

KEY LEADERS OPPORTUNITIES

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

April 2020

Logan,

As I write to you during these unprecedented times, I am reminded how dedicated our Key Leaders are to the mission of ULI, as evidenced by the number of you who have stepped up to help out when we have called upon you. In this issue of *Key Leaders Opportunities*, we highlight some of these examples of giving back through the recently created ULI Leadership Series. We also continue to hear of the wide variety of other ways Key Leaders are participating—and in new ways—in ULI's impact programs and in what has become a significant menu of digital offerings.

ULI is adjusting rapidly to the current situation by quickly ramping up these digital experiences and, most critically, delivering the 2020 ULI Spring Meeting and product council meetings online. We also have new ways for Key Leaders to engage with ULI, some developed out of necessity in response to the current environment. We hope you will take a look at some of these opportunities presented throughout this newsletter—from virtual Advisory Services panels to contributing to new research—and let us know which interest you, both in the short and long term. Specifically, we invite you to join us for the first in a series of webinars exclusively by and for ULI Key Leaders, taking place May 1.

As always, please do not hesitate to contact me or my colleagues if you have any questions about the Key Leaders Network, or if you have ideas about how to increase your engagement, especially in these difficult times. Thank you in advance for all your help, and I wish you and your family good health as we all get through this together.

Best regards,
Mary Beth

Mary Beth Corrigan
Executive Vice President

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Responding to the COVID-19 Pandemic

Read the recent letter from ULI Global Chairman Owen Thomas to the ULI membership about how ULI is responding to the COVID-19 pandemic

ULI Events

Americas | ***CANCELED*** 2020 ULI Spring Meeting

Out of concern for the health of our members and staff, the ULI Global Board of Directors decided to cancel the 2020 ULI Spring Meeting in Toronto and instead hold the 2023 Spring Meeting there. Please email **Jason Twiss** if you still require support regarding your registration.

Announcing the 2020 Spring Meeting Webinar Series

Fifteen webinars. Six weeks. Essential content. From May 11 to June 19 you will be able to engage in webinars with global leaders at the cutting edge of the real estate industry as they share lessons learned and look ahead. The 2020 Spring Meeting Webinar Series delivers the valuable insights for which the ULI Spring Meeting has always been known.

For more information and to register for the series or individual Spring Meeting webinars, [click here](#).

More information regarding the **2020 ULI Fall Meeting** will be available in the June 2020 issue of *Key Leaders Opportunities*.

Asia Pacific | ***NEW DATES*** 2020 APAC Experience the Experience Forum

June 16–18, 2020
Gaysorn Urban Resort, Bangkok, Thailand

REGISTRATION NOW OPEN

**Open to ULI Full Members only. Space is limited.*

ULI Asia Pacific's new forum, the "Experience the Experience Forum—Retail, Hospitality, and Everything in Between," is a one-of-a-kind event exploring the importance of user experience in commercial real estate.

Asia Pacific | * POSTPONED – NEW DATES* 2021 ULI Asia Pacific Summit

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

REGISTRATION NOW OPEN

Following careful monitoring of the COVID-19 situation, we have made the difficult decision to postpone the ULI Asia Pacific Summit in Tokyo, which was scheduled for May 26–28, 2020.

All existing 2020 summit registrants will automatically be registered for the 2021 event and will receive new confirmation details. If for any reason you are unable to attend the rescheduled event, you may cancel your registration at any time until June 30, 2020, to receive a full refund. Please email your request to apacsummit@uli.org.

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

Europe | 2021 ULI Europe Conference

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

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

Key Leaders Network Updates



Welcome Logan Bridge

Logan Bridge joined ULI as associate, Key Leaders, on March 23. Logan will provide administrative and logistical support for the team, help develop valuable and impactful engagement opportunities for Key Leaders, and coordinate communications to the Key Leaders Network. Before joining ULI, Logan worked in membership and operations at an association management company.

Please feel free to reach out to **Logan** if there is anything you need.

