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A MESSAGE FROM THE CHAIR

The Americas NEXT Leadership Steering Committee (LSC) has been organizing this past year to bring valuable programming, content, and leadership opportunities to mid-career members at ULI. In furthering the progress of NEXT, I am delighted to share that [Ada Chan](#) has accepted her **new role as the Co-Chair of the Americas NEXT LSC**. Ada is a Senior Vice President at Bank of America (BoFA) based in their Los Angeles office. In her over 9 years at BoFA, Ada has been involved in the capitalization of over \$3B in real estate financings with some of the most reputable Managers and Operators in the industry.



Ada has an extensive track record of volunteerism and leadership within ULI that dates back to her involvement in The Young Leaders Group in 2005. **Ada has served on ULI Los Angeles' District Council in many capacities over the years including her current roles as Advisory Board Member and Capital Markets Council Co-Chair and previous roles in Membership and WLI.** Ada also brings a wealth of experience at the Americas level where she currently serves as Vice Chair of the UDMUC Silver Product Council. Please join me in congratulating Ada!

GETTING TO KNOW WHO'S NEXT

Moving forward, the ULI NEXT newsletter will contain a Q&A segment in order to help members get to know a little about each other. We are kicking off this segment by featuring [Mary Ludgin](#), serving as an Advisor to Americas NEXT Leadership Steering Committee (LSC), and [Jed Gates](#), who serves as the current Co-Chair to the Americas NEXT LSC. **Learn more about Mary and Jed by reading the full Q&A article with the link below.**

MARY LUDGIN

Mary Ludgin, Senior Managing Director, and Director of Global Investment Research at [Heitman](#), oversees a team of 20 individuals across three continents. In this role, Mary and her team track trends related to demographics, economics, and capital markets as they affect the operations of and pricing for commercial real estate.

Mary currently chairs the board of [ULI's Randall Lewis Center for Sustainability in Real Estate](#) but has served in various positions over her two decades in ULI including [Global Trustee](#) and chair of the [ULI Chicago](#) district council. She holds an AB from Vassar and an MA and Ph.D. from Northwestern.

JED GATES

Jed Gates, Partner and Managing Director at [Berkshire Residential Investments](#), is responsible for capital raising and investor relations in Asia, Australia, Canada, and Western United States for all of Berkshire's varied U.S. multifamily investment vehicles. In his time at Berkshire, Jed has been instrumental in helping grow the company's Assets Under Management (AUM) from \$7 billion to \$21 billion including the capitalization of the 3 largest funds in the company's 60-year history.

Jed is currently a [ULI Global Trustee](#) and co-chairs the [Americas NEXT LSC](#). He was previously very involved with the [Young Leaders Group](#), having founded the [ULI San Francisco](#) YLG.

READ THE ARTICLE

TIPS ON JOINING A PRODUCT COUNCIL

One of the top questions asked by ULI NEXT members is, “**How can I be selected to join a Product Council?**” For those unfamiliar with [Product Councils](#), ULI has 68 councils focused on 33 areas of activity in development products and processes such as Affordable Housing, Small Scale Development, and Urban Revitalization, among others. Given the many benefits of being part of a Product Council, it is clear why questions about the Council membership selection process come up often.

After conducting an interview with [Andrea Schell](#), Director of the ULI Product Council Program, the Americas NEXT Communications and Marketing subcommittee **identified tips for joining a ULI Product Council**.

READ THE ARTICLE

If you are interested in joining a Product Council make sure to complete the Navigator application and update your profile information.



JOIN A PRODUCT COUNCIL

[ULI's Airport Development Council \(ADC\)](#) has initiated a program for midcareer professionals interested in the airport/aviation development industry.

This program is designed to strengthen connections between domestic and international airport/aviation communities. Young and midcareer professionals are welcome to join the ADC and take advantage of the ability to meet and engage on the emerging needs of the next generation. [LEARN MORE.](#)

PLEASE NOTE: THIS A FULL MEMBER-ONLY OPPORTUNITY



JOIN NEXT AT THE 2022 ULI FALL MEETING

The ULI Fall Meeting attracts thousands of attendees annually, providing a myriad of opportunities to make one-on-one connections with the people you need to know. By attending, you will build relationships with developers, investors, architects, planners, brokers, academics, attorneys, decision makers, and government—and get the cutting-edge information necessary to build your business. [Learn more and register now.](#)

NEXT Events at the Fall Meeting in Dallas: Tuesday, October 24 (all time in CTS)

1

3:00-4:30 p.m. NEXT Connect

2

5:00-7:00 p.m. Exclusive NEXT Reception, sponsored by HKS Architects

3

9:00-11:00 p.m. After Dinner NEXT Meet Up

Come meet Americas NEXT leaders to hear about the **Americas Region initiatives** being undertaken to better serve the District Council NEXT cohorts. Then join us for **three rounds of facilitated roundtable discussions** with industry experts.

Join fellow mid-career professionals at a state of the art architectural firm in the City Center District for an exclusive NEXT reception.

Registration information coming soon.

Come join your fellow NEXT Fall Meeting attendees for a casual after dinner meet up. This is a no host, no registration, "Buy Your Own" (BYO) event. Members coming from Product Council dinners and dining around town are invited to connect in the City Center District.

Location coming soon.

Use the link below to fill out a quick survey and help us know which topics you are most interested in discussing.

TAKE THE SURVEY

Questions? Contact us via email at YLGNextAmericas@uli.org.

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