asia Pacific | 2021 ULI Asia Pacific Summit

May 25–27, 2021  
Grand Hyatt Tokyo, Tokyo, Japan

**REGISTRATION NOW OPEN**

The **Post-Summit Study Tour** will take place May 28–31, 2021.

\*To find events from our local district councils, national councils or regional offices, see our [full event listing](#).

# Webinars of Interest to Key Leaders

ULI is embracing new ways for members to connect and share best practices globally online. Through the enhanced webinar series, all members are able to continue to access business-applicable information on a wide range of topics, as well as the latest insights on how the industry is tackling COVID-19.

## Featured Upcoming Webinars:

- **\*\*FOR KEY LEADERS ONLY\*\*** July 1, 11:00 a.m.–12:00 p.m. EDT: ULI Key Leaders First Webinar Series—What’s Next: The Future of Real Estate

Current events are affecting—and shaping—the industry in the short and long terms. But what real changes are being made in how we live, work, and play? How is the industry adapting? And what changes do we need to make to our business models? Moderated by Key Leader Bill Kistler, the panel will include Key Leaders Toni Alexander, Ken Bernstein, and Adam Weers.

The Key Leaders First Webinar Series, an exclusive benefit for ULI's Key Leaders, is a closed forum where you can hear from leading experts and engage on issues most relevant to you moving forward.

**REGISTER NOW**

- June 29: **ULI Americas: Leadership in Turbulent Times**
- May 27: **Living on the Edge: Sea Level Rise**
- June 1: **ULI Europe Webinar: Confronting the Pandemic—What’s Going On in Capital Markets?**
- July 8: **ULI Asia: The Meaning and Metrics of Building People Places**

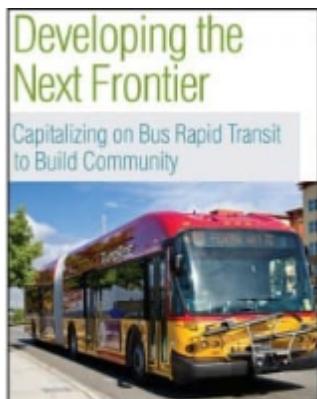
## Featured On-Demand Offerings in Knowledge Finder:

- March 27: **ULI Leadership Series: Leading Through Disruption**
- April 17: **ULI Leadership Series: Leading Through Disruption: Navigating the Capital Markets in the COVID-19 Pandemic**
- May 8: **ULI Leadership Series: Leading through Disruption: Envisioning the Cities of Tomorrow**
- 2020 Spring Meeting Webinar Series: Recordings of all 2020 Spring Meeting webinars are available on **Knowledge Finder**

*\*For a full list of upcoming and on-demand ULI webinars taking place around the globe, [click here](#).*

**Upcoming Engagement Opportunities**

## Sharing Knowledge



### Participate in the development and work of the new ULI Curtis Infrastructure Initiative.

The mission of the Curtis Infrastructure Initiative, funded through a gift from the late Jim Curtis, is to identify and promote infrastructure solutions that make cities better. Recognizing that the infrastructure we build today will shape our communities for generations to come, the Initiative works with ULI's district councils to support infrastructure investment at the local level that is smart, resilient, equitable, and sustainable, and that helps drive long-term economic value.

The Curtis Infrastructure Initiative will be launched late this summer. If you are interested in getting involved with this new ULI initiative, please email [Mary Beth Corrigan](mailto:Mary Beth Corrigan).



### Join a new product council.

ULI is currently exploring the addition of two new product councils to the program—the Airport Development Council and the Self-Storage/Logistics Council. These councils are in the conceptual phase, with the goal of developing respective mission statements and membership bases. The product council team is also currently holding content-based webinars to generate interest and raise the profile of these topics as a segment of ULI's membership. Timing for formal inclusion into the ULI Product Councils program will vary and is dependent on a variety of factors. However, opportunities exist to get involved now.

If you would like to learn more about any of the product councils currently in development or discuss your participation in the Product Councils program, please contact [Mary Beth Corrigan](mailto:Mary Beth Corrigan) or [Jason Twiss](mailto:Jason Twiss).

### Speak on a future ULI webinar.

With an increased focus on the virtual delivery of industry content, ULI is continuously developing webinars on a variety of topics, organized through ULI research centers, product councils, and regional and global leadership. To share your wealth of expertise and experience as a ULI Key Leader, consider volunteering to help organize, moderate, or speak on a topic of particular interest to you. We will then connect you with the appropriate staff to



support your participation.

Email Mary Beth Corrigan to discuss your ideas or possibilities for speaking on a ULI webinar.

## Transforming Communities

**Advisory Services: Join a two-and-a-half-day virtual panel or a full- or half-day virtual project analysis session.**



In response to the travel restrictions associated with COVID-19, ULI has developed Advisory Services offerings that can be conducted virtually.