Update from the ULI Foundation – **New Philanthropic Societies**

As a result of the Global Strategic Plan, and in alignment with the ULI Foundation's dedicated efforts to further the ULI mission of world-changing impact, the Foundation is pleased to announce an exciting evolution of the Governors Program.

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.

All Governors will receive communication about this change and notification of their recognition level. **You can find a full listing of the philanthropic societies here.** Contact **Alicia Fout**, director of advancement services, with any questions.



Thank you, Connie Moore

Thank you to ULI Foundation board member Connie Moore, ULI Foundation Governor since 2015 and ULI member since 1992, who generously made a planned gift earlier this year, and is now a proud member of the Foundation's two new giving societies, the Charles Fraser Society (\$1 million and above) and the James J. Curtis Society for Planned Giving.

ULI is grateful for the philanthropic support from Key Leaders through a variety of programs, including the Annual Fund, the James J. Curtis Society for Planned Giving, and the new philanthropic societies. To learn how you can commit to furthering the Institute's mission through the ULI Foundation, please contact **Phillip Horne**.

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.*

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 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**
- April 1: **ULI Asia Pacific: Leading Through a Crisis**
- April 8: **ULI Europe: Confronting the Pandemic – Perspectives from Global Real Estate Leaders**

Featured Upcoming Webinars:

- ***FOR KEY LEADERS ONLY*** May 1, 11:00 a.m – 12:00 p.m. EDT: **ULI Key Leaders First Webinar Series – What’s Next: Transitioning Back**

Key Leaders are invited to listen in to conversations among fellow Key Leaders on topics such as managing your teams; providing the needed support, timing, priorities, and technology as a tool; and the challenges faced/lessons learned during these unprecedented times. Moderated by Randy Rowe, the webinar will include Key Leaders Nicholas Brooke, Marty Burger, Cynthia Foster, Anne Kavanagh, Joseph Rose, and Robert Taubman.

REGISTRATION NOW OPEN

- May 13: **ULI Europe: Planning for Tomorrow: How Will COVID-19 Change Our Cities and Communities?**
- May 27: **ULI Asia Pacific: Looking Ahead Post-COVID-19**

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

Upcoming Engagement Opportunities

Sharing Knowledge

Contribute stories of how you or your business are responding to the COVID-19 pandemic.



ULI is seeking insights from industry leaders about how you have been affected by this pandemic. The Institute is exploring some of the following questions:

- How are you supporting your customers, your tenants, your employees, and your community?
- What are the most important changes to building operations/management that will be needed to convince customers, tenants, and employees that properties are safe to be reoccupied?
- How do you see this crisis affecting future building design and development?

If you are interested in sharing your insights on these questions or others to inform ULI's future work, or in serving as a panelist during an upcoming webinar, please email Jason.Twiss@uli.org.

Transforming Communities

Advisory Services: Join a two-and-a-half-day virtual panel or a full- or half-day 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 2.5-day panels tailored to meet a sponsor's needs, following 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.

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.

Since the last newsletter went out in February, the following Key Leaders have served on Advisory Services panels:

- Antonio Fiol-Silva (Austin, Texas)
- Bill Lashbrook (Toronto, Ontario)
- Marilyn Jordan Taylor (Austin, Texas)

To learn more about Advisory Services panels, [click here](#).

Email [Jason Twiss](#) to express your interest in serving on a panel or getting more involved in ULI's Advisory Services programs.

Sharing Knowledge

Contribute your Expertise on Wildfire Resilience



ULI's **Urban Resilience program** is beginning new research on the real estate implications of and best practices to adapt to the threat of wildfires (publication summer 2020). Key Leaders can nominate case studies to profile in the final report or contribute their expertise via a phone interview.

If you've invested in or worked on developments or policy in a wildfire-prone area, please contact [Elizabeth Foster](#) or [Jason Twiss](#).

Transforming Communities

Serve your local district or national council in a leadership role.



