

OUR STRATEGIC CHANGE | INDUSTRIAL INFLUENCERS

GlobeSt.

An ALM Publication

# Real Estate Forum

JULY/AUGUST 2019

## WOMEN INFLUENCE 2019

Brokers, Financial Advisors,  
Consultants, Mentors and More!

### FEATURING

INDUSTRIAL'S NEW DOOR FOR DEALS  
GENDER PAY GAP & DISCRIMINATION CONTINUES  
THE HEALTHCARE HOTEL



GLOBEST. REAL ESTATE FORUM PRESENTS

# WOMEN OF INFLUENCE 2019

Here we are again, our annual Women of Influence issue. This is the 26th year that we have covered the achievements of women in commercial real estate. As always, there are accounts of developments and deals and huge client wins as there are every year. But in recent years, including this one, a change is in the air. The deals are getting bigger, the wins more numerous. Indeed, the number of women being recognized for their accomplishments is growing larger by the year. This year we look at some 200 women within these pages, who were selected out of an almost untold number of nominations. To accommodate this growth, we added more categories than ever before including Humanitarian, Mentor, Innovator and Ally.

We hope you enjoy their stories. As always, we at *GlobeSt. Real Estate Forum* felt both honored and humbled as we read them.

## Architect/Design Professional



**MARY COOK**

**Mary Cook Associates**

With 36 years of experience as the founder and president of her firm, Mary Cook Associates, Mary Cook credits her more recent, notable success to the effectiveness of psychographics. Cook believes this approach is the future of real estate; a notion that has become a “disrupter” in the development world, which provides deeper insights into consumer’s attitudes, interests and desires. At her firm, Cook focuses on business development, client relations and intricate trend monitoring, completing more than 75 projects in 2018, an 87% increase from 2017.



**LAURA CRESCIMANO**

**SITELAB urban studio**

Co-founder and principal of SITELAB urban studio, Laura Crescimano is an expert on placemaking and urban evolution, leading transformative projects all around the San Francisco area. Creating a multidisciplinary firm, Crescimano’s work ranges from Google’s Mountain View campus and San Francisco’s Pier 70 waterfront, to “Pop-Up Care Villages” in decommissioned public buses, providing hygiene to the homeless. Crescimano gains professional and public interest by starting conversations and engaging in disadvantaged communities in order to identify spaces. She gathers insights, documents local perspectives, defines needs and creates visions for a wide variety of interests and demands.



**TIFFANY ENGLISH**

**Ware Malcomb**

Tiffany English’s passion for innovative design has led her career with Ware Malcomb, where she now sits as principal of the firm. Starting as a project manager with the firm in 2001, she leads by example and encourages colleagues along the

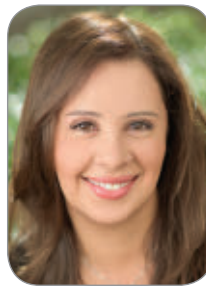
way. English guides her team to complete hundreds of projects a year, while expanding Ware Malcomb’s market share and serving on the interior advisory group to provide insight on how to evolve and grow the practice. Tiffany has managed and designed more than 3 million square feet of projects and has won many industry awards due to her success.



**WENDY ROGERS**

**LPA Inc.**

From intern to CEO, Wendy Rogers has built an entire career at LPA Inc. over the course of 32 years. Rogers is a determined innovator and advocate for sustainable architecture; creating schools to be more energy efficient in order to improve the environment and improve learning performance. Rogers has been recognized with many awards, as her work demonstrates the financial, operational and environmental benefits of green classroom design. She has reshaped LPA by exhibiting the power of sustainability, committing to intricate details and works hard to note the positive differences in her sustainable design work.



**CAROLINA WEIDLER**

**H. Hendy Associates**

As project director of the Science and Technology studio at H. Hendy Associates, Carolina Weidler designs large, dynamic spaces such as manufacturing facilities, laboratories, aerospace and research environments. A Certified Six Sigma Black Belt, Weidler thrives on collaborative sessions with clients to better understand product flow, team efficiency and functionality goals. Weidler created an approach coined “Collaborative Workshop,” which allows clients to provide input and make decisions early on, identifying constraints and opportunities for effective designs and cost savings. She reimagines spaces from 2,000 square feet to 470,000 square feet, with more than one million square feet of commercial projects in the last 12 months.

## BROKER/Intermediary - Debt & Equity Finance

### WOMAN TO WATCH

**SUSAN BRANSCOME**

**NorthMarq**

Susan Branscome’s reputation speaks for itself. After starting her own company 20 years ago, Branscome is now the managing director of NorthMarq’s Cincinnati office. She develops deep connections with borrowers and brokers, leading her to success both locally and nationally. In her current position, Branscome

directs lender relationships, oversees hiring and training, and sits on several internal committees. She recently received the NorthMarq Top Office Marketing Award. In addition to her successful career, Branscome serves local charitable organizations and mentors women in the industry for continued success.



**CATE AGNEW****Natixis CIB**

With 25 years in the industry, Cate Agnew is unparalleled in deal-making and business development. She is the only woman in the world to hold FRICS, CRE, CCIM, and MAI designations, and has experience in all sectors of the market. As the executive director and head of valuation at Natixis CIB, she helped bring the firm's book of business to \$10 billion in 2018, ranking Natixis at #10 of top contributors to US securitized loans.

**LAURA CATHLINA****Berkadia**

As a director at Berkadia, Laura Cathlina focuses on positive experiences for both her clients and her team, resulting in successful, rewarding projects. Cathlina treats every relationship with great importance and credits her success to her team's valued culture. Cathlina is consistently recognized at Berkadia among the top mortgage banking advisors in the country, as she negoti-

ates creative solutions and advises commercial property owners to ensure financial success. While at Berkadia, she has closed more than 160 transactions totaling nearly \$4 billion. Cathlina is also a chair on the Freddie Mac Optigo Advisory Council, and a member of Snow City Arts.

**LAURIE MORFIN****Bellwether Enterprise**

As SVP of loan origination at Bellwether Enterprise, Laurie Morfin is consistently a top producer in her office. She founded the Western Region Bellwether Enterprise office in Irvine, CA with three people in 2015 and has since closed more than \$700 million in loans. Morfin provides personal attention and guidance from start to finish on each loan and acquisition, and excels

at crafting the best financial options for her clients. Morfin is a member of the Fannie Mae DUS Advisory Committee and a member of ULI.

**MAGGIE COLEMAN****JLL**

Maggie Coleman quickly became one of the JLL's top leaders as head of international capital for the Americas, where she focuses on global transactions, international investors and creates strategies for business development. She has been involved with more than \$20 billion in transactions at JLL and assisted in winning \$3 billion in mandates just this year.

Coleman is credited with being a strong force for change at JLL, where she sits as a chairman for diversity recruiting efforts, advocating for an inclusive workspace. Coleman is said to lead by example, as a constant force for positive change, often mentoring young women in the industry.

**SHARON PLATTNER****NorthMarq**

Since recently joining NorthMarq as managing director, Sharon Plattner is already considered a key player in the company's growth, providing a visible impact of 44% in the company's first quarter results.

Plattner works as a liaison to increase production for Freddie Mac's origination team. With 20 years of experience, Plattner has the in-depth knowledge to educate colleagues, create simplified solutions and clearly identify important components of deals to offer the best programs and support client's goals. An inspiration in more ways than one, Plattner co-founded RENEW, a non-profit to empower and advance women in the male-dominated industry, which has raised more than \$250,000 since 2017.

**ALLISON HIGGINS****George Smith Partners**

Allison Higgins holds the highest production title for female brokers in George Smith Partners history. As SVP of the firm, Higgins has experience in capital market, real estate development and commercial real estate, closing more than \$3 billion in financing across more than 100 transactions. She creates meaningful relationships with her clients and follows her deals from

start to close. She also has a teach-as-you-work philosophy, helping young associates find solutions and overcome financial obstacles while explaining complex deals. Higgins spends her spare time fighting homelessness in LA, as the founder of Affordable California, and as a board member of the West Hollywood Community Housing Corp.

**SHERI N. THOMPSON****Walker & Dunlop**

As SVP and FHA finance group head at Walker & Dunlop, Sheri Thompson oversees all aspects of the firm's multifamily and healthcare lending through the US Department of Housing and Urban Development. She works closely with the company to drive for positive change and serve as a mentor, while strongly advocating for a diverse, inclusive culture within the

industry. Thompson brings more than 25 years of industry experience to the company and has been involved in the credit and origination of \$9 billion in transactions over the past 36 months. Outside of the office, Thompson also devotes her time to organizations such as RENEW, Code of Support Foundation, and the US Army Reserve.



## Broker - Investment Sales



**MARCELLA FASULO**

**Cushman & Wakefield**

In her storied 15-year career, Marcella Fasulo has completed \$100 billion in transactions while working on some of the largest global deals. The senior managing director of capital markets and a member of the institutional team at Cushman & Wakefield, Fasulo works on substantial deals often more than \$250 million in value. Her success and acumen for navigat-

ing elite deals helped land her on Crain's New York Business 40 Under 40 in 2018.



**JACLYN FITTS**

**CBRE**

With more than \$1.5 billion in transactions last year alone, Jaclyn Fitts is a recognized market leader. As the director of national student housing at CBRE, she leads the top market-share student-housing brokerage team in the county. Under her leadership, the team has transacted on more than \$6 billion since 2014, and Fitts has represented more than 60% of

single-asset student housing transactions larger than \$150M across the country.



**NOOSHIN FELSENTHAL**

**JLL**

Nooshin Felsenthal specializes in investment sales and equity placements in the Chicago market, where, in her 14-year career, she has closed \$9 billion in investment transactions. She currently serves as the managing director and co-head of JLL's central business district investment sales team, specializing in the disposition and recapitalization of investment real estate

throughout the Midwest region. Her achievements have provided her with recognitions such as Crain's Chicago Business 20 in their 20s list and Most Influential Commercial Real Estate Broker in Chicago.



**PAMELA GOODWIN**

**Goodwin Commercial**

Pamela Goodwin is an expert in developing retail and restaurant pad sites. As the CEO of Goodwin Commercial, she oversees project management, leasing, property development, due diligence, entitlement and tenant representation. As an industry leader, she hosts a local commercial real estate television program, is a commercial real estate educa-

tor and a published author. She also serves on the Forbes Real Estate Council and the advisory board for Women's Leadership Live.

### WOMEN TO WATCH

**ANDREA KENDRICK**

**Berkadia**


In 2018, Andrea Kendrick completed \$422 million in sales volume in a total of 22 transactions, including the largest multifamily transaction on record in the St. Louis market. The impressive year is nothing new for Kendrick, who has closed on more than 20,000 units and \$1.25 billion in sales volume in her decade-long run at Berkadia, where she currently serves as senior director and represents both private and institutional clients.



