



the goldie initiative

GOLDIE B. WOLFE MILLER WOMEN LEADERS IN REAL ESTATE

ANNUAL REPORT 2018



“The Goldie Initiative has provided me with the

TOOLS TO BUILD A SUCCESSFUL NETWORK

that I can reach out to for new opportunities or as resources in my current position. That is extremely valuable to me.”

Alexandra Jimenez
Goldie Alumna
Roosevelt University



Alex Jimenez (right) with Goldie Mentor Lynn Reich at the 2018 Goldie Gala.

Goldie B. Wolfe Miller with Charlotte Du, Goldie Scholar, University of Wisconsin-Madison (right) and Sevara Davis, Goldie Alumna, Roosevelt University (left).

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*Goldie Scholar, Trisha Mantri,
University of Chicago*

INSPIRING THE NEXT GENERATION OF **WOMEN LEADERS**

The Goldie Initiative is dedicated to redefining the commercial real estate industry by elevating and advancing the careers of women with high potential.

Since 2007, The Goldie Initiative has created a professional community of women with extraordinary academic and leadership potential to become Goldie Scholars. Our unique strategy of scholarship, mentoring, networking, and professional development cultivates talented women into future leaders.

ELEVATING
extraordinary
women leaders.

ADVANCING
the Commercial
Real Estate
Industry.

*Goldie Scholar, Rebecca Thompson,
University of Chicago and her
Goldie Mentor, Karin Kraai,
Past President of The Goldie Initiative*



A MESSAGE FROM LEADERSHIP OF THE GOLDIE INITIATIVE



Dear Friends,

We are so grateful that 2018 was a banner year for Commercial Real Estate! Industry success translated into genuine support for The Goldie Initiative, which also celebrated major milestones in 2018, and we are pleased to report them to you here in our first-ever Annual Report. As you can see from the pages of this report, our generous corporate sponsors and other donors are seriously committed to preparing women for senior leadership roles in all sectors of commercial real estate (CRE).



From banks to construction, investment management to property management, Chicago's CRE Community is "all in" on redefining the industry by elevating and advancing the careers of women with high potential. Our Goldie Gala in September 2018 raised over \$425,000 for our organization and inaugurated a new "Shero" award recognizing women who inspire and are committed to developing women in our industry.

Thanks to the generosity of our community of donors, The Goldie Initiative has been able to improve our programming and strengthen our organization through the following initiatives in 2018:

-  **+73% Scholars**
Scholarship Program **grew 73%**
19 women at 9 universities from
11 women at 5 universities
-  **+100% Scholarship Funds**
Scholarship disbursement **grew 100%**
\$100,000 in 2018 from
\$50,000 in 2017
-  **+79% Applications**
Scholarship Applications **grew by 79%**
25 in 2018 from
14 in 2017

-  **Community Support**
Building support with 85+ corporate sponsors of the 2018 Gala
-  **Mentorship Program**
Accelerating our Mentorship Program through new platforms, programs and events
-  **Success Stories**
Engaging Goldie Alumnae by highlighting their success stories and fostering relationships
-  **Strategic Planning**
Strengthening our organization through strategic planning

These accomplishments are just a few of the highlights from 2018; we have so much to be proud of, especially our Goldie Scholars! We encourage you to meet the new class at our next Goldie Gala on September 12, 2019.

Yours Truly,

Steve Madden,

Board President, The Goldie Initiative
President & CEO, Libertyville Bank & Trust,
a Wintrust Community Bank

Megan Abraham

Executive Director, The Goldie Initiative



Goldie B. Wolfe Miller, founder of The Goldie Initiative, is flanked by the 2018-19 Goldie Scholars as she addresses the crowd of over 600 attendees at the 2018 Goldie Gala.

HOW DO WE ELEVATE & ADVANCE



Graduate Level Scholarships



CRE Executive Mentors



Leadership Opportunities



Career Development

In today's business and political climate, our mission to prepare women for senior leadership roles in all sectors of commercial real estate is more important than ever. Our program provides:

Educational Opportunity: In addition to a \$10,000 scholarship over 2 years, each woman receives a personalized and comprehensive value-add while pursuing her graduate degree, a two-year package which includes a scholarship, a CRE executive mentor, and access to networking opportunities and professional development.

