

Real Estate Career Panel with Urban Land Institute's Women's Leadership Initiative

Thursday, October 20th, 2022

12:30-2:00pm

Panelists' Bios

Moderator



Sonia Gilbukh
Assistant Professor of Real Estate
Zicklin School of Business
Baruch College

Sonia Gilbukh is an Assistant Professor of Real Estate at the Zicklin School of Business. Her research focuses on the residential housing market in the US. In most recent work she studies the role of real estate intermediaries in alleviating search frictions for buyers and sellers. She holds a Bachelor's degree from Haverford College and a PhD from New York University, Stern School of Business.



Lauren Amicucci
Vice President of Acquisitions and Development
BRP Companies

Lauren Amicucci is the Vice President of Acquisitions and Development at BRP Companies, a fully integrated New York-based real estate development company, specializing in affordable, mixed-use, and transit-oriented multifamily projects. At BRP, she is responsible for new deal acquisitions and financing as well as project management and development. Since starting at BRP in 2019, Lauren has closed on \$450M worth of equity and debt financings and currently manages \$2.0 billion in ground up multifamily development projects from Jamaica, Queens to Jersey City, NJ, totaling 2.5 million SF and over 3,000 mixed income units. Prior to BRP, Lauren spent five years in investment banking at Goldman Sachs, finishing in the Real Estate, Gaming and Lodging sector before transitioning into Real Estate Finance and Development full time. Lauren received her bachelor's degree from Duke University and holds a master's degree in Real Estate Finance and Investment from New York University's Schack Institute. Lauren is the current Vice Chair of the Women's Leadership Initiative at ULI New York and serves as an active Board Member of the Gotham Society Enterprise Communities.



Alison Coen
Senior Managing Director
Greystone

Alison started her real estate career at AMLI, an apartment REIT in Chicago where she spent 10 years in accounting, property management and asset management functions. She started working in the CMBS industry at Fitch Ratings, where she rated CMBS transactions. That led her to New York where she worked at Citigroup in their CMBS group from 2006 – 2012. After a stint in their large loan securitization team, she began working as a loan originator, when the CMBS market restarted in 2010. She then spent almost 2 years working as an originator at Natixis before she joined Barclays in April of 2014. She closed over \$2.6 billion of conduit loans during her time at Barclays. Alison joined Greystone last summer (2021) as a Senior Managing Director, where she focused on various loan products including CMBS, Agency and Bridge lending.



Kendra White
Senior Financial Analyst
Boston Properties (BXP)

Kendra White is a Senior Financial Analyst at Boston Properties, focused on the New York region. Her role involves supporting the NY regional teams, including leasing, development and acquisitions, along with the executive teams in both New York and Boston. Kendra joined Boston Properties in January 2020 after completing her Masters in Real Estate Development at NYU Schack Institute of Real Estate. Prior to Boston Properties, Kendra spent a combined 8 years working in the real estate tax practices of PwC in NYC & San Juan, PR and Ernst & Young in NYC. Kendra currently serves as co-chair on the ULI NY Women's Leadership Initiative (WLI) University Outreach Committee, which she has been involved with for the last three years as both a co-chair and committee member. In addition to her involvement with ULI, Kendra was a WX Scholar and is a member of CREWNY.