**CARMELA MA**

**CJM Associates Inc.**

Carmela Ma advises on real estate transactions around the globe and has worked on deals in more than 30 countries. Her most recent notable transactions include advising an offshore fund on the acquisition of \$123 million in real estate assets. She is a recognized industry leader, earning the titles of Women at the Top by Commercial Real Estate Women and World Top Broker by the Real Estate Global Summit. She has also written and launched global transaction courses.



# These are the Women Making a Difference

The Institute of Real Estate Management (IREM®) applauds the women who continue to change the world of real estate management.

## Congratulations to these 2019 Women of Influence:

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### INNOVATOR OF THE YEAR

**Cheryl Gray, CPM®**

2019 IREM President-Elect  
QuadReal Property Group, Toronto, ON, Canada

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### INDEPENDENT/NON-BUSINESS PROFESSIONAL OF THE YEAR

**Debbie Phillips, Ph.D., CPM®**

The Quadrillion, Stockbridge, GA

**Denise Froemming, CAE, MBA, CPA**

IREM Chief Executive Officer and Executive Vice President  
Chicago, IL

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### CRE CONSULTANT/ADVISOR OF THE YEAR

**Jana Turner, CPM®**

RETS Associates, Newport Beach, CA

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### PROPERTY/FACILITY MANAGER OF THE YEAR

**Renee Savage, CPM®, CCIM**

IREM Senior Vice President  
Capital Growth Properties, Inc., AMO®, La Jolla, CA

**Libby Ekre, CPM®**

IREM Executive Committee  
MEB Management Services, AMO®, Phoenix, AZ

**Tracey Johnson, CPM®**

Colliers International, Sacramento, CA

**Tessie Nolan, CPM®**

Granite Properties, Plano, TX

**Patricia Wolf, CPM®**

Commercial Real Estate Services, Inc., St. Paul, MN

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### HUMANITARIAN OF THE YEAR

**Karen Whitt, CPM®**

Colliers International, AMO®, Washington, D.C.

These revolutionaries are paving the way for those to come.  
We thank you for your commitment, innovation and noteworthy achievements.



## WOMAN TO WATCH

### MIKA MATTINGLY

Colliers International

Mika Mattingly founded the urban core division in Colliers International's South Florida region, and has led the team to close more than \$480 million in transactions. On her own, she has closed 100 transactions totaling \$258 million. Her efforts have spurred the revitalization of the Downtown Miami market, attracting institutional capital from New York, Canada and Argentina, resulting in \$3.5 billion in capital infusion in Miami's urban core. With an expertise in urban renewal, she handles off-market sales and assemblages across core South Florida neighborhoods in her role.



### BARBARA PERRIER

CBRE

Since 2001, Barbara Perrier has been consistently ranked in CBRE's Colbert Coldwell Circle, a group of the top 3% of producers in the company. In her role as vice chairman, she manages industrial transactions of more than \$5 million in value. In 2018, she completed the sale of 79 million square feet in industrial space totaling \$6.7 billion in sales volume. An advocate for female mentorship, she founded the Women's Network in 2002 and currently serves on the board of directors.



### KIMBERLY R. STEPP

Stepp Commercial

Kimberly R. Stepp co-founded Stepp Commercial in 2013 in Los Angeles and has since become a leader for small- to mid-size

apartment transactions with more than \$1 billion in sales volumes. In the last 12 months, Stepp has closed \$283 million in transactions, and the firm currently has \$177 million in active listings. Her strong knowledge of the market has helped the firm earn a sell-to-list ratio of 98.5%.



### KATE VARDE

Essex

Kate Varde is one of the leading multi-family investment brokers in the Chicago market. In the last 12 months, she has closed 16 sales totaling \$80 million. As a partner at Essex, she has led the growth of T-12 sales to \$200 million, managed the creation of the firm's website and marketing tools and heads branding and philanthropy efforts. She is also a market

player herself as the co-founder and partner of Back Nine Apartment Investors, an active investor of apartments across the country.

## Broker - Landlord Agency Representation



### MICHELLE DeBERGALIS

American Realty Group

With a client roster of Fortune 100 companies and a long list of accolades and awards, including the largest lease transaction winner of 2019 by NYSCAR, it is clear that Michelle DeBergalis is an industry leader. As the founder and owner of certified real estate services corporation American Realty Group, she advises developers, tenants and landlords to provide real estate solutions for high-profile deals. She has extensive experience in both the private and public sector, previously serving in city and county government positions. She can also be found in the mentor category for her extensive work in that area.



### LAURA FORD

Colliers International

One of the top five brokers in the Puget Sound region, Laura Ford has completed more than 11 million square feet in real

estate transactions in her 20-year career. In 2018, she completed 1.4 million square feet in lease deals, 20% of the total Seattle office supply. As an EVP at Colliers International, Ford works with institutional landlords, private investors and public agencies to maximize real estate value. She represents more than 6 million square feet in the market.



### INGRID FULMER

Coldwell Banker Commercial NRT

In her storied 35-year career, Ingrid Fulmer has overseen more than 22 million square feet of real estate in the Southeast market totaling more than \$3.1 billion in total transaction value. In 2018 alone, she closed \$19 million in transactions. The activity has earned her a place as a top real estate producer for Coldwell Banker Commercial, where she is a senior

leasing advisor and among the top 2% of commercial real estate agents nationally.



# Congratulations to our members

## 2019 WOMEN OF INFLUENCE STANDOUTS

### Nancy Lundeen

Allen Matkins Leck Gamble Mallory & Natsis LLP

### Billie Redmond

TradeMark Properties

## TOP INFLUENCERS BY CATEGORY

### ARCHITECT/DESIGN PROFESSIONALS

#### Tiffany English

Ware Malcomb

### BROKER – LANDLORD/AGENCY REP.

#### Vanessa Herzog

Lee & Associates

#### Jessica Thurman Doyle

Colliers International

### CORPORATE REAL ESTATE EXECUTIVE

#### Tina Renee McCall

Bridge Investment Group LLC

#### Barbara McDuffie

Baker Tilly

### CRE CONSULTANT/ADVISOR

#### Cate Agnew

Natixis North America LLC

#### Jennifer Epstein

Kastle Systems

#### Julie Kilpatrick

University of California San Diego

#### Elizabeth Krol

Partner Engineering and Science, Inc.

#### Dina Miller

Miller Samuel Inc.

#### Kathleen Treat

EBI Consulting

### CRE LEGAL COUNSEL

#### Suzanne Marie Amaducci-Adams

Bilzin Sumberg Baena  
Price & Axelrod, LLP

#### Tanya Brady

Phillips Edison & Company

#### Meryl Chae

Skadden Arps Slate Meagher  
& Flom LLP

#### Lori Hartglass

Saul Ewing Arnstein & Lehr LLP

#### Amara Morrison

Wendel Rosen Black & Dean LLP

#### Nicole Morse

Hillmann Consulting LLC

### FINANCE EXECUTIVE

#### Linda Booker

Core5 Industrial Partners

#### Kristen Croxton

Capital One Multifamily Finance

#### Jennifer Marler

Guggenheim Partners

#### Sadhvi Subramanian

Capital One Bank

### INDEPENDENT/NON-BUSINESS PROFESSIONAL

#### Barbara Crane

CCIM Institute

#### Jennifer Litwak Esq.

Housing on Merit

### INVESTMENT PROFESSIONAL

#### Victoria Noonan

Cushman & Wakefield

#### Cynthia Shelton

LandQwest Commercial

### MARKETING/COMMUNICATIONS PROFESSIONAL

#### Lisa Dwight

DP3 Architects

### MORTGAGE BROKER/INTERMEDIARY – DEBT & EQUITY FINANCE

#### Susan Branscome

NorthMarq Capital

### PROPERTY/FACILITY MANAGER

#### Karen Halpert

VEREIT, Inc.

#### Tessie Nolan

Granite Properties Inc.

#### Patricia Wolf

Commercial Real Estate Services Inc.

## SPECIAL RECOGNITION AWARDS

### HUMANITARIAN

#### Christine Deschaine

Kennedy Wilson

#### Peggy Marker

Marker Construction Group

#### Barbara McDuffie

Baker Tilly

#### Karen Whitt

Colliers International

### INNOVATOR

#### Camille Renshaw

Brokers + Engineers

### MENTOR

#### Char Fortune

Avison Young

#### Suzanne Hollander

Florida International University

### MENTOR (CONTINUED)

#### Julie Johnson

Colliers International

#### Lisa Konieczka

CBRE, Inc.

#### Hilary Provinse

Berkadia



## WOMAN TO WATCH

### CHRISTIE HARLE CBRE

Joining CBRE through the Wheel Program, Christie Harle is fluent in every aspect of a transaction with significant expertise in ground-up construction transactions. In her 15 year career with CBRE, she has climbed the ranks to earn her current position as SVP. She has worked on the lease-up for 15 complex ground-up construction deals in the northeast market, and completed leasing transactions for 9.3 million square feet for landlords, including Brookfield Properties and Boston Properties.



### NICOLA HERYET Avison Young

In her 35-year career, Nicola Heryet has closed more than 35 million square feet in transactions, making her one of the top brokers in the New York market. As a principal at Avison Young New York, Heryet advises tenant and landlord clients in the leasing and strategic planning of commercial real estate assets, and has built a roster of notable clients, like Kellwood Company, which she has represented for 25 years, Avon Products Inc. and the World Health Organization.



### VANESSA A. HERZOG Lee & Associates Commercial Real Estate Services

Vanessa A. Herzog has been a pioneer in the Seattle industrial market for more than

30 years. An expert in commercial land dispositions and industrial investment sales, she has leased or sold more than 180 industrial facilities totaling 3.8 million square feet and \$310 million in lease and sale value. After spending the bulk of her career at Kidder Mathews, she recently joined Lee & Associates Commercial Real Estate Services as a principal.



### JENNIFER MEADE Beta

With a current representation portfolio of 31 retail centers totaling 4.6 million square feet, it is no surprise that Jennifer Meade has earned the designation of CoStar power broker in Los Angeles. As a VP at Beta, she is responsible for the leasing, marketing and transactions for these centers, and in the last year, Meade has completed 34 leases totaling \$20

million in value. She is a member of Women in Real Estate and ICSC.

## WOMAN TO WATCH

### DANA MOSKOWITZ HSP Real Estate Group

As a partner and business director at HSP Real Estate Group, Dana Moskowitz oversees the firm's 5-million-square-foot commercial portfolio in New York City, and has worked diligently to curate a diverse tenant mix with technology, advertising and engineering companies. In the last year, she oversaw lobby renovations and capital improvements in the portfolio totaling \$1.5 million. She is a member of REBNY, YMWREA, Israel Bonds and a board member of B'nai Brith Real Estate Unit.



### CATHERINE O'TOOLE Lee & Associates

At Lee & Associates New York City, Catherine O'Toole leads a team of 12 brokers focused on office and retail agency leasing. Her team exclusively represents the leasing for 12 properties in the Garment District, and in the last 90 days it has closed 22,000 square feet in lease transactions. While O'Toole joined Lee & Associates in 2018 from CBC Advisors, in

her 24-year career, she has closed more than 3 million square feet in transactions.