Connections: Goldie Scholars and alumnae participate in networking opportunities with some of the most powerful and influential role models in the industry, including Goldie B. Wolfe Miller, a renowned commercial real estate entrepreneur.

Career Advancement: We supply the CRE industry with an increasingly qualified pool of women leaders, who will help increase their companies' bottom lines and transform senior management profiles.



OUR IMPACT ON WOMEN LEADERS

Penny Pritzker, center, provides feedback on an “elevator pitch” to Goldie Scholar Linda Kanoski, Northwestern University, during an exclusive networking event; Goldie Scholar Thea Button, University of Chicago, looks on.

80+ ALUMNAE SINCE 2007

Currently supporting 19 Goldie Scholars from MBA, JD or MSRE Graduate School programs at the following universities:



GOLDIE ALUMNAE SUCCESS STORIES



Mary Fran Murphy

Marketing Manager at Near North Title Group
Goldie Alumna, Roosevelt University

How has The Goldie Initiative helped you?

There's such a good network of people at The Goldie Initiative. Whenever I needed to tap into that network, I was able to make a connection. Sometimes it was over a cup of coffee and other times it was a more in-depth get together, regardless, the end result was always the same – those connections helped me to get on the path to where I wanted to go. There have been so many times when I just needed more information, general advice, or to make a connection. Having a relationship, knowing someone who can help you further, is so much better than having to reach out blindly.

What advice would you say to someone thinking of applying to The Goldie Initiative?

I would tell them that there is no question as to whether or not they should apply, and that while the financial support is great, it's really about the network they will create – one that will last throughout their career. I would tell them that they will get out of it as much as they put into it; that they should put the effort in and work it to help them achieve their goals.

As a Goldie Scholar, all you have to do is ask, and they will help you out, and not just when you are a scholar but throughout your career. When I first did it, the \$10,000 scholarship was really appealing, but I can honestly say that I would do it again even if money weren't involved. The money was the low hanging fruit, but I got so much more out of the other things than they offered.

It's so great to see how the Initiative has evolved, how it's getting better and better, and how the people involved are better.

Mary Fran Murphy (left) celebrates with Goldie Scholars and Board members at Goldie Gala 2018.

“ All you have to do is ask, and they are so willing to help you throughout your career.”





Jocelyn Borchardt

Development Director at Dimension Development
Goldie Alumna, University of Wisconsin – Madison

How has The Goldie Initiative helped you?

For me, it has really been about the network that the Initiative provides. I'm not from the Midwest, so when I moved here, I didn't have family or real estate ties to plug into; I didn't have any links to the whole network that was out there in the industry. Being able to get connected with The Goldie Initiative, going down to Chicago and having the opportunity to network with so many people in the industry, has all been so helpful for me.

The Initiative was a way for me to understand the industry from a breadth perspective. I was able to see all the different options out there and find out from the people actually doing it what their experience was really like. It offered me a crash course in all the different options you can have in terms of a real estate career. The Goldie Initiative has been central in helping me to learn about all of those roles.

What advice would you say to someone thinking of applying to The Goldie Initiative?

I would say to them to do it if they have any inclination of moving forward with a career in real estate; that they can't go wrong. It accelerated everything for me, and I've learned a ton. And, for me it keeps coming back to the network in that I know a lot more people in the field now than I did before being a Goldie Scholar.

I also know that if I needed to connect with more people, I would immediately know where to start. Knowing that gives me confidence; knowing that whatever direction I may choose to go into tomorrow or in 20 years, I will have a resource to help me find the right people to help me. It's an amazing feeling.

“...tomorrow or 20 years from now I will have a resource to find a to find the people to help me. It's amazing.”

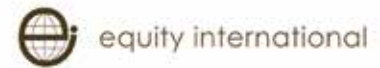
OUR SUPPORTERS

Financial support from the following organizations and individual donors helps elevate extraordinary women leaders and advance the commercial real estate industry. Thank you for your support!