Virtual Advisory Services panels (vASPs) are two-and-a-half-day panels tailored to meet a sponsor's needs and follow the traditional Advisory Services panel process. vASPs convene a multidisciplinary panel of four to six experts with a range of professional backgrounds and whose skills meet the needs of addressing the identified challenge.

Virtual project analysis sessions encourage creative thinking and problem-solving between a sponsor and a multidisciplinary panel of four to six experts on a succinct and direct intractable challenge. These intimate, conversational offerings are structured and facilitated to yield in-depth, project-specific, and pragmatic recommendations in a short period.

### Montgomery County virtual Advisory Services panel

A recent virtual Advisory Services panel, chaired by Key Leader Glenda Hood, reviewed the Montgomery County, Maryland, Planning Department's preliminary recommendations on an update to the Subdivision Staging Policy, offering a national perspective on best practices and resources related to policies that guide growth, infrastructure funding, and school capacity issues.

Contact **Mary Beth Corrigan** to express your interest in serving on a panel or getting more involved in ULI's Advisory Services program.

For opportunities to engage in Europe, contact **Lisette van Doorn**.  
For opportunities to engage in Asia Pacific, contact **Stephanie Ng**.

# Key Leaders Impact

## Key Leaders Contribute to Virtual Council Day Success

Following the cancellation of the 2020 Spring Meeting in Toronto, ULI focused on delivering as much of the program as possible virtually. Product councils play an important role in fulfilling ULI's mission, and ULI worked with the council chairs to provide their councils with the opportunity to continue this work without the benefit of an in-person meeting.

Throughout the eight weeks leading up to Product Council Day on May 14, councils met virtually to share insights and resources, as well as how members are responding to disruption in the industry caused by COVID-19. In total, 61 of ULI's 65 product councils met virtually, and many councils found creative ways to use the virtual platform, such as inviting guest speakers, attending virtual tours, and hosting happy hours.

One such council was the Urban Development and Mixed-Use Council (Red Flight), chaired by Key Leader Diana Reid. Diana and her leadership team organized three virtual council meetings throughout April with panel discussions and guest speakers addressing a range of relevant topics. They also created a shared folder for council members to share resources and best practices.

In addition to the 260 Key Leaders who are members of product councils worldwide, nine Key Leaders serve as chair of their council:

- Toni Alexander, Hotel Development Council
- Jill Hatton, Urban Development and Mixed-Use Council (Platinum Flight)
- Richard Kessler, Urban Development and Mixed-Use Council (Bronze Flight)
- Blake Olafson, Asia Pacific Housing Council
- Richard Perlmutter, Transformative Business Ideas Council
- Diana Reid, Urban Development and Mixed-Use Council (Red Flight)
- Marilyn Taylor, Placemaking Council
- Bob van der Zande, European Urban Regeneration Council
- Mark Wilsmann, Industrial and Office Park Development Council (Green Flight)

We greatly appreciate the contributions of Key Leaders in making Virtual Council Day a success.

With their enlightening and frank discussions, these product council meetings have demonstrated the importance of staying engaged with ULI and your fellow members during this tumultuous time, even as the circumstances prevent us from gathering in person.

## ULI in the News

Recent news coverage of ULI on a global basis:

- *National Mortgage News* | **American Dream leaves family behind mall empire mired in debt**
- *Business Mirror* | **How real estate works for better air quality in the new normal**
- *Quad Cities Online* | **Pedestrian tour of downtown Moline imagines renewal, attractions**
- *CoStar* | **The four triggers needed to unlock retail's Covid-19 paralysis**
- *PropertyWire* | **Housing crisis blamed on failure to build retirement housing**

As Key Leaders and the industry's foremost experts, your insights would be highly valuable in shaping articles related to real estate and land use. If you are interested in speaking to journalists on behalf of ULI, please contact **Mary Beth Corrigan**.

## Who Are ULI's Key Leaders?

**Global Governing Trustees** – Individuals who serve as the high-level leadership group of ULI and are responsible for representing and serving as the voice of the diverse membership in substantive matters related to the advancement of the Institute's mission. Global Governing Trustees serve four-year terms.

**Trustees** – Members who have completed their four-year term as a Global Governing Trustee.

**ULI Foundation Governors** – Members who believe in ULI's ability to create better communities and have committed to ensuring an endowment for the continuation of the Institute's work. The Governor entry contribution level is \$100,000.

ULI is a member-driven organization, and we want to hear from you. Please let us know how you would like to engage in the Institute's programs. You can find a full list of opportunities [here](#). If you do not see something that is quite right for you or for right now, contact us to talk about other opportunities that might fit your interests or schedule.

If you have any questions or feedback on the Key Leaders Network or any other ULI issue, contact Mary Beth Corrigan at [MaryBeth.Corrigan@uli.org](mailto:MaryBeth.Corrigan@uli.org) or 202-624-7136, or Logan Bridge at [Logan.Bridge@uli.org](mailto:Logan.Bridge@uli.org).

Thank you for your commitment to ULI and for all that you do!