### LOUANN PEREIRA Transwestern

In 2012, Louann Pereira joined Transwestern as SVP, managing agency leasing for the Houston market. She has since assisted with \$363.8 million in lease transactions and has personally racked up 1.2 million square feet totaling \$167 million in value. She professionally handles more than 80 deals a year and manages to participate in organizations, such as the National

Association of Industrial and Office Properties, CREW and the Urban Land Institute.

## WOMAN TO WATCH

### STACY SHORT

Retail Properties of America Inc.

As the VP and director of leasing at Retail Properties of America Inc., Stacy Short oversees 25 retail centers totaling 2.8 million square feet in the firm's Western region, which spans from Illinois to California and Arizona. In 2018, she completed 648,000 square feet of lease transactions in a total of 117 deals for tenants including Dicks Sporting Goods and Ulta. She is the former co-chair of the Next Generation State Planning Committee for the State of Connecticut and a member of ICSC.



### JULIA SOSA

LandQwest Commercial Orlando

Julia Sosa has lost count of the retail lease deals she has completed in her 30-year career, but it is safe to say it is in the millions. This year, Sosa and her team have nearly completed the lease up of Sunset Walk, a 200,000-square-foot shopping center at Margaritaville Resort. As a principal at LandQwest Commercial Orlando, she has become a leader in her field, hosting

events like Retail Live! in Orlando and leading business development of the firm's office.



### JESSICA THURMAN DOYLE

Colliers International

Within a year of joining Colliers International's Atlanta office, Jessica Thurman Doyle was promoted to market leader of the landlord services team, where she represents more than 3 million square feet of office space. The position makes her one of the few market leaders in the country. As SVP and principal at the firm, she has been instrumental in driving occupancy for

clients and growing the firm's agency business.



### LAURIE MORFIN

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LMORFIN@BWECAP.COM

## CONGRATULATIONS LAURIE MORFIN

for being named  
**A WOMAN OF INFLUENCE**  
by GlobeSt.com

BWE stands for inclusion and diversity. We celebrate Laurie and all the women in our organization and beyond. We are proud of the progress being made to support female leadership in the CRE industry.

**Bellwether Enterprise**  
CAPITAL ON A MISSION.

Bellwether Enterprise is a national, full-service commercial and multifamily mortgage banking company, connecting profit to purpose. As a subsidiary of Enterprise Community Investment, Inc., we support its mission of advocating, creating and preserving affordable housing in thriving communities.

# Broker - Tenant Representation

## Woman to Watch

### BARBARA ARMENDARIZ

#### SharpLine Commercial Partners

Barbara Armendariz founded SharpLine Commercial Partners nearly three years ago to realize her full potential as a broker. Since, she has grown the company to three offices in Los Angeles, San Francisco and Las Vegas. As president, she is laser focused on growing the firm's industrial, medical office and retail divisions throughout California and recently launched a multifamily property management division. She manages every aspect of lease transactions and works closely with corporate occupiers to execute winning real estate strategies.



### CATHRINE A. COTMAN

#### Newmark Knight Frank

As a senior managing director at Newmark Knight Frank, Cathrine A. Cotman has built a reputation for her ability to foster client leadership to develop robust governance, tracking, executive reporting and risk assessment models across her services platform. While she has a long list of achievements, her key role in the Dow Chemical account

led to \$60 million in post-merger savings. In the last year she has identified as much as \$24 million in additional savings projects, with more than half being approved and implemented by clients in 2020.



### SUE EARNEST

#### Avison Young

With 20 years of industry experience, Sue Earnest has worked closely with Fortune 500 companies to provide industrial leasing, acquisition and disposition services. In the last five years alone, she has helped to complete more than 475 lease transactions totaling \$238 million in value. In addition to her position as a principal at Avison Young's Middle Tennessee market, Earnest

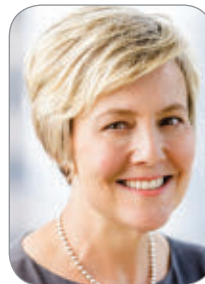
serves on CCIM's national executive committee and the national board of directors.



### KAY DAVIS

#### Newmark Knight Frank

To Kay Davis, being a woman in a male-dominated field is a competitive advantage, and she has used it to build a career as one of the top producing brokers at Newmark Knight Frank, both in her local Atlanta market and nationally. A 29-year industry veteran, she specializes in tenant representation of major national law firms, professional service firms and Fortune 500 companies, but she is known for creating lasting and dynamic client relationships.



### JULIE GRAY

#### McCall & Almy

With a knack for working on complex deals, Julie Gray has built a client pool of institutional accounts, including her primary client, Partners Healthcare. Her success earned her the title of EVP at McCall & Almy three years ago, and it isn't hard to see why. In the last 12 months, she has completed more than 800,000 square feet in lease transactions totaling \$300

million for a single client. In between navigating complicated transactions, she works to mentor young women in the industry to promote diversity.

## WOMAN TO WATCH

### JENNY HAEG

#### CBRE

Jenny Haeg has been fervently nicknamed the start-up whisperer for her skill in advising startups and technology companies in the San Francisco Bay Area. In 2011, she founded Custom Space to focus exclusively on technology companies and developed real estate strategies that matched the unique culture and goals of the tech industry. Today, she serves as the vice chairman at CBRE, where she leverages her experience in the niche to serve clients from New York and Los Angeles to London and Tokyo.







**BARBARA LIBERATORE BLACK**  
JLL South Florida

Barbara Liberatore Black started her career in the 1980s as one of only two female brokers in the Miami market. With a dearth of leadership opportunities for women, she co-founded Cresa South Florida and built it into a leading tenant advisory firm with revenues of more than \$15 million per year. Today, she serves as the managing director at JLL, where she specializes in tenant advisory services. She has closed on more than 10 million square feet in transactions totaling more than \$3 billion.



**MINDY SAFFER**  
Cresa

Mindy Saffer broke barriers when she became the first female managing principal of Cresa Washington DC. Serving as the leader of the firm's nonprofit practice group, she oversees a portfolio of hundreds of occupiers in the Washington DC market, including 30 high-value clients. She also continues to forge a path as an industry leader, as the first female board member of Cresa Global and a member of ASAE, Humentum, GWSCPA Nonprofit Division.



**ERNESTINE SHINEMAN**  
Coldwell Banker Commercial NRT

In her 30-year industry tenure, Ernestine Shineman has worked across asset classes and sat on both sides of the table in investment, development and lease transactions. As an associate broker at Coldwell Banker Commercial in the Baltimore-Washington-Annapolis triangle, she has experience in marina business on the Chesapeake Bay and is an expert in advising on maritime properties. For the 2018 to 2019 term, she serves on Coldwell Banker Commercial NRT National Advisory Board.

## Real Estate Forum 2019 Women of Influence Recognition



# CONGRATULATIONS SUSAN BRANSCOME AND SHARON PLATTNER



### THREE-TIME WINNER

**Susan Branscome**  
SVP Managing Director  
Cincinnati, OH



### FIRST-TIME WINNER

**Sharon Plattner**  
Managing Director, Freddie Mac  
Washington, D.C.

We're so proud of their  
influence on our company  
and the CRE industry.

### COMMERCIAL REAL ESTATE

DEBT & EQUITY | INVESTMENT SALES | LOAN SERVICING





## Consultant/Advisor



**GEORGIA COLLINS**  
**CBRE's Host Team**

Serving as the global leader of CBRE's Host Team, Georgia Collins oversees a team of 70 professionals aimed at providing workplace experience solutions to corporate occupiers and institutional property investors. In her 18-year career, she has focused on the needs of occupiers along with facilities and property management businesses and has been recognized as one of CBRE's

Most Valuable Partners. She serves as an executive sponsor for CBRE's EMPOWER Mentoring and Professional Development program and is the Northwest Division president on behalf of CBRE Women's Network.



**JENNIFER EPSTEIN**  
**Kastle Systems**

Jennifer Epstein is the only top female performer and the only presidents club winner of the 19 sales representatives in the Mid-Atlantic region at Kastle Systems. Focused on designing apartment security systems and upgrading technology, the most notable deals include negotiating a 4 million square foot 4-million-square-foot project for Kincora/Tritec, including the

Jameson apartment complex. She is also a member of CREW DC and NAIOP.



**JULIE KILPATRICK**  
**University of California, San Diego**

As the director of real estate, acquisitions and P3 partnerships at the University of California, San Diego, Julie Kilpatrick has played a crucial role in forging and selecting public-private partnerships and projects to provide spaces that support the school's academic goals and growth. She oversees the all new investment of off-campus properties for the school and manages

development projects on UCSD campuses. A 20-year industry veteran, she formerly worked at JLL, where she was a top performer.



**ELIZABETH KROL**  
**Partner Engineering and Science Inc.**

Elizabeth Krol is dedicated to providing quality due diligence services to support real estate investment needs. As the national client manager for Partner Engineering and Science Inc. Krol goes beyond providing Phase I Environmental Site Assessments and Property Condition Assessments. She provides a range of services, often on an expedited time frame,

and has developed risk management protocol for clients. She leads the ASTM 1527 technical work group at Partner and is the editor of the EBA Journal.



**JULIE MELANDER**  
**The Counselors of Real Estate**

For 38 years, Julie Melander has been a leader in investment and portfolio management for high-value commercial real estate. With a specialty for distressed dispositions, Melander has completed more than \$2.5 billion in problem real estate loans and the underwriting and acquisition of \$4.5 billion of CMBS issuances in the non-rated tranche. In 2018, she oversaw the portfolio

management of \$3 billion of investment in high-growth sectors. She has held several leadership roles, and currently serves as a member and leader of the Counselors of Real Estate.



**DINA MILLER**  
**Miller Samuel Inc.**

In her 32-year career, Dina Miller has built two successful real estate companies in Manhattan. In the late 1980s, she co-founded Miller Samuel Inc. as a start-up in the residential appraisal business, and in 2007, she launched Miller Cicero LLC to focus on commercial real estate appraisals. She has grown both companies to be leaders in valuation services, and she personally

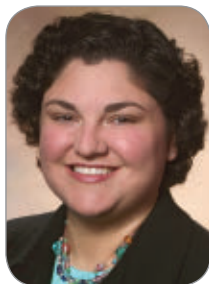
performs complex appraisals. As a result, the firms have grown to service clients from the northeast to South Florida.



**DEBRA J. MORITZ**  
**Cushman & Wakefield**

As the head of strategic consulting at Cushman & Wakefield, Debra J. Moritz has represented Fortune 100 clients in business transformation, portfolio analysis, M&A, divestitures and workplace strategy. In the last year, she has created two technology tools—HQIQ and Experience Per Square Foot—that give clients the ability to make strategic real estate decisions that drive cost

savings. Her forward thinking made her a finalist for the CoreNet Global Innovator's Award.



