



### YLG Spotlight

**Name:** Rammy Cortez

**Company:** Development Partner, Hub & Spoke Communities [www.HubSpokeC.com](http://www.HubSpokeC.com) and previous tenure Rammy Urban Infill [www.MyInfill.com](http://www.MyInfill.com)

**Why are you a ULI member?** I dreamt of becoming a real estate developer in my early 20's. That's when the idea of creating something out of nothing really set in.

**When did you get involved?**

I've been a member for nearly a decade now. The early years consisted of the monthly breakfast events on topics way over my head and a few excellent ULI weekend courses. I really got involved in 2012 through the Young Leader Group Partnership Forum Group where I was introduced to projects created by our thought leaders in Urban Infill Development; Greg Strangman, Jonathan Segul, Lloyd Russel, and the list grows. Since participating in the Partnership Forum Group I've since Co-Chaired a group for 2 years alongside serving on the Young Leader Group Board and act as a Mentor in the Next Step Mentorship Program. I'm a true believer in Zig Ziglar's quote, "You can have everything in your life you want, if you will just help other people get what they want."

**What does ULI mean to you?**

To me ULI is a platform where I get to hang a learn from motivated young land use professionals who believe in cross pollinating ideas and best practices. The Young Leader's group is humble in Sharing-Off projects and ideas vs. Showing Off. Call it conviction or arrogance but I really believe our cohort is going to change the landscape of our City over the next 20 years.

**What is your current job and what types of projects are you working on now?**

I'm a Development Partner at Hub & Spoke Communities alongside, ULI Young Leader Member, Alex

Alemany. We are currently developing Urban infill communities that serve the missing middle- the gap between downtown highly amenitized luxury apartments and 1960's dated apartments. The result is more efficient new apartments with great spatial qualities amenitized by walkable communities in which they are located at fraction of the cost. Current project details at [www.HubSpokeC.com](http://www.HubSpokeC.com)

**What traits do you think define a successful leader?**

A successful leader gets others to enroll into their vision as if it's their own and gets more out of others than others thought was possible.

**What would you be doing if you weren't in real estate?**

I'm a real idiot savant when it comes to Real Estate. I'm not sure I'd make it in any other field.

**What do you do in your spare time?**

Spare time? Is this a trick questions?

**What has been the most important lesson in your career that you would like to pass along?**

Fail Forward

**Favorite quote?**

"People's lives are a direct reflection of the expectations of their peers". -Tony Robins