

Masters of Forethought

An Interview with Maggie Hui, Chief Accounting Officer, SL Green Realty Corp.

EDITORS' NOTE Maggie Hui serves as Chief Accounting Officer of SL Green Realty Corp. Hui joined SL Green in September 2004 as Vice President, and in 2007 was promoted to Senior Vice President and Corporate Controller. Before joining SL Green, she was Vice President and Controller at Acadia Realty Trust, where she was a key member of the financial management team at the time that company became a real estate investment trust. She had previously held positions at a public accounting firm and a private real estate investment firm. Hui is a graduate of Binghamton University with a BS degree in accounting.



Maggie Hui

COMPANY BRIEF SL Green Realty Corp. (slgreen.com), Manhattan's largest office landlord, is a fully integrated real estate investment trust, or REIT, that is focused primarily on acquiring, managing and maximizing value of Manhattan commercial properties. As of December 31, 2022, SL Green held interests in 61 buildings totaling 33.1 million square feet. This included ownership interests in 28.9 million square feet of Manhattan buildings and 3.4 million square feet securing debt and preferred equity investments.

How do you describe SL Green's culture and values?

The culture at SL Green is rooted in determination and true teamwork. Each and every person on this stellar team works diligently to help and uplift each other, no matter the circumstances. It's these values and strong internal culture that have guided my proud 19-year tenure with the firm.

What do you feel have been the keys to SL Green's industry leadership and how do you define the SL Green difference?

SL Green embodies innovation and the ability to pivot quickly and strategically while in the midst of changes. The pandemic is one recent example of this tenacity. After years of meticulously planning One Vanderbilt Avenue, we could not have predicted that its opening would be during such a tumultuous time in the world, though we stood strong in our goal and our confidence in delivering a skyline-defining office tower to Midtown

Manhattan. We learned that firm-wide dedication and steadfast leadership were critical to developing One Vanderbilt to the highest standards – and these lessons, among many others, have laid the foundation for our approach to the business moving forward. We have decades of experience that allow us to be masters of forethought – this is the SL Green difference.

Will you highlight your role and areas of focus?

As Chief Accounting Officer, I oversee a team of 50-plus people managing the company's financial reporting, internal controls, and accounting operations. Fundamental to the success of my organization is nurturing our existing talent and maintaining a healthy company culture. I'm deeply passionate about working to strengthen the well-being, development, and overall success of the firm and our employees.

How critical is it for the chief accounting officer role to be engaged in business strategy?

It's of the utmost importance that all financial aspects of the company are fully integrated into business strategy. Because I oversee all accounting and reporting, it's crucial for me to be involved in the overall business strategy so I am well-versed when it comes to planning for new developments, investments, and so forth. From new acquisitions to refinancings and repositionings, it's essential that all new business ventures are evaluated by me and my team to ensure it aligns with our company vision and capabilities.

Do you feel that there are strong opportunities for women to grow and lead in the industry?

It goes without saying that real estate industry has long been a male-dominated industry, though I am happy to see that now more than ever, there are increasingly more opportunities for women to grow and succeed in this sector. Female mentorship, particularly through having a great support system, is an extremely valuable tool that will encourage young, passionate women to grow in the sector. I'm proud to serve as a mentor to many incredible women within my team, and hope these young women continue to pay it forward as well.



One Vanderbilt Avenue

What advice do you give to young people beginning their careers?

My best advice for young people beginning in their careers would be to challenge themselves and push themselves professionally – but don't be afraid to ask for help and ask questions at the same time. Don't be afraid of a challenge simply because there aren't many others already doing it – challenge yourself to create your own path and leverage your support systems and networks to do so. I truly believe that if you have a passion for what you do, it will be demonstrated by your work ethic and attitude, and you will realize you can truly achieve anything you want if you put your mind to it.

You have spent 19 years of your career with SL Green. What has made the experience so special for you?

There are many reasons why I've been so pleased to lend a large part of my career to SL Green, but one standout reason has been the opportunity to play a direct role in shaping the future of New York City. For the past 25 years, the success of New York City and SL Green has gone hand in hand. I can't think of another organization more committed to building an environmentally and socially sustainable legacy as New York continues to emerge as a global leader in a multitude of ways – from innovation to human capital to climate change. Among several other incredible projects, One Vanderbilt Avenue and One Madison Avenue in particular represent a future-forward design for office space that has quickly set a new standard for development across the city. Playing a role in bringing these projects to market and assembling a portfolio that creates long-term value and is responsive to dynamic market conditions has been a particularly meaningful experience in my career. Above all, our firm-wide enthusiasm and dedication to continue upending the status quo for real estate development make every day here exciting and special for me. ●