**KIM MOORE**  
**Newmark Knight Frank**

Kim Moore was the first woman on Newmark Knight Frank's Economic Incentives Advisory team and was the first and only female managing director in Global Strategy until 2018. A leader in business development for the firm's consulting practice and a top producer, Moore closed four major projects in the last year totaling 980,000 square feet and \$173 million.

She negotiated more than \$100 million in economic incentives to benefit clients. As a leader, she is committed to growing diversity on the team and is a frequent speaker on the topic of women in economic development.

# CONGRATULATIONS

TO OUR 2019 WOMEN OF  
INFLUENCE AWARD WINNERS

**Andrea Kendrick**

Broker –  
Investment Sales

**Laura Cathlina**

Mortgage Broker/Intermediary –  
Debt & Equity Finance

**Jessica Harrison**

Innovator

**Hilary Provinse**

Mentor

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**TAMAR MOY**  
Newmark Knight Frank

With a background in architecture, Tamar Moy brings a unique perspective to the workplace strategy team at Newmark Knight Frank. With a 20-year career in workplace strategy, she has been an innovator in the field, directing the implementation of pre- and post-design analysis and strategy development for major corporate clients. In 2017, she joined NKF as the

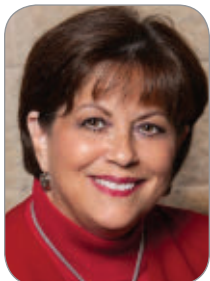
senior managing director and director of workplace strategy for the northeast region at the firm.



**NANCY H. MOZZACHIO**  
Sine Qua Non RE Advisors

As the managing principal at Sine Qua Non RE Advisors, Nancy H. Mozzachio advises clients on a broad range of real estate needs, from working with local municipalities on entitlement procedures, tenant retention and brand marketing to family offices on business development and operations. This year, she launched a program to work with young female profes-

sionals to gain confidence in presentations, and has formed a partnership with Temple University-Fox School of Business to mentor young women in the industry.



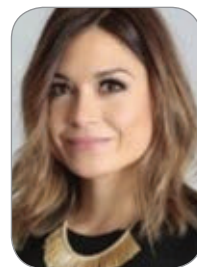
**SHERRI S. PARMAN**  
Capstan Advisors

Sherri S. Parman leads outsourcing engagements for Fortune 500 and Global 100 companies with complex real estate and facilities operations. In her 30-year career, she has worked with client portfolios from 1 million to 80 million square feet to ensure corporate facilities support the goals and success of the company. She has held many leadership positions at firms like JLL and CoreNet Global, and currently serves as a partner at Capstan Advisors.

## WOMAN TO WATCH

**MARIE PHILLIPS**  
The Instant Group

A global workplace specialist, Marie Phillips focuses on flexible workspaces, including serviced offices, co-working and hybrid space, helping occupiers find creative solutions for their office needs. She currently serves as the business development director at the Instant Group and has transacted on more than 170 leases with 75 Bay Area firms in the last year. In 2018, she also launched a new team made up of 75% women. She is a member of CoreNet Women and is a mentor to budding professionals.



**KARLA M. SMITH**  
AEI Consultants

As a licensed geologist and an experienced environmental consultant, Karla M. Smith, EVP at AEI Consultants, leads the firm's Sit Mitigation and Remediation Division, managing a nationwide team and overseeing hundreds of environmental investigations and remediation projects. Utilizing 30 years of industry experience, Smith evaluates environmental risks for clients as the technical lead for all phases of assessments. She is also working to expand the firm's renewable energy market, as she directs extensive rehabilitation developments across various real estate industries

**KATHLEEN B. TREAT**  
EBI Consulting

A VP of construction services at EBI Consulting, Kathleen B. Treat oversees services in the construction loan monitor-

ing department. In the last year, she has helped to create new business opportunities and has reviewed more than 300 reports. Treat is an expert in handling complex deals, and has recently managed multiple casualty losses on a high profile project and helped a client work through complicated insurance issues. She is a member of CREW Dallas and speaks at several conferences and events.



**JANA TURNER**  
RETS Associates

In her 35-year career, Jana Turner has represented Fortune 500 companies, managed a 650-million-square-foot institutional portfolio totaling 3,000 properties and provided leadership in business development and talent recruitment needs. She has served in several leadership positions, including the first female executive at IDM Corp., and she is currently a principal at RETS Associates, where she has been integral in growing the company with 15 full-time recruiters in seven offices.

# AT THE CENTER OF **WHAT'S NEXT**

Great diversity, supported by an inclusive culture, inspires our people to innovate and deliver better results for our clients.

Congratulations to the following colleagues for well-deserved recognition as Women of Influence by GlobeSt for their leadership and achievements.



**MARCELLA FASULO**  
Sr. Managing Director  
Investment Sales



**VICKI NOONAN**  
Managing Principal  
Chicago



**ADRIENNE FASANO**  
Chief Marketing Officer  
Americas



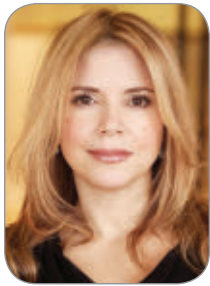
**DEBRA J. MORITZ**  
Executive Managing Director  
Strategic Consulting



**CUSHMAN &  
WAKEFIELD**  
[cushmanwakefield.com](http://cushmanwakefield.com)



## Corporate Real Estate Executives



**ROXANA Q. GIRAND**  
**Sebastian Capital**

Roxana Q. Girand launched Sebastian Capital in New York nearly 20 years ago to focus on generational investment for Latin American families. Since, she has become an industry leader, she creates and executes real estate strategies to enhance the value of the firm's generational hold assets. This year, she is focused on the launch of a luxury design co-working space housed in a

landmark property and the development of a new privately funded STEM boarding school.



**MARY HINES**  
**Newmark Knight Frank**

A leader in the life science field in San Francisco for 18 years, Mary Hines has played a role in the acquisitions, dispositions, design and development of more than 2 million square feet of biologics manufacturing facilities and 7 million square feet in life science deals. She is an executive managing director at Newmark Knight Frank, where her most recent notable

deal was representing Denali Therapeutics in leasing their new 150,000-square-foot headquarters building.



**TINA RENEE MCCALL**  
**Bridge Investment Group**

In the year since joining Bridge Investment Group as managing director, Tina Renee McCall has played an integral role in the firm's acquisition of more than 6 million square feet of commercial office space. In her role, she oversees the national asset management and disposition

teams in the firm's office vertical. This includes leading six asset management teams responsible for 19 million square feet of office space across 33 assets, while remaining focused on maximizing the revenue potential of the office assets she oversees.



**BARBARA SCHAEFER McDUFFIE**  
**Baker Tilly**

Barbara Schaefer McDuffie is a 25-year industry veteran and the managing director of business development for the Northeast Region for Baker Tilly, where she provides consulting and advisory services and strategic planning on real estate portfolios. As a market leader, she is actively involved in promoting diversity and inclusion, and works diligently to find

regional solutions to transportation, education and policy issues that will produce sustainable change. She has sat on the board of several organizations, and is currently on the executive committee of GROW.



**ELLA NEYLAND**  
**Steadfast REITs**

As the president and an affiliated director at Steadfast REITs, Ella Neyland is responsible for managing two advisor entities that oversee and manage the firm's three non-traded, public real estate investment trusts. In her position, she leverages her widespread industry experience, which includes serving as an officer of United Dominion Realty Trust Inc., Sunrise Housing, CIBC

World Market and Lincoln Property Co., where she was involved in the acquisition, financing and repositioning of commercial real estate assets.

## Development Professionals



**MELISSA BURCH**  
**Lendlease Americas**

Melissa Burch has been a pioneer in construction management. She launched the New York development platform at Lendlease Americas in 2015—currently serving as executive general manager—and has been a leader in the use of modular housing for high-rise urban development. At the firm, she oversees \$1 billion in projects in New York City. Previously, she held

an executive role at Forest City Ratner, where she oversaw the 8 million-square-foot 22-acre Pacific Park/Atlantic Yards project.



**LISSETTE CALDERON**  
**Neology Life Development Group**

Lissette Calderon has played an integral role in the Miami River skyline. As CEO and president of the Neology Life Development Group, she has brought nearly 1,500 units to the market, a total of \$500 million—more than any other developer. Her innovation doesn't end at the riverbed. Her ongoing projects include a 192-unit 13-story property, blocks from Pier

19 and a 325-unit, 13-story tower also in the urban core. Outside of the office, she serves as a mentor to women and is involved in ULI.



**DARCIE FANKHAUSER**  
Transwestern Development Co.

As an SVP at Transwestern Development Co. in the Midwest region, Darcie Fankhauser has led speculative, built-to-suit and pre-sale development projects, renown for delivering projects on-time and on-budget. Her recent projects include the 1.6-million-square-foot Park 20/360 project in Arlington, TX; Brewster Creek I, a 271,200-square-foot speculative

industrial development; Brewster Creek II, a 186,000-square-foot industrial pre-sale; and Ridge Dove Valley, a 52,000-square-foot build-to-suit.



**JAN KARL**  
Morley Builders

Jan Karl is leading smart strategic growth as the VP of Morley Builders. She has extensive experience on the development side of corporate construction and is diligent in forging lasting client relationships to deliver projects on time and budget. Outside of the company, she is an active leader in the community, serving as president of Los Angeles

Headquarters Association and on the board of Los Angeles Business Council. She is a supporter of Women on Boards 2020.



**SONIA FIGUEROA**  
The Related Group

In her role as SVP at the Related Group, Sonia Figueroa serves as one of billionaire Jorge M. Pérez's most trusted advisers. In the last 20 years, she has developed more than 12 projects and thousands of units in subsidized housing, market-rate rentals and luxury condominiums, including some of Related's most iconic projects, like MyBrickell, the Pininfarina-designed

1100 Millecento and the Trump Hollywood, as well as the Paraiso District, the largest single property in Related's 40-year history.



**MOLLY McSHANE**  
The McShane Cos.

Overseeing all development activity and strategic planning for three national companies with revenue exceeding \$1 billion, Molly McShane is focused on the long-term strategic growth and operational excellence of the McShane Cos., where she serves as COO. In 2018, this included leading the sale of four developments that totaled \$225 million and nearly 12 develop-

ment projects in four states. In the same year, she became the first female president of NAIOP Chicago.



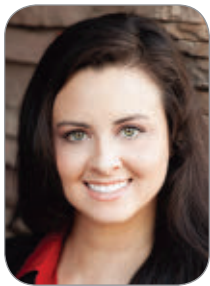
McCall & Almy congratulates **Julie Gray** for being named as a **Women of Influence: Broker of the Year – Tenant Rep** by Real Estate Forum. Your leadership and mentorship foster an environment of teamwork and collaboration that provides our clients with unparalleled service.