\$25,000+



\$15,000 - \$24,999

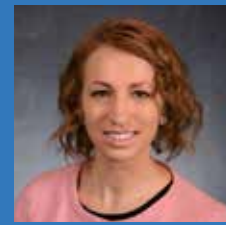


\$10,000 - 14,999

Anonymous



I am very thankful to be a part of
The Goldie Initiative where
WOMEN IN REAL ESTATE
SUPPORT WOMEN
in their real estate careers!



Nicolette Domaradzki
Goldie Alumna
DePaul University

\$5,000 - \$9,999

Associated Bank
CA Ventures
CBRE
Chicago Association of
Realtors - Commercial Forum
CREW Chicago
Deloitte

Fulcrum Asset Management
Golub & Co.
Hamilton Partners
Hines
Lori Komisar
The Malkin Family

McCaffery Interests
Neal Gerber Eisenberg
Siegel Jennings
Waterton
Wells Fargo
WHI Real Estate Partners

\$2,500 - \$4,999

Anonymous
Akrete
Alliant Credit Union
Allstate Investments
Attorney's Title Guarantee
Fund, Inc.
Becknell Industries
Bentall Kennedy
Bisnow
Bucksbaum
Retail Properties
Capital One
Commercial Banking
Clarion Construction Inc.
Colliers International
Cresta Creative

Cushman & Wakefield
DePaul University -
Driehaus School of Business
Fifield Cos.
Fifth Third Bank
First American Title National
Commercial Services
Globe Corporation
Harrison Street
Real Estate Capital
Hoerr Schaudt
J.P.Morgan Chase & Co.
McDermott Will & Emery
Steve Miller
Near North National Title
National Real Estate

Energy Cooperative
Ostrander Construction Inc.
Power Construction
Regions Bank
RE Journals
Rosborough Partners Inc.
SB Friedman
Sheli Z. Rosenberg
Skender Foundation
Stantec
TCF Bank
Titan Electric
Transwestern
Wright Heerema Architects

\$1,000 - \$2,499

Anonymous
Bridge Development Partners
Debra Cafaro
Citizens Bank
Larry and Barbara Field
HSBC
JVM Realty

The John Buck Company
Foundation
Lori Khanuk
Barbara Levoff
Marcum
Mariani Landscape
ML Realty Partners
Much Shelist

Newmark Knight Frank
Nemani Law
Polsinelli
Quarles & Brady
David W. Ruttenberg
Bob Six
Venture One Real Estate
Herbert S. Wander

Up to \$999

Avrum Gray
Bear Construction
Howard and Cynthia Barnett

Christopher Cole
Katie Dunn
Prairie Service Group
Marilyn and Larry Robinson

Carol and David Schulman
Brian Snow and Arlene Semel
Tiffani Siegel

FINANCIAL REPORTS

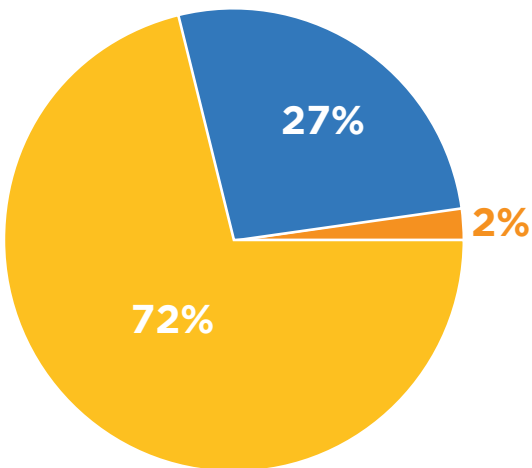
INCOME STATEMENT OVERVIEW

Revenue	
Foundation Grants	\$156,895
Other / Restricted Donations	\$9,437
Gala Sponsorships and Ticket Sales	\$423,269
Total Revenue	\$589,602

Expenses	
Scholarships and Programming	\$308,575
Gala Fundraising Costs	\$108,763
Management/Operations	\$90,371
Total Expenses	\$507,710

