

2017 WLI Prologis Scholarship Program Allison Gray Director of Research | St. Louis Colliers International

Commercial real estate is an industry that can have a large impact in cities and communities. I joined ULI because I wanted to be a part of a group that was dedicated to improving the lives of people through intelligent commercial land development. St. Louis has a wonderful ULI organization and the women of WLI made sure that I felt included from day one. I am also lucky to belong to an office that has many passionate ULI members. They have encouraged my participation (even if it meant that I missed a day of work to be on a TAP Panel) and I had many women who made sure that I knew about the Prologis scholarship and urged me to apply. I had heard so much about how impactful the Fall Meetings can be and winning one of the WLI Prologis Scholarship let me experience it first-hand.

I am the Director of Research at Colliers International in St. Louis. I work with office and industrial brokers who are either working with the tenant or the landlord side of projects. One of the huge benefits of being a part of the diverse organization that is ULI is that I get to be exposed to a whole new range of people. At the Fall Meeting, I got to sit down with real estate developers, architects, engineers, city planners and the list could go on and on. It allows me to have a better picture of how all the parts of the puzzle come together. I was able to gain connections and hear from so many different fields of real estate. Being surrounded by people passionate about create thriving communities through real estate was energizing for my own life.

The best thing about winning the scholarship was that the award wasn't just a free registration for the Fall Meeting. I was able to attend special meetings, met the other scholarship winners, and the mentorship program is great. I was able to make connections with the other scholarship winners that really enriched the meeting (I didn't know that many attendees and seeing familiar faces was nice). We were able to all go to the WLI Steering Committee meeting which was possibly one of the most useful meetings. I was able to draw so many ideas and excitement from the women around me. I can't wait to pull some of that inspiration into the planning of the St. Louis programs (and possibly apply for some grants to plan some large new projects). Being matched with a mentor was so invaluable. I was able to tag along to her Product Council events. It was such a great experience. LA offered a vibrant backdrop to the events with construction and development happening around every corner downtown. It was easy to see how development can impact a community while in the heart of such a booming area.