We are proud to call you our partner, friend, and colleague.



**Julie Gray** | jgray@mccallalmy.com | mccallalmy.com





**NICOLE MORSE**  
Hillmann Consulting LLC

Within a single year of joining Hillmann Consulting LLC, Nicole Morse was promoted to project manager and given the opportunity to lead her own division to oversee high-profile projects. As the western regional manager, she is responsible for all construction services projects and personnel in the western US as well as recruiting talent and curating an employee

experience. In the last year, her cross-divisional strategy doubled income into the region within the first four months and increased the footprint of the division in two additional states, California and Nevada.



**LISA TAMAYO**  
BLT Enterprises

In her 27-year career, Lisa Tamayo has represented major corporations in more than 2 million square feet of building and interior construction projects, with an impressive client roster that includes Volkswagen, Warehouse Discount Center and Fremont Recycling & Transfer Station. As VP of development, Tamayo leads the firm's entitlement and development projects and

oversees an external team of development professionals including contractors and architects. She also is the president of Bella Vista Owners Association, where she represents office property owners.



**ALEXIS MICHAEL**  
Hines

Since joining Hines in 2007, Alexis Michael has worked on a broad range of transactions, including leading the disposition of assets in the Hines core fund and serving as a project manager on the development of 100 E. 53rd St.. She currently oversees the redevelopment and office leasing for the 12 Hudson Square properties totaling 6 million square feet. She is a founding member

of OneHines, which is dedicated to increasing the number of women in senior positions at the firm.



**GENEVIEVE WEST**  
Howard Building Corp.

As the director of healthcare services at Howard Building Corp., Genevieve West has completed more than \$130 million in real estate development projects in Orange County, CA. In 2018, she oversaw eight projects for Hoag Memorial Hospital Presbyterian. In her tenure with the firm, she has been integral in developing a strategic leasing plan of building

standards and performance guidelines. She also works with Women in Construction Operations and the Heart of the City 5K committee.

## Financial Executives



**ANGELA AMAN**  
Brixmor

At only 39 years old, Angela Aman has become one of the youngest CFOs at Brixmor. She oversees capital markets and investor relations, works to deliver sustainable growth in cash flow and plays a key role in the firm's investment strategy. Under her leadership, the company's capital markets platform has issued \$2.4 billion of senior notes and oversaw the amend-

ment of Brixmor's \$2.7 billion credit facility at more attractive pricing with an extended maturity.



**KRISTEN CROXTON**  
Capital One Multifamily Finance

Focused on agency financing, Kristen Croxton has closed more than \$10 billion in financing over the course of her career. In 2018 alone, she closed \$1.5 billion in deals across the country, originating deals through Fannie Mae, Freddie Mac and FHA programs, as well as through Capital One's balance sheet products. She currently serves as SVP at Capital One

Multifamily Finance in the Newport Beach, CA office, which she has grown from two to 25 employees in less than six years.



**LINDA D. BOOKER**  
Core5 Industrial Partners

Linda D. Booker co-founded Core5 Industrial Partners in 2015 as an affiliate of Kajima USA, and now serves as the EVP and CFO, overseeing the firm's assets and financial operations. In her tenure with the firm, Kajima USA has increased its equity commitment from \$35 million to \$200 million and secured \$60 million in debt. As a result, the firm will develop 10 million square feet

in industrial assets this year.



**RACHEL DILLER**  
Hunt Real Estate Capital

Rachel Diller has been a key player in the success of several prolific capital markets firms throughout her career. As a managing director at Goldman Sachs, she deployed capital to public-private partnerships totaling \$1.5 billion; at Centerline Capital Group, she financed more than \$1 billion of commercial real estate in 18 states; and she launched UrbanView

Capital to target opportunities in US urban markets. Now, she is the senior managing director and head of private real estate equity strategies at Hunt Real Estate Capital.





**TANYA EASTWOOD**  
Greystone Affordable Development

Tanya Eastwood is dedicated to serving the affordable housing market by structuring financing solutions and directing the redevelopment of aging housing stock, working with both for-profit and non-profit owners. As the president of Greystone Affordable Development, she has recapitalized and upgraded more than 12,000 low-income housing units and has

worked with state and federal governments to recapitalize \$168 million in units. She works on deals involving HUD, USDA and state and federal agencies.



**JENNIFER A. MARLER**  
Guggenheim Investments

After a 23-year career structuring complicated financial transactions, Jennifer A. Marler joined Guggenheim Investments as head of real estate. In the new position, she oversees a portfolio of 500 assets totaling \$8 billion in real estate investments for the firm's clients. These investments include debt, equity and other structured transactions for primarily US-based life insurance

companies. She has also served as practice leader for the Denton's Global Real Estate Practice, where she led more than \$1 billion in real estate transactions.



**RACHEL HOWITT**  
NAI Capital Inc.

As the president and CFO of NAI Capital Inc., Rachel Howitt works diligently to forge strategic partnerships to grow the firm's platform as well as oversee the firm's financial day-to-day operations. In her position, she oversees 7,000 professionals and 400 offices worldwide. She has received the Ellis Island Medal of Honor from the National Ethnic Coalition of Organizations

and is a mentor to graduate students in the UCLA Anderson AREA Mentorship Program.



**ELLEN ROGERS**  
Bank of America Merrill Lynch

Ellen Rogers applies her skills in debt and equity to provide funding solutions for affordable housing, workforce housing and charter school assets that help build stronger communities. Rogers currently serves as the market executive for the southeast region of community development banking at Bank of America Merrill Lynch.

Throughout her career, she has financed more than 200,000 housing units and provided \$1 billion for charter school facilities in 30 US markets.



**TESSIE NOLAN**  
Senior Director  
Property Experience Team

## CONGRATS!

We are so proud of Tessie Nolan and her designation as a 2019 Real Estate Forum Women of Influence winner. Thank you, Tessie, for your vision and passion in leading our Property Experience Team and for your work in creating connected communities for our customers.

**Granite**

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Graniteprop.com





**SADHVI SUBRAMANIAN**  
**Capital One Commercial Real Estate**

As an SVP at Capital One Commercial Real Estate in the Boston and Mid-Atlantic region, Sadhvi Subramanian oversees term loans, construction loans and lines of credit to local funds and developers. In 2018 alone, she closed \$2.4 billion in transactions and completed \$400 million in new industrial production. She also serves as president of CREW DC, where she has grown the membership from 150 members to 650 members. In 2018, Subramanian was recognized by CREW-DC with the CREW Impact award.

## Independent/Non-Business Professional



**KAREN BURGESS**  
**NAIOP San Diego**

Karen Burges' position as executive director at NAIOP San Diego allows her to work simultaneously with professional and charitable organizations; providing visions and overseeing programs. Burges has grown the NAIOP San Diego chapter from 50 members to more than 750 members over her 30 years with the association; in doing so she makes significant impacts on local, state and national develop-

ments by promoting job creation and affordable housing solutions. In addition to serving on many industry and charitable boards, she has personally created numerous programs and foundations including University Challenge to attract young professionals, and Adopt a Platoon to provide supplies to local Marines.



**JENNIFER LITWAK**  
**Housing on Merit**

Jennifer Litwak is an innovator in affordable housing and community development, finding and implementing creative ways to address the housing affordability crisis. As the executive director of Housing on Merit, she provides services to nearly 5,400 residents, closing more than \$283 million in multifamily acquisitions. Litwak has integrated solar panels in

projects to lower residents' energy costs, she has developed numerous learning centers based on community needs, she has created a grant program for homeless female veterans, and she coordinates several community partnerships, in addition to the many industry boards that she serves. An attorney by training, Litwak has been sworn into the Supreme Court and is able to practice law in the juridical system.



**BARBARA CRANE**  
**CCIM Institute**

As a successful broker and community leader, Barbara Crane uses her role as president of the CCIM Institute as an opportunity to connect with chapter members and industry professionals. At CCIM, she leads by example and empowers others by valuing challenging course work and the priceless knowledge gained from it. Her overall mission for the institute is to be the most

influential, innovative and internationally recognized organization in commercial real estate and to build a future of leaders within the industry by instilling a strong sense of confidence.



**DEBORAH R. PHILLIPS**  
**The Quadrillion**

Ph.D., CPM and president of the Quadrillion, Dr. Deborah R. Phillips has more than 30 years of industry experience managing diverse real estate assets, developing leadership programs and creating talent management strategies. As an entrepreneur and consultant, Phillips is currently involved with numerous industry organizations, in addition

to being a renowned keynote speaker and nationally acclaimed author. She is also an adjunct professor and has created real estate programs with multiple universities, teaching more than 10,000 students thus far. She finds great satisfaction acting as a career coach, placing hundreds of students in real estate jobs and utilizing what she refers to as "netweaving," to build dynamic connections.



**DENISE LEDUC-FROEMMING**  
**Institute of Real Estate Management**

Denise Leduc-Froemming leads a staff of 66 professionals, serving 540 firms as IREM's CEO and EVP. She has more than 20 years of experience as an association leader, in a career that relies on adapting associations for newly defined futures by executing new strategies based on restructuring. Leduc-Froemming has had many executive leadership roles within the industry, receiving various certifications and collaborating with partners and stakeholders. She is said to have a "passion for people" and is committed to breaking down barriers every day, advocating for gender equality and promoting diversity.



**DONNA PREISS**  
**The Preiss Co.**

Donna Preiss is the CEO of the largest women-owned, private owner-operator of student housing in the country. Upon founding The Preiss Co. in 1987, she has ensured its success through her hands-on technique, enabling personal, professional and educational growth. She has led her company to acquire a total of \$2.5 billion assets under

management, completing more than \$350 million in transactions within the first quarter of this year. A trend-setter within the industry and a highly-regarded worldwide speaker, Preiss has also been recognized as an Investment Professional Women of Influence winner.

**Avison Young** congratulates the amazing women selected by **Real Estate Forum** as 2019 “Women of Influence” winners!

We are proud to be your colleagues and are grateful for your leadership.

Partnership.  
Performance.

## 2019 Women of Influence Standout



**Jodi V. Meade**

Principal and Director –  
Automotive Properties Group  
Los Angeles, California

## Mentor



**Char Fortune**

Principal and Director of Learning & Professional Development  
Atlanta, Georgia

## Broker–Landlord/Agency Representation



**Nicola Heryet**

Principal  
New York, New York

## Broker–Tenant Representation



**Sue Earnest**

Principal  
Nashville, Tennessee

## Marketing/Communications Professional



**Karina Rico**

Vice President, Marketing –  
Southern California  
Los Angeles, California



# Investment Professional



**ADA AREVALO**  
**Avanath**

In only a few short years, Ada Arevalo has made a positive impact on Avanath's financial growth as VP of fund management. She quickly escalated to her high-level position, overseeing all company funds and significantly raising capital while directing investor relations. She is responsible for bringing in more than 20 institutional investors and raising more than \$400 million in just over a year. She prides herself on her personal approach and ability to establish and moderate teams for a sense of collaboration and accomplishment. She chairs Avanath's Impact Investment Committee, displaying a strong commitment to the company's vision.