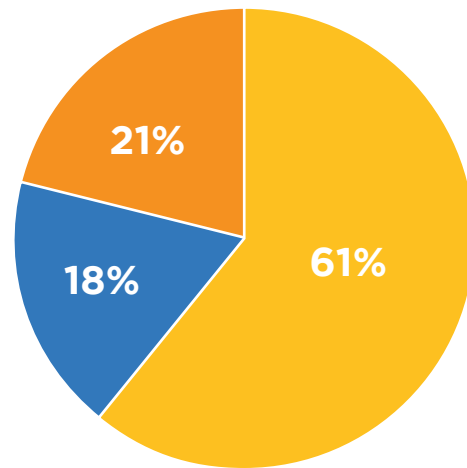
Net Profit	\$81,891
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Total 2018 Revenue: \$589,602



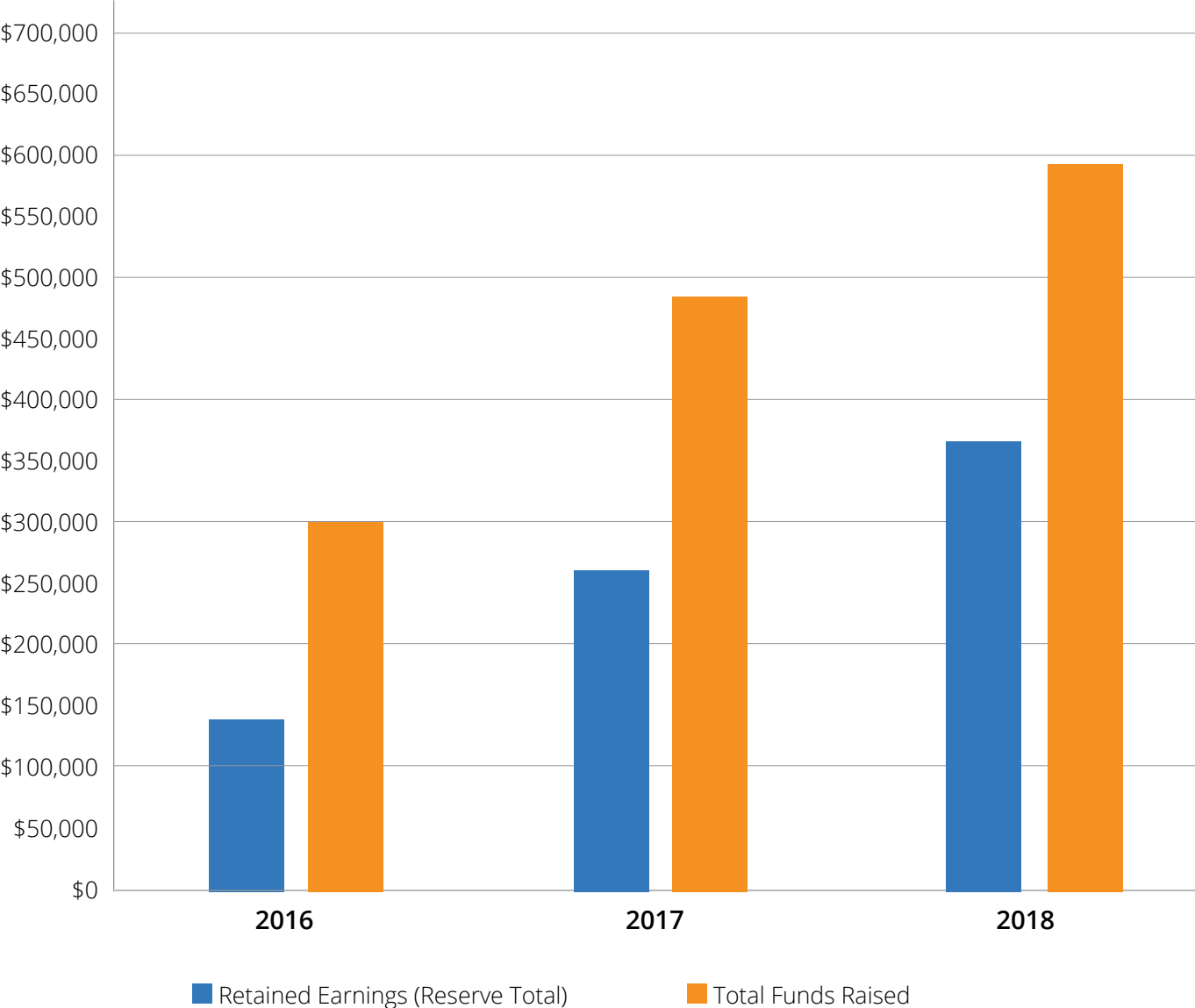
- Gala Sponsorships & Ticket Sales
- Other/Restricted Donations
- Foundation Grants

Total 2018 Expenses: \$507,710



- Scholarships and Programming
- Gala Fundraising Costs
- Management/Operations

REVENUE/EARNINGS ANALYSIS



2018 BOARD OF DIRECTORS

OFFICERS

Goldie B. Wolfe Miller, *Founder/Chair*
President, Millbrook Corporate
Real Estate Services

Alicia Schuyler Oberman,
Vice President & Secretary
Executive Director,
Jack Miller Family Foundation
Jack and Goldie Wolfe Miller Fund

Steve Madden, *President*
President & CEO, Libertyville Bank & Trust /
A Wintrust Community Bank

Scott Hirsch, *Treasurer*
Chief Financial Officer
The Benida Group LLC

DIRECTORS

Beth Engel
Senior Vice President, Senior
Fiduciary Advisory Specialist
Wells Fargo Private Bank

Jillian Haynes
Manager Corporate Sustainability
HSBC Bank U.S.A

Laura Giampietro
Marketing Communications
Consultant
strata-g-marketing

Suzanne Knoll
Program Officer
Jack Miller Family Foundation
Jack and Goldie Wolfe Miller Fund

Karin Kraai
Senior Managing Director
Newmark Knight Frank

Vicki Mutchler
Vice President
Conor Commercial

Kathleen O'Hare
Associate Director
DePaul University

Molly Phelan
Property Tax Attorney, Partner
Siegel Jennings

Jay Raghavan
Founding Principal
JRC Advisors, LLC

Susan Rosen
Executive Managing Director,
Brokerage Services
Cushman & Wakefield of IL, Inc.

2018 GALA TASK FORCE

Laura Giampietro, *Co-Chair*
strata-g-marketing

Vicki Mutchler, *Co-Chair*
Conor Commercial Real Estate

Maggie Beckley
Aurora Health Care

Lauren Burich
Transwestern

Kelsey Cleland
The Goldie Initiative

Sevara Davis
Chicago Public Schools

Nicolette Domaradzki
Prologis

Beth Engel
Wells Fargo Private Bank

Gina Fridberg
Wintrust

Ellen Hayes
Realogic

Jillian Haynes
HSBC Bank USA

Elizabeth Hozian
Associated Bank

Steve Madden
Libertyville Bank & Trust /
A Wintrust Community Bank

Megan May
Allstate Investments

Goldie B. Wolfe Miller
Millbrook Corporate
Real Estate Services

Mary Fran Murphy
Near North Title Group

Will Press
The John Buck Company

Lindsey Rongstad
Harrison Street Real Estate Capital

Marissa Rose
Avison Young

Sadie Rothstein
Hines

Jen Sweeney
Millbrook Real Estate Company

Amy Van Hook
SVN Chicago Commercial



JOIN US FOR GOLDIE GALA 2019

Thursday, September 12 • 5:30-8:30 p.m.

Wintrust's Grand Banking Hall, Chicago, IL

Join hundreds of industry professionals for an evening focused on networking, featuring sips, savories and sweets accompanied by engaging entertainment and lively conversations. Support women in Chicago's commercial real estate community through this unique industry event!

Networking • Sponsorship Opportunities

Honoring 2019 "Shero" Karen Case, President, US Commercial Real Estate at CIBC US

Learn more online: goldieinitiative.org/gala



the goldie initiative

GOLDIE B. WOLFE MILLER WOMEN LEADERS IN REAL ESTATE

ANNUAL REPORT

2018

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