ULI district and national councils deliver the ULI mission at the local level by providing strategic guidance and advice on the selection of council priorities, programs, and initiatives, and by supporting the council's outreach efforts to enhance awareness of ULI and to fulfill its mission. Strong leadership is vital to ensuring local success and contributes to ULI's effectiveness globally. As we enter FY21 and encourage your involvement locally, the following positions may be available in your area:

- Chair
- Advisory Board
- Management Committee

If you are interested in exploring the opportunities within your council, please contact [Jason Twiss](#).

For opportunities to engage in Europe, contact [Ruth Carmell](#).

For opportunities to engage in Asia Pacific, contact [Stephanie Ng](#).

Key Leaders Impact

ULI Leadership Series: Leading Through Disruption

Key Leaders Share Insights and Expertise with ULI Members amid Global Pandemic

At the direction of members of the Global Board, ULI recently launched a webinar series titled Leading Through Disruption. The series features ULI member leaders discussing and sharing ideas on topics that are timely and relevant given the global market and current environment under the COVID-19 pandemic. The sessions are a way for ULI to exhibit leadership by bringing the insights and expertise of Key Leaders and members like you to the broader membership, helping position ULI as a stronger and more effective organization.



The first webinar in the series took place March 27 and was moderated by Owen Thomas, ULI global chairman. He was joined by fellow Key Leaders Peter Ballon, Roy March, and Amy Price. The session provided more than 1,500 members with the opportunity to hear the thoughts of these experts regarding the near- and long-term impacts of the uncertainty and change related to the COVID-19 pandemic. To access the full recording of this session, [click here](#).

More than 1,000 members signed up to hear from other Key Leader panelists for the second webinar in the series, Leading Through Disruption: Navigating the Capital Markets in the COVID-19 Pandemic, on April 17. Key Leader Cia Buckley Marakovits moderated a conversation among experts in global capital markets, including Key Leaders Frank Cohen, Mark Gibson, and Schecky Schechner, on the current state of affairs from their perspective, the restrictions they are facing, and how they see differences in the markets as they look toward recovery. The full recording of this webinar is also located on [Knowledge Finder here](#).

Leading Through Disruption: Navigating the Capital Markets in the COVID-19 Pandemic



Cia Buckley Marakovits
President, Co-Chief Investment Officer,
Partner, and Member of the Investment
Committee, Dune Real Estate Partners LP



Mark Gibson
Chief Executive Officer, Capital
Markets, Americas, JLL



Frank Cohen
Senior Managing Director Real Estate,
Blackstone



Michael Graziano
Co-head, Global Real Estate
Investment Banking,
Goldman Sachs



Thomas Flexner
Global Head of Real Estate and Vice
Chairman of Institutional Clients Group,
Citigroup



Schecky Schechner
Managing Director, Co-Head
Americas Real Estate Banking,
Barclays



We continue to receive very positive feedback regarding the quality of the webinar programs and caliber of the speakers who have participated. Additional webinars in the series are currently in development and will take place over the next couple of months. ULI also is looking at how best to continue providing this series as a valuable resource to the full membership later in the year.

If you have thoughts or would like to participate in future webinars in this series, please contact **Jason Twiss**.

ULI in the News

Recent news coverage of ULI on a global basis:

- *South China Morning Post* | **Departure from 'highest bid wins' tender means Central harbourfront reclamation project can really meet its potential**
- *Axios* | **How the pandemic will reshape cities**
- *Daily Mail* | **Nearly a third of US apartment renters didn't pay any rent for April**
- *Reuters* | **Coronavirus could put 1.5 mln U.S. families on cusp of homelessness**
- *Connect Media* | **Columbia University, Pratt Institute Team Wins 2020 ULI Hines Urban Design Competition to Redevelop Miami Site**

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 or 202-624-7136, Jason Twiss at Jason.Twiss@uli.org or 202-624-7026; or or Logan Bridge at Logan.Bridge@uli.org.

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