**DEVIN BARNWELL**  
**Morgan Stanley**

Devin Barnwell is bold in her decisions, often viewing risky chances as valuable opportunities. This concept results in many positive transactions, distinguishing her as a brave leader in her field as the executive director of asset management at Morgan Stanley. She has a record of successful acquisitions and leasing activities, while managing a mixed portfolio within various markets, currently valuing \$2.8 billion. She utilizes a client-focused approach to coordinate between property management, leases, contract negotiations, budget formulating and strategic planning.



**NIKA DUFOUR**  
**Passco Cos.**

Nika Dufour's position as VP of portfolio management at Passco Cos., encompasses a wide variety of duties. As a solutions-oriented leader, she has directly improved the efficiency and accuracy of the firm's multi-family portfolio. She oversees the firm's \$2.6 billion portfolio and implements new processes for budget analysis and operational performance. She recruits and trains a support team to provide predictive analytics for the firm's platform, through investment underwriting, budget reforecasting and portfolio valuations. With experience in asset management, joint ventures, mergers and acquisitions, she applies her knowledge to develop effective streamlined processes for the firm.



**ABBE FRANCHOT BOROK**  
**Amherst Capital Management**

Originally joining Amherst Capital Management to build its commercial real estate business from the ground up, Abbe Franchot Borok has seen significant growth while attracting new talent to lead team initiatives. Serving as head of originations, she spearheads programs that utilize data and technology to pursue deal opportuni-

ties, finance loans, provide insight on transactions, track market trends and expand the platform. She focuses on maintaining open communication with investors while navigating challenges in the market. She has successfully leveraged the firm's reputation in the industry to develop brand awareness for the lending business.



**DEBRA FRANKLIN**  
**Marcus & Millichap**

Debra Franklin holds an extensive background in the food industry real estate sector, which she uses in her work with restaurant developers, franchisees, operators and investors as director of the net lease property group of Marcus & Millichap. As a seasoned real estate broker herself, Franklin leads a team of brokerage partners, marketing coordinators and research analysts. She has evaluated more than \$2.5 billion in assets at the firm, selling nearly 100 properties. She earns a trustworthy reputation by always offering her clients transparent advice to buy, sell or sit; truly focusing on clients' needs and goals and treating every sale as a solution.



**INNA KHIDEKEL**  
**Bridge Investment Group**

Inna Khidekel strives to provide affordable housing to America's workforce; demonstrating the notion that there is no trade-off or necessary separation between financial and social returns in the market. As partner of capital markets at Bridge Investment Group, she works to expand the firm's development efforts with global investors, raising \$1 billion in the last few years. Displaying her commitment to people and communities, Khidekel sits on the firm's investment committee as Fund Captain, where she preserves affordable housing; directing the rehabilitation of 20,000 housing units. She is also a prominent voice in the industry, writing pieces and speaking at conferences to engage action and increase awareness.



**DONNA PREISS**  
**The Preiss Co.**

After founding the Preiss Co. in 1987, Donna Preiss looked to alter the future of student housing by applying a hands-on experience in every phase of the process. As CEO, she currently oversees all areas of operation and more than 500 employees nationally. She spearheads innovative practices in development, financing, operations and marketing while tracking industry trends to ensure yearly growth. Her firm purchased six student housing communities this year, completing more than \$350 million in transactions in the first quarter. Driven by her team's success, she fosters a unique, family culture in the office to enable employee growth, personally and professionally, while staying committed to the next generation's education.





**AMY PRICE**  
**Bentall Kennedy (US) Limited Partnership**

Amy Price, president and CIO of Bentall Kennedy (US) Limited Partnership, has led her firm to become one of the world's fastest growing institutional real estate investment management organizations. She directs operational and financial performance for the US and oversees all asset management and transaction activities

while rapidly expanding the firm. She has directed several strategic investments across key markets in the past year, including \$1.3 billion in new transactions. She was also institutional in a successful merger last year, managing to fully rebrand a global real estate firm through her responsible, strategic approach.



**VICKY SCHIFF**  
**Mosaic Real Estate Investors**

Accompanying a background in real estate equity and distressed investing, Vicky Schiff uses her ability to manage unique investments, to excel as partner, co-founder and COO of Mosaic Real Estate Investors. With a goal to solve unmet needs of real estate borrowers and

brokers, Schiff primary responsibilities are to oversee the firm's investor relations and finances to shape strategies and provide comprehensive solutions. She has doubled the firm's fund in the past year, originating more than \$1 billion in new loans. Growing up in the development world, Schiff finds a thrill in expanding communities, and has a deep appreciation for her employees, believing all work should be executed with joy, creativity and purpose.



**CYNTHIA SHELTON**  
**LandQwest Commercial, Orlando**

With 44 years in the industry, Cynthia Shelton works as senior managing director of investments and capital markets at LandQwest Commercial. She serves as an asset to the firm, concentrating on the management of retail investment opportunities, including shopping centers, single tenant properties and retail strip centers. She assists in implementing site

selection and development services for tenants and owners, to help sellers analyze and market for maximum asset values. She stays ahead of capital market trends to ensure her clients secure debt. She constantly mentors young professionals to strengthen the prominence of women in the industry.

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**SONDRA WENGER**  
CIM Group

Sondra Wenger specializes in acquisition transactions, supervising a network of more than 1,700 professionals in her role as managing director at CIM Group. During her tenure at CIM, she has sourced, negotiated and closed more than \$6.8 billion in transactions in more than 30 cities. She invests in communities nationally, sourcing both debt and equity funds across multiple

developments, including office, residential, retail, hotel, industrial and data centers. She excels in deal-driven environments, managing relationships for reduced broker fees and overseeing finances, dispositions, leases and assets.



**LESLIE WOHLMAN HIMMEL**  
Himmel + Meringoff Properties

Doubling her company's substantial portfolio of commercial real estate holdings, Leslie Wohlman Himmel focuses on acquiring and financing properties with significant value-add potential for suitable repositioning. As co-managing partner at Himmel + Meringoff Properties, she has perfected the process of identifying, evaluating, negotiating and closing opportunistic purchases

over the course of her four-decade career. She is committed to the hands-on management of secondary office buildings throughout New York City, personally acquiring and redeveloping more than 50 commercial properties valued at \$5 billion.

## Legal Counsel



**SUZANNE AMADUCCI-ADAMS**  
Bilzin Sumberg

In the last year alone, Suzanne Amaducci-Adams has closed more than \$4.3 billion in commercial loans, with \$2 billion representing complex construction transactions. As a partner real estate practice group leader at Bilzin Sumberg, she works with foreign and domestic owners, developers, investors and lenders across asset classes and has become one of the most preeminent leaders in the Miami market. She has been a former president of Miami CREW and continues to work closely with the organization to empower women in the field.

O L S H A N



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**TANYA BRADY**  
**Phillips Edison & Co.**

In 2015, Tanya Brady joined Phillips Edison & Co. as SVP and general counsel, where she leads a 24-person legal team that advises on complex deals pertaining to corporate matters, securities, transactions and leasing. She has worked to create more rigorous corporate governance policies and procedures. Brady is an advisor to the board of directors and plays an essential

role in the firm's compliance, risk assessment, data privacy and cyber-security functions.



**MERYL CHAE**  
**Skadden, Arps, Slate, Meagher & Flom LLP & Affiliates**

Meryl Chae is the Los Angeles office leader and co-leader of the global REIT practice for Skadden, Arps, Slate, Meagher & Flom LLP & Affiliates, where she works on all aspects and needs for complex REIT and real estate matters. She has an endless list of impressive deals, including representing HCP Inc. in the \$605 million joint

venture with Morgan Stanley Real Estate Investing on a 2-million-square-foot medical office portfolio and representing fund investment manager QIC Limited in its acquisition of \$1.6 billion in retail assets.



**JENNIFER CLARK**  
**The RMR Group**

Jennifer Clark wears many hats at the RMR Group. She is the EVP, general counsel and corporate secretary of the firm and the president and CEO of the firm's subsidiary RMR Advisors, which has \$303 million in assets under management. Last year, she played an integral role in the firm's merger with Office Properties Income Trust and Select Income REIT, and launched the

RMR Office Property Fund LP.



**DAWN M. COULSON**  
**Epps & Coulson, LLP**

Both a licensed attorney and broker, Dawn M. Coulson can handle all aspects of a real estate transaction. She has structured and negotiated more than \$100 million in real estate transactions for more than 1,600 multifamily units and 4.5 million square feet commercial space in her 30-year career, and as a managing partner at Epps & Coulson, oversees a

team of lawyers across practice areas.

# LEADERS

Congratulations Ernestine and Ingrid, on the honor of being named to the Real Estate Forum's Women of Influence 2019.

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**PATRICIA E. CURTIN**  
**Wendel Rosen Black & Dean LLP**

Patricia E. Curtin is a leading land-use attorney in the San Francisco Bay Area, representing both private and public clients. As a partner at Wendel Rosen Black & Dean LLP, she works with developers to restructure development projects that were delayed or stopped due to past economic pressures and has helped to secure development projects across the Bay Area,

including the 1.8-million-square-foot Vallco Town Center Project and the Millennium Hotels & Resorts.



**LAURIE A. GRASSO**  
**Hunton Andrews Kurth LLP**

A 20-year industry veteran, Laurie A. Grasso has racked up an enviable client list that includes World Wide Group, L+M Development Partners and Aria Partners and an impressive deal sheet. In the last year alone, she closed 18 deals totaling \$2 billion, and she strives to remain on the forefront of the industry. She formed an Opportunity Zone task force in 2017,

gathering tax and fund lawyers at the firm who were best able to handle the new demand.

**WOMAN TO WATCH**

**CHRISTINA M. GRAHAM**  
**Morris Manning & Martin LLP**

With only 15 years in the industry, Christina M. Graham has already represented top-ranked real estate companies on nationwide projects and earned the position of partner at Morris Manning & Martin LLP. Her recent deals include representing Allen Morris Company in the acquisition of a 1.7-acre property to develop a \$210 million, 14-story office and mixed-use development called Star Metals Offices. She works on the Women's Initiative at the firm to foster year-round mentoring and networking.



**LORI HARTGLASS**  
**Saul Ewing Arnstein & Lehr**

Lori Hartglass is an equity partner at Saul Ewing Arnstein & Lehr, where she serves as lead counsel for the nation's largest mixed-use retail properties. She has played a crucial role in the \$4 billion American Dream Miami project in Miami-Dade County, the nation's largest mixed-use development. In addition, she oversees all legal aspects of financing,

construction, acquisition, and sales on projects throughout the nation and across property types. Always helping to pull up other women, she is a founding Member of CREW Ft. Lauderdale.



