

ULI New York Announces New Leadership



We are grateful to have volunteer members who are willing to commit their time, effort, and expertise to help us grow and expand the District Council's influence in our region and consistently deliver value to our members. Please join us in welcoming our new leadership!

Marty Burger, Silverstein Properties, District Council Chairman

Robert C. Lieber, C-III Capital Partners, Governance Chair

Dale Todd, J.P. Morgan Asset Management, Mission Advancement Chair

Tara McAdam Kassal, AECOM, Program Steering Committee Co-Chair

Maria Masi, Brookfield Property Group, Housing Council Co-Chair

Carrie Lee, Landauer Valuation & Advisory and **Jon Salony**, Bayberry Advisors, UrbanPlan Co-Chairs

Belinda Watts, Gensler, Women's Leadership Initiative Co-Chair

Lauren Sanders, Zeckendorf Development, YLG Program Committee Co-Chair and **Katie Paxton Christ**, Hightower, YLG Outreach Committee Co-Chair

Lola Bellini, Wafra Partners and **Scott Sambade**, Appian Real Estate, Mentor Program Co-Chairs

We thank the following outgoing leaders for their exceptional service to the District Council:

Robert C. Lieber, C-III Capital Partners, District Council Chairman

Richard Kessler, Benenson Capital Partners, Governance Chair

Tiffany Lau, Vornado Realty Trust, Mission Advancement Chair

Lauren Cahill, AvalonBay Communities, Housing Council Co-Chair

Dale Todd, J.P. Morgan Asset Management, Program Steering Committee Co-Chair

Margaret Blakey, Rhodes Associates, Women's Leadership Initiative Co-Chair

Melissa Cohen, Boston Properties, YLG Program Committee Co-Chair

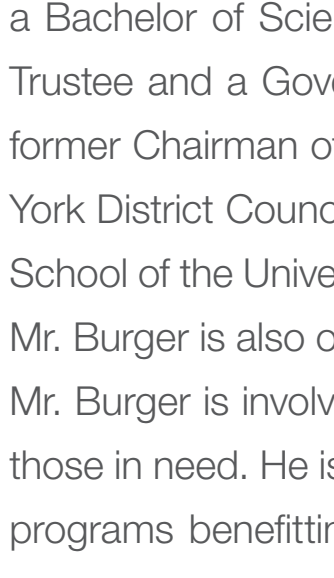
Adam Fischer, Jumbo Capital Management, YLG Outreach Committee Co-Chair

Deborah Levinson, Bridgeview Consulting, Mentor Program Co-Chair

Keith Brodock, Integral Consulting, Mentor Program Co-Chair

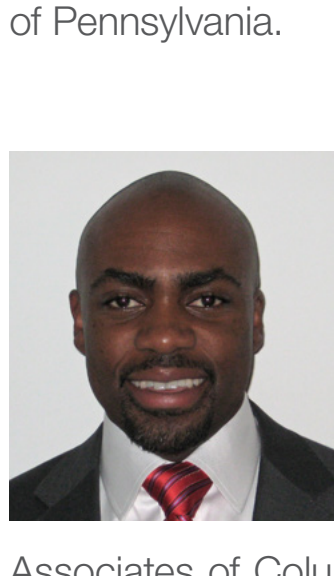
Merrie Frankel, Moody's Investors Service, UrbanPlan Chair

Interested in getting involved? Email newyork@uli.org.



Marty Burger | ULI New York Chairman, Chief Executive Officer | Silverstein Properties, Inc.

Marty Burger is Chief Executive Officer of Silverstein Properties, Inc. He leads the company's day-to-day activities, and focuses on its acquisition, development and financing efforts in the United States and abroad. Prior to joining Silverstein, Mr. Burger was President and Chief Executive Officer of Artisan Real Estate Ventures, a company he founded in 2006. Prior to Artisan, Mr. Burger spent 15 years at Related, including serving as President of Related Las Vegas and Executive Vice President of The Related Companies, L.P. From 1994 to 1997, Mr. Burger was a Vice President at The Blackstone Group working on acquisitions for its first three real estate opportunity funds. From 1993 to 1994, he worked for Goldman Sachs' Whitehall Real Estate funds, also on the acquisition side. Prior to that, Mr. Burger spent five years at The Related Companies where he was a Vice President of Development and Acquisitions. Mr. Burger received a Bachelor of Science degree in Economics from the Wharton School of the University of Pennsylvania. He is a Trustee and a Governor of the Urban Land Institute, a member of the Executive Committee of the Americas, the former Chairman of his Urban Development Mixed-Use Council nationally, and is the current Chairman of the New York District Council. Mr. Burger is on the Executive Committee of the Zell/Lurie Real Estate Center at the Wharton School of the University of Pennsylvania, and is an active member of the Real Estate Roundtable in Washington, DC. Mr. Burger is also on the Directors' Advisory Council and the New York City Mortgage Committee of the M&T Bank. Mr. Burger is involved with Habitat for Humanity in Westchester with his sons, helping to create quality housing for those in need. He is a board member of The Catalog for Giving, a charitable organization providing funds to multiple programs benefitting underprivileged inner city children. He is a member of the Board of Trustees of the Battery Conservancy. In addition, Mr. Burger helps oversee the activities of the Downtown Division of the UJA Federation.



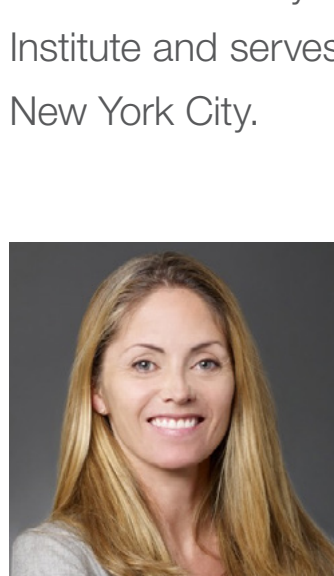
Robert C. Lieber | Executive Managing Director | C-III Capital Partners

Robert C. Lieber is the Executive Managing Director of the Island Capital Group and the former Deputy Mayor for Economic Development in the administration of New York Mayor Michael R. Bloomberg. As a longtime ULI leader, Mr. Lieber has been actively involved with the organization since 1992 and is a Trustee, a member of the Board of Directors for ULI and a Governor of the ULI Foundation, the philanthropic extension of ULI that supports the Institute's program of work. Prior to joining Island Capital Group in 2010 and the Bloomberg administration in January 2007, Mr. Lieber held executive positions at Lehman Brothers for 23 years, including the Global Head of Real Estate Investment Banking. Mr. Lieber holds a BA from the University of Colorado and an MBA from the Wharton School, University of Pennsylvania.



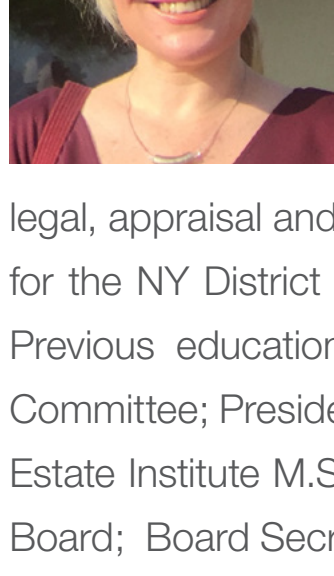
Dale Todd | Vice President | J.P. Morgan Asset Management

Dale Todd is currently a Vice President at J.P. Morgan Asset Management Global Real Assets. Since joining the firm in 2007 he has worked in the group's portfolio valuations and asset management teams, where his current responsibilities include management of office and industrial assets in throughout the U.S., as well as valuation oversight of maritime assets. Prior to joining J.P. Morgan, Dale was a commercial real estate appraiser with Samuel D. Koon & Associates of Columbus, Ohio. Dale holds a B.S. in Economics from Ohio Wesleyan University and a M.S. in the Real Estate Finance from the New York University. He also holds the Certified Financial Analyst® designation and is a Member of the Royal Institution of Chartered Surveyors. Dale is a member of Urban Land Institute New York, where he sits on the District Council Management Committee, and is also the President of Jamaica Impact, Inc., a non-profit organization focused on the development of early childhood education in the nation of Jamaica.



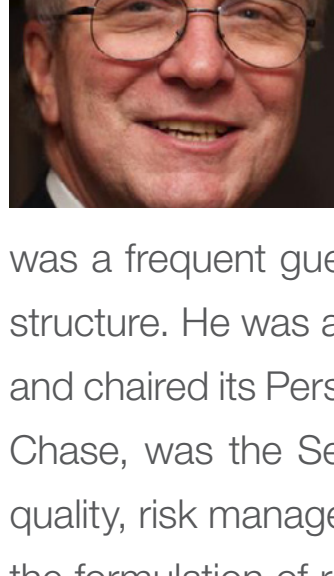
Tara McAdam Kassal | Vice President, Global Brand Strategy | AECOM

With nearly 20 years of experience in the real estate sector, Tara specializes in developing and implementing transformational marketing and communication strategies that drive business growth. As Vice President Global Brand Strategy, she leads the development of brand positioning and building of brand equity to achieve market differentiation and foster competitive advantage for AECOM, an \$18-billion integrated firm active in the development, design, planning, construction and investment in real estate and infrastructure assets in over 150 countries. Prior to this role, Tara served as Chief Marketing Officer for Tishman Construction and AECOM's construction services practice, directing marketing teams in market planning, brand building, marketing communications, business development, market research and win strategies. The division achieved 15 percent year-over-year organic revenue growth annually during her tenure as CMO. Before joining AECOM, Tara was Senior Vice President Marketing for Lend Lease Group, a subsidiary of the international development firm. A diversified property group active in public/private partnerships, real estate development, construction/project management and investment management, she led strategic marketing and communications to drive business growth. In previous roles, she led marketing and communications for architecture, planning and engineering entities, all marked by periods of record growth for the firms. She earned a B.S. from Boston University and did postgraduate work at Columbia Business School. Tara is a member of the Urban Land Institute and serves as co-chair of the organization's NY District Council Programming Committee. She is based in New York City.



Maria Masi | Vice President | Brookfield Property Group

Maria Masi is a Vice President of Development for Brookfield Property Group where she is responsible for Brookfield's New York Multifamily development. Maria has over 13 years of experience developing large scale urban residential and mixed-use, mixed-income projects. Prior to joining Brookfield in October of 2015, Maria worked at premier New York residential development firms Rose Associates Inc., Avalon Bay Communities and Forest City Ratner Companies, where she led complex real estate projects and oversaw development teams working on some of these companies' largest projects. Maria managed all phases of the development process, including transaction due diligence, site acquisition, design, finance, entitlements, construction, and marketing. Maria received a Master's in Real Estate and Urban Development from Harvard University, GSD and a CPA degree from the School of Economic Sciences of the Universidad Nacional de La Plata, Argentina. She studied Architecture at the Universidad Nacional de Buenos Aires, School of Architecture, Design and Urbanism.



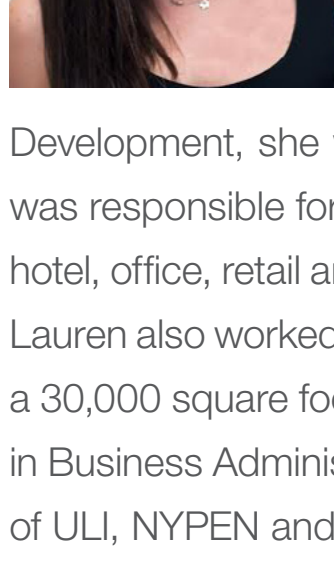
Carrie Lee | Associate Director | Landauer Valuation & Advisory

Carrie C. Lee is an Associate Director of the Litigation Support Group of Landauer Valuation and Advisory, a division of Newmark Grubb Knight Frank. She specializes in complex real estate issues and litigation related to real estate transactional, valuation and appraisal issues. Ms. Lee has more than 20 years of experience in real estate transactions, litigation and valuation. She has worked in real estate consulting, banking operations, commercial mortgage underwriting, legal, appraisal and valuation advisory. Ms. Lee has been an active volunteer with UrbanPlan for more than 10 years for the NY District Council of ULI in New York City schools, and serves on the UrbanPlan Oversight Committee. Previous educational and non-profit organization leadership roles include: Assistant Chair of the UrbanPlan Committee; President of the Real Estate Student Association at New York University; Board Director of the NYU Real Estate Institute M.S. Alumnae Association; Board Director of the Simmons College Alumnae/i Association of Executive Board; Board Secretary of The Friends of Dickens NY, the local branch of the international Dickens Fellowship; and English language teacher and Activity Director for Bridges for Education, a volunteer program providing education assistance to Central and Eastern Europe. Ms. Lee earned a M.S. in Real Estate from the Real Estate Institute of New York University and a B.A. in English and Communications from Simmons College. She received a Legal Assistant Certificate from Syracuse University and has taken required and continued education appraisal courses. In addition to ULI, she is affiliated with the Appraisal Institute and the Columbia Society of Real Estate Appraisers, Inc.



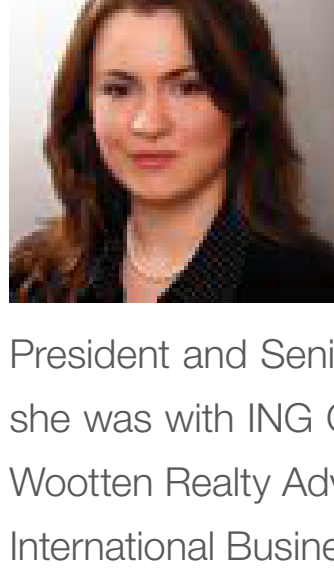
Jon R. Salony | President | Bayberry Advisors, LLC

Jon R. Salony is President of Bayberry Advisors, LLC. Bayberry is a consultant to the banking, real estate and non-profit industries specializing in transaction risk management, underwriting, training, and strategic positioning for financial intermediaries and developers. He is a member of the Asset Management Review Committee of the New Markets Support Corp., an affiliate of the National Equity Fund, Inc. and also advises its Investment Review Committee. Mr. Salony was a frequent guest lecturer at the NYU Wagner School of Public Policy on real estate valuation and transaction structure. He was a founding member on the Board of Directors of New Partners for Community Revitalization, Inc. and chaired its Personnel and Compensation Committees. Mr. Salony, formerly a Senior Vice President at JPMorgan Chase, was the Senior Risk Officer for its Community Development Banking Unit. He was responsible for asset quality, risk management, and underwriting for a \$4 Billion real estate loan portfolio. His responsibilities consisted of the formulation of real estate solutions for developers, and institutional clientele including Community Development Financial Institutions. Mr. Salony was also responsible for underwriting standards and general administration of overall credit policy and structure and management of large-scale syndications of a wide variety of credit facilities. His career commenced with a New York-based money center bank in general corporate credit and advanced to specialties in real estate including development, syndication, corporate finance, real estate sales of foreclosed properties, and strategic restructures of complex real estate loans. Mr. Salony received his MBA from Fordham University and has a BA in Economics from Franklin and Marshall College. He is a long-standing member of the Urban Land Institute.



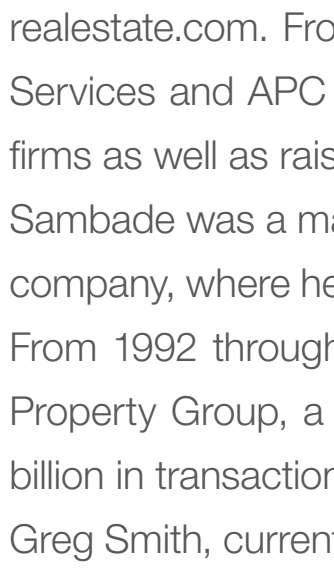
Belinda Watts | Leader - Financial Services Practice Area, Senior Associate | Gensler

Belinda leads Gensler's financial services practice in the Northeast region and brings particular expertise to the design and management of the boutique financial workplace. Belinda moved to Perth, Australia after graduating with a Bachelor of Architecture degree from Curtin University in Perth, Australia. She continued her education at Pratt Institute in Brooklyn, where she received a Master of Architecture degree. Belinda is a regional leader for Gensler's northeast region financial services practice area, with a focus on the private investment sector. Her leadership within the financial services sector is reinforced by a broad experience across many industries and project types ranging from building adaptive re-use to high-end retail, including the relocation of Christie's to Rockefeller Center and the development of the 57th Street Burberry Store. She applies her knowledge of evolving workplace trends to building repositioning projects and new commercial ventures. She is currently Co-Vice Chair of the ULI Women's Leadership Initiative.



Lauren Sanders | Acquisitions and Development, Vice President | Zeckendorf Development

Lauren Sanders is a Vice President at Zeckendorf Development and is responsible for underwriting new development opportunities as well assisting with project development and coordination including building design, project budgeting, financing and marketing for 520 Park Avenue, 18 Gramercy Park South and 50 UN Plaza. Prior to joining Zeckendorf Development, she worked for 5 years as an Assistant Vice President at Bank of America Merrill Lynch where she was responsible for underwriting, structuring and closing over \$2B in construction loan opportunities for residential, hotel, office, retail and industrial properties throughout New York City and other primary markets in the United States. Lauren also worked as a Development Associate for The Dermot Company where she oversaw the redevelopment of a 30,000 square foot Landmark building in Battery Park. Lauren graduated from Boston University with a Bachelors in Business Administration and holds a MBA from New York University's Stern School of Business. She is a member of ULI, NYPEN and a WX Scholarship Recipient.



Katie Paxton Christ | Marketing Manager | Hightower

Katie is the Marketing Manager for Hightower, the leading end-to-end leasing management platform for the commercial real estate industry. She manages the firm's external marketing efforts, focusing on PR, social media, events and roundtables, and Hightower's annual customer summit. Prior to Hightower, Katie led marketing efforts at VOA's New York office, focusing on corporate interior design and ground-up residential and hospitality projects. She completed similar work at Perkins Eastman for their large-scale, mixed-use design studio. Katie holds a Bachelor of Arts in Government, focusing in international relations and comparative politics, from Dartmouth College.



Lola Bellini | Vice President of Acquisitions | Wafra Investment Advisory Group, Inc.

Ms. Bellini joined the Acquisitions Group within Wafra's Real Estate Division in 2015 with more than 20 years of experience working in the real estate sector. During her career, she has closed acquisitions and joint ventures with a gross value of over \$ 4 billion. Prior to joining Wafra, Ms. Bellini founded her own boutique investment and advisory businesses. Ms. Bellini was a Vice President and Senior Acquisitions Officer at JP Morgan Investment Management for eight years and, prior to that, she was with ING Clarion Partners. Ms. Bellini began her career in Real Estate Asset Management at Jones Lang Wootton Realty Advisors and, subsequently, at The Blackstone Group. Ms. Bellini holds a dual B.S. in Finance and International Business from NYU Stern. She is a member of WX (Women Executives in Real Estate) and Co-chair of the ULI Mentoring Program.

Scott Sambade | President | Appian Real Estate, LLC

Prior to forming Appian Real Estate in January of 2006, Mr. Sambade joined Allegiance Realty Corporation as a Director in early 2004 focusing on acquisitions and finance and made the transition from investment banker to investment principal. In that two-year period, he was involved in two transactions, (1) the acquisition, financing, day-to-day management, leasing, and disposition of a 1.3 million square foot office portfolio in New Jersey and; (2) financing, pre-development, and implementation of the development of a 64-unit assisted living project in Danbury, CT. In December of 2005, 7 of the 8 buildings in the NJ portfolio were sold with the final building selling in May of 2006. The returns to the investors and the summary of the transactions listed are under success stories at www.appian-realestate.com. From mid-1998 through early 2004, Mr. Sambade was an investment banker for Carlton Advisory Services and APC Realty Advisors. During this period, he was responsible for originating transactions for the two firms as well as raising debt and equity on over \$500 million in real estate assets. From 1997 through mid-1998, Mr. Sambade was a manager in the Construction & Real Estate Division of Itochu International, Inc., a Japanese trading company, where he was responsible for the origination of mezzanine debt on a variety of institutional property types. From 1992 through 1997, Mr. Sambade worked as a senior underwriter for Cantor Fitzgerald in their Institutional Property Group, a consultant for Deloitte & Touche, and on an independent basis where he evaluated over \$2.0 billion in transactions. It was during that time where he met Christopher Smith, President & CEO of Allegiance, and Greg Smith, currently President & CEO of Maplewood Communities. With these two partners he closed three deals with the two brothers including the acquisition of 65 Willowbrook Avenue in Wayne, NJ. Mr. Sambade received his undergraduate degree in Liberal Arts from the University of Massachusetts in 1990.