Congratulations to  
**Karen Halpert**  
*Senior Vice President, Head of Property Management,*  
 for being recognized as one of  
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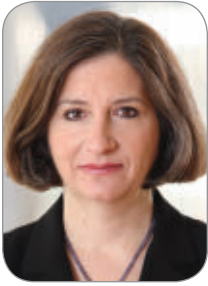
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Congratulations to  
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2019 Women of Influence  
 CRE Legal Counsel of the Year



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**ELIZABETH A. KARMIN**  
**Morris, Manning & Martin LLP**

In last 30 years, Elizabeth A. Karmin has worked on some of the largest office lease deals in the Washington DC market and high-profile transactions in the Northeast region, including the portfolio sale of 17 senior living facilities for nearly \$100 million. Currently a partner at Morris, Manning & Martin LLP, she launched the firm's real estate practice in 2014 and works

across deal structures and property types. She also dedicates her legal powers to pro-bono work, representing the Goodwill of Greater Washington.



**JANICE MAC AVOY**  
**Fried, Frank, Harris, Shriver & Jacobson LLP**

Janice Mac Avoy focuses her legal practice on complex disputes and transactions as the real estate co-head and litigation partner at Fried, Frank, Harris, Shriver & Jacobson LLP. One of Mac Avoy's cases included representing Forest City Realty Trust in a successful suit against New York City to compel arbitration. She is also involved in non-profit work, serving on the firm's pro-bono committee.



**MELANIE MEYERS**  
**Fried, Frank, Harris, Shriver & Jacobson LLP**

As a partner at Fried, Frank, Harris, Shriver & Jacobson LLP, Melanie Meyers focuses on real estate development, with an emphasis on land use, zoning and structuring complex projects. She has represented the Brooklyn Navy Yard in the rezoning of the entire 300-acre yard to facilitate commercial and industrial development; and Greenpoint Landing Associates in all aspects of the land

use approvals and development of the 22-acre Greenpoint Landing project. She provides pro bono services for the Robin Hood Foundation and is a member of WX New York Women Executives in Real Estate.



**AMARA L. MORRISON**  
**Wendel Rosen Black & Dean LLP**

A specialist in public sector clients and transactions, Amara L. Morrison has been a real estate attorney for 30 years and is currently a partner at Wendel Rosen Black & Dean LLP. She leverages her past experience as the assistant city attorney for Livermore and for Walnut Creek to service public clients and secure land use entitlements for a wide variety of projects. She

serves as co-general counsel to the Alameda County Transportation Commission and various geologic hazard abatement districts, and has been lead counsel on the development of general plans.

**Hines** proudly congratulates our own **Alexis Michael** and all the other honorees named **Real Estate Forum's 2019 Women of Influence**



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## WOMAN TO WATCH

### ALLISON NELSON Akerman LLP

Specializing in the healthcare market, Allison Nelson works with healthcare companies to manage real estate portfolios. As the co-deputy chair of the real estate practice group at Akerman LLP, she has represented a university system in a joint venture development of a \$500 million rehab hospital, a national nonprofit healthcare system in a \$1.2 billion acquisition of a hospital system and she serves as the regulatory counsel for a Fortune 500-managed healthcare company.



## WOMAN TO WATCH

### NINA ROKET Olshan Frome Wolosky LLP

Nina Rokat represents owners, developers and tenants in deals across the real estate spectrum, both in asset class and transaction type, working on some of the most notable deals in New York City. In the past 12 months, she has served as lead counsel and business advisor to Susan Fine in the leasing, financing and development of TurnStyle and is representing JEMB Realty Corp. in the development of a 500,000-square-foot office tower located in Downtown Brooklyn. She wears many hats at Olshan Frome Wolosky LLP, including co-administrative partner and partner in the firm's real estate practice group.



### LISA SHER Trammell Crow Co.

Lisa Sher joined Trammell Crow Co. just two years ago, and has already negotiated and completed 44 construction loans with total proceeds of nearly \$3 billion, while currently working on a development pipeline totaling \$4 billion. It is no surprise that she is one of the highest ranking professionals at the firm, where she serves as senior managing director and general counsel, responsible for all legal affairs.

## Congratulations to EBI's Kathleen Treat, Winner of GlobeSt's Women of Influence



### Kathleen Treat VP, Construction Services EBI Consulting



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**STEPHANIE C. SILVERS**  
**Pircher, Nichols & Meeks LLP**

With 40-plus years in commercial real estate, Stephanie C. Silvers is revered throughout the industry for working on top deals. This year alone, she has already managed two landmark transactions totaling \$388 million. She has been a law firm partner since the age of 30, and currently works at Pircher, Nichols & Meeks LLP. In her storied career, she has built a client roster

that includes Walton Street Capital, McWhinney, JMB Realty Corporation and GEM Realty Capital.



**ROSEMARIE A. THURSTON**  
**Alston & Bird LLP**

Rosemarie A. Thurston plays an integral role in structuring some of the most forward-thinking real estate deals, including obtaining IRS regulatory approval allowing REITs to offer multiple share classes, which has now become the industry standard. She was also instrumental in developing the perpetual-life Net Asset Value REIT, an open-ended real estate fund marketed to

individual investors. She is a partner Alston & Bird and a leader on the firm's REITs and real estate funds team.

## Marketing/Communications Professional



**JUDY BROWER FANCHER**  
**Brower Group**

As founder, CEO and chief strategist of the Brower Group, Judy Brower Fancher handles all business development for her firm, bringing in nearly every client since its launch in 1994 and increasing revenue by 50% in the last year. Successfully marketing more than 25 shopping centers and several of the nation's largest multifamily and industrial developments, Brower Fancher drives industry trends and client profits by offering programs to more than 50 commercial real estate firms nationally. She has received countless awards for her work, and serves as a University teacher, a mentor to young professionals and an author for many media pieces.

*Congratulations*  
**STEPHANIE SILVERS**

**Pircher, Nichols & Meeks LLP**

*The Real Estate Law Firm*

We are proud to congratulate our Partner Stephanie Silvers on her recognition as one of Real Estate Forum's 2019 Women of Influence for her achievements in the **CRE Legal Counsel of the Year** category.

Throughout her career at Pircher, she has helped advanced the firm through our shared values of excellent client service and elevating the next generation of legal professionals.



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**ADDENBROOKE (ADDY) BURR**  
**Walker & Dunlop**

Addenbrooke (Addy) Burr has a significant impact on elevating Walker & Dunlop's brand, from creative, internal efforts to invaluable, external engagement. As brand manager, she leads her team to build new partnerships, deploy new marketing solutions, create modernized technology approaches and to increase efficiency through recruitment. Walker and Dunlop

has seen a 193% increase in media hits and a 70% audience growth thanks to Burr's efforts in implementing new social media tactics and digital advertising initiatives. She also dedicates herself to larger causes within the industry as a member to Charitable Giving Task Force, LEAD, and Women's Initiative.



**KIM CROLEY**  
**Transwestern**

Kim Croley is a strong advocate for collaboration in her role as EVP at Transwestern. She advises more than 50 marketing and design professionals, creating new development strategies, technologies and partnerships. She has helped Transwestern grow from 10 offices to 34 offices, increasing brand recognition and generating a positive impact on the industry. She managed

to unite three Transwestern companies, through working with leadership, collecting feedback and promoting complementary branding. She also launched a networking group in Houston to promote collaboration among competitors. She leads and coordinates all national fundraising efforts for Transwestern and has won many industry awards.



**ADRIENNE FASANO**  
**Cushman & Wakefield**

In just a few years, Adrienne Fasano has made an impact in her role as chief marketing officer/CMO at Cushman & Wakefield. She heads all marketing and corporate communications for North, Central and South America, partnering with executives to support financial objectives, promote the company and execute strategies. Fasano played a crucial role in shaping the company after a 2015 merger by creating a consistent corporate identity and cohesive brand. She has redefined sales procedures and created a powerful, diverse team to drive business development.



**DARCIE GIACCHETTO**  
**Places Public Relations**

Instrumental to the launch and growth of various commercial real estate companies, Darcie Giacchetto partners with some of the best brokers, investors and developers in the business to elevate brand awareness and find success for clients. As president of Places Public Relations, with more than 20 years of strategic marketing experi-

ence, she is responsible for managing accounts and executing results through creative media opportunities and strong connections. She utilizes corporate branding, market outreach, recognition awards, media stories and communication campaigns to strive for measurable results, leading many clients to credit their business' success to her, both locally and nationally.



**LIZ GILLESPIE**  
**North American Properties**

Liz Gillespie finds success through community building efforts as partner and VP of marketing at North American Properties. Dedicated to creating memorable guest experiences tailored to each community, she drives value for retailers and restaurants, as well as surrounding areas. Her unique brand of marketing prioritizes community engagement involvement and creates success through public interactions and digital platform engagement, through inclusive experiences such as outdoor yoga, charity galas, jazz concerts, street art and more, based on neighborhood desires. NAP trademarked this marketing approach, thanks to Gillespie's leadership and vision.



**ALLISON GOLDBERG**  
**The Related Group**

Allison Goldberg is redefining the role of marketing director at the Related Group, recreating the department from the ground up. She creatively spearheads marketing campaigns to sell condos, secure partnerships and promote the firm; managing a budget of \$65 million and directing more than 70 professionals. Goldberg works internally overseeing four divisions

and creating strategies to sync corporate goals. She successfully repositioned the firm's rental division to better target their wide variety of residents. She organizes illustrious events to drive leasing activity, with her campaigns ranging from multi-million-dollar condominium properties to community support for affordable housing projects.



**REBECCA HALL**  
**Idea Hall**

A successful branding, marketing and public relations entrepreneur in commercial real estate, Rebecca Hall has supported her firm to become one of the fastest growing agencies in Southern California as president and CEO of Idea Hall. She works to provide support and strategic communications to help shape development in Orange County. As an

advocate for learning, Hall offers development training to her employees and also co-founded Encore for Education, to raise more than \$1 million to support music education programs for children. With a "relationship first" approach, Idea Hall completed more than 200 hours of pro-bono work last year and has received more than 100 industry awards.

Congratulations to Fried Frank's

**JANICE MAC AVOY**

**and MELANIE MEYERS,**

CRE Legal Counsel of the Year winners,

and all of the other women named

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**LISA MURR DWIGHT**  
DP3 Architects Ltd.

Lisa Murr Dwight has explored all aspects of marketing throughout her 19 year career. From strategic business and event planning to graphic design, her current responsibilities as director of marketing at DP3 Architects Ltd., require a wide range of expertise. With a vital role at DP3, she brings designs to life via social media, websites, proposals and print work. In addition to marketing architectural and design services, Dwight suffers from social anxiety disorder which she has worked hard to overcome. She is now the president of CREW Upstate; educating peers, speaking at functions, recruiting members and leading the organization.



**NATALIE D'ONOFRIO**  
Newmark Knight Frank

Natalie D'Onofrio has a diverse set of skills, suitable for her multifaceted role as senior managing director at Newmark Knight Frank. She is a founding member of the firm's global corporate services division, building and managing a team of more than 1,000 professionals, creating efficient practice tools, developing solutions, and overseeing proposals. D'Onofrio blends

her analytical and creative expertise, to excel in response marketing by generating new accounts and providing unique insights into the industry. She is projected to generate \$13 million over the next 12 months, with notable clients including Citibank, Panasonic, Microsoft, NBCUniversal, Ricoh and more.



**GINA RELVA**  
Marcus & Millichap

Gina Relva influences Marcus & Millichap's media exposure daily as public relations director. Serving as the firm's spokesperson and media contact for the last six years, she accounted for more than 15,000 media placements in 2018, covering the US and Canada with only two public relations team members. Her impact on the company is evident solely through the regular appearances from the firm's CEO on CNBC, Fox Business, and Bloomberg TV. Relva has been instrumental in promoting the company as a behind-the-scenes advocate, as she guides the firm to new levels of media coverage through orchestrated interviews and client relationships.

**KARINA RICO**  
Avison Young

Karina Rico's colleagues unanimously agree that her work consistently boasts perfection. As VP of marketing at Avison Young, Rico is responsible for developing regional marketing platforms and assisting in all high-level, new business presentations, deliver-



ing nothing short of excellence. She works closely with brokers to create strategic business development strategies and deliverables, through her ability to articulate underlying messages and portray concepts flawlessly. As an invaluable force to the company, Rico plans corporate events, creates social media programs, issues a quarterly newsletter, participates in forums and organizes workshops to share her knowledge.



**MARIANNE SKORUPSKI**  
Newmark Knight Frank

Director of marketing and research at Newmark Knight Frank, Marianne Skorupski, offers incredible versatility and dedication to both the marketing team and research team. An expert in data research and problem solving, she expands the firm's capabilities, oversees all data, produces marketing reports and provides accurate research to clients. Within her marketing duties, she supervises her team, coordinates with the company's public relations firm, attends client presentations and consistently lands new business for the firm. She flawlessly accepted these two previously separate roles to create new levels of growth for the firm.



**CAROLINE WILBERT**  
The Wilbert Group

Since founding the Wilbert Group in 2009, president, Caroline Wilbert has established her firm as one of the top ten public relations agencies in Atlanta. She diligently works with clients, secures new business, creates strategies and recruits new talent to expand her company. She constantly invests in her firm, creating and implementing development programs to equip her team

with knowledge and insights on the industry in order to continue success, growing her revenue by 45% in the past year.



**REBECCA WILEY**  
Greysteel

As VP of marketing at Greysteel, Rebecca Wiley has implemented new technologies to promote brand development and drive sales. She and her team have produced more than 702 proposals in the last year and they continue to grow the Greysteel brand through various initiatives. Wiley created the Greysteel Channel, to improve communications and highlight

successes and updates within the firm. She works with key stakeholders to increase speed to market, while enhancing the website's content and functionality and improving production turnaround time.

“*Having influence is  
not about elevating  
self, but lifting others*”

SHERI L. DEW



**Congratulations to Ella Neyland  
on being named a 2019 Woman  
of Influence.**

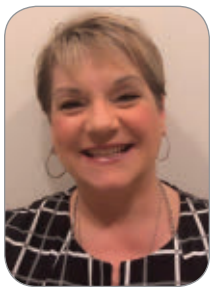
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## Property/Facility Manager



**TRACEY BOYLE**  
**CBRE**

Tracey Boyle manages the day-to-day operations of 33 Maiden Ln., a government-occupied, 700,000-square-foot building in New York City. As a senior real estate manager at CBRE, she works as a liaison to building owners. She is responsible for tenant engagement and guides her team to proactively solve problems before the occupants recognize they exist. Her current

building underwent major top-to-bottom renovations last year. Recognizing the potential challenges and disruption this process posed, she implemented thoughtful communication efforts to keep occupants constantly informed and at ease. She was able to complete the project, receiving praise from tenants and retaining a fully-occupied space.



**LIBBY EKRE**  
**MEB Management Services**

While overseeing quality assurance and training, MEB principal, Libby Ekre, focuses on property operations and talent management. She enriches the lives of residents and creates value for team members with proven results through critical thinking and optimizing productivity. Committed to the happiness of her workforce, she implements behavioral screens in the office

to reveal the talents and stressors of each employee, in order to elevate unique talents and better match positions. She also organized a core operations team at the firm, comprised of directors and managers to solve day-to-day issues, address opportunities and empower employees at bi-weekly meetings, allowing executive management to focus on big-picture items.



**SANDY HAHN**  
**JLL**

No detail is too small for Sandy Hahn, who is deeply invested in creating a pleasing work environment for her team, residents and all visitors. She takes time to truly listen and hear people's needs, offering positive energy through personal interaction. She strives for excellence and continuously earns tenants' praise from each of her 28

buildings over 33 years. As senior general manager at JLL, Hahn is responsible for operations, construction and redevelopment. Consistently providing experiences that tenants desire, she is also able to mentor dozens of employees, providing advice and helping them rise in their careers.

**KAREN HALPERT**  
**VEREIT**

Responsible for planning, staffing and transitioning assets, Karen Halpert is SVP of property management at VEREIT. She implements initiatives that reduce costs, minimize risk, maintain sustainability and drive revenue. With extensive experience in leasing, construction, acquisitions and management of various commercial



real estate assets, she currently oversees 4,000 properties and 95 million square feet. Halpert establishes trackable financial performance processes for retail, restaurant, office and industrial properties throughout the United States and Puerto Rico. She provides leadership to women in the industry, regularly mentoring and speaking at events regarding professional development and the advancement of women.



**TRACEY JOHNSON**  
**Colliers International**

Detail-oriented with a strong understanding of client services, Tracey Johnson serves to lead and expand projects as managing director at Colliers International. Overseeing a portfolio of more than 5 million square feet and 110 professionals, Johnson guides her team to work diligently with clients to exceed expectations and complete projects on-time and within bud-

get. She improves efforts by participating in construction and implementing green initiatives, such as landscaping, water usage, recycling and eco-friendly cleaning. Through successfully building and fostering powerful teams, she offers flexibility to prioritize the client's vision.



**KRYSTAL KURINSKY**  
**MB Real Estate**

Krystal Kurinsky, SVP of MB Real Estate, manages her firm's office building as one of their longest standing assets. In this role, she makes tenant experience her top priority by offering premium amenities and creating a tight-knit community of residents, through events such as March Madness free-throw contests and ping-pong tournaments. Generating popularity, she earns

praise in her position by affecting the everyday lives of tenants and having her efforts replicated by other notable buildings. Kurinsky serves as a liaison and expert advisor, assisting with capital projects and contract negotiations. She is an advocate for investors and helps save money through energy-saving programs.



**TARA L. MOLNAR**  
**Newmark Knight Frank**

Tara L. Molnar handles a wide range of duties in her role as VP and account executive at Newmark Knight Frank. She serves as a point of contact for clients and is responsible for implementing services to improve productivity. She works to grow long-term business relationships and she is innovative in her efforts to conserve energy, implementing green initiatives over several

properties. A member on a green committee, expense management committee and safety committee, she is a resource, regularly



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2019 President, CCIM Institute  
Senior Instructor, CCIM Institute  
Independent Broker



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**Carmela Ma, CCIM, CIPS**

President, CJM Associates  
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reducing operating budgets and executing customer needs. Molnar also participates in industry organizations and speaks on panels regarding green initiatives, client vendor relationships and business practices.



**TESSIE NOLAN**  
**Granite Properties**

Joining Granite Properties just a year after it was established, Tessie Nolan has the knowledge, dedication and mindset to understand her client's desires. As senior director of property experience at the firm, she leads more than 90 professionals across five markets. She recognizes changes in the workplace and strives to transform traditional property management. Nolan's main

focus is the implementation of human-centered environments that prioritize unique, memorable experiences. With a goal to foster community and inspire workforces, she promotes a collaborative culture and work-life balance with services such as fitness classes, gas delivery, flu shots and healthy food options.

**RENEE M. SAVAGE**  
**Capital Growth Properties, Inc.**

As SVP of property management at Capital Growth Properties Inc., Renee M. Savage oversees eight regional properties and manages more than 100 residential, commercial and mixed-use develop-



ments. Responsible for many teams, she develops policies and procedures while handling all insurance claims and legal matters related to each property. She also sets strategic direction for her department, providing commercial leasing and brokerage services. As a mentor, Savage is devoted to helping students find jobs and changing the world of real estate management.



**PATRICIA WOLF**  
**Commercial Real Estate Services, Inc.**

As an active member of the real estate industry since 1978, Patricia Wolf is an expert in leasing and managing commercial office buildings. Founder and president of Commercial Real Estate Services Inc., she creates feel-good environments for both her tenants and employees. She ensures well-maintained facilities, modern amenities and positive services. An advocate for living well, Wolf sponsors blood drives, yoga sessions and wellness classes. She believes in the power of enjoyable experiences for a productive, financially successful workplace. She takes on any challenge through her commitment to sustainability, possessing a unique talent to see potential and repurpose historic buildings.

## SPECIAL RECOGNITION AWARDS

### Ally



**DAVID T. GOCKEL**  
**Langan**

As president and CEO of Langan, a company with 1,100 employees and 30 offices, David T. Gockel has been integral in leading the firm's female representation to 34%—above the national average of 28%. That number is only increasing with women representing 36% of all new hires. He has also worked to place women in leadership positions, with women at the helm of two Southern California offices and the Miami office, and there are female group leaders in a third of the firm's offices.

**RON STREET**  
**NorthStar Owners Representation**

When Ron Street founded NorthStar Owners Representation in 1999, he made an effort to hire and reserve positions for women. Today, 70% of the firm's project managers are women; 79% of the total staff are women or minorities; and two of the firm's three principals are women, Anne McFadden and Rosella Harvey. The diversity is not to meet the status quo, but rather because Street sees the value in diversity and female leadership.



**BOB SULENTIC**  
**CBRE Group Inc.**

As an executive sponsor and advisory board member on CBRE's women's network, Bob Sulentich, the president and CEO of CBRE, has provided mentorship and advocacy to increase the number of women in leadership positions at the firm. To support the growth of gender diversity, Sulentich has changed company operations, like offering paid parental leave to commission-based sales professionals, and he recently named Leah Sterns the firm's first female CFO. Alongside its increasing diversity, CBRE achieved its best financial year ever with \$21.3 billion in revenues.

# Humanitarian



**CHRISTINE DESCHAIINE**  
Kennedy Wilson

One of Southern California's leading female brokers representing institutional and private capital clients in retail and mixed-use properties, Christine Deschaine serves locally and globally proving her commitment to the greater good. As a founding member of ThinSpace Africa, Deschaine helps transform lives and communities by caring for those who are suffering from disease and poverty. She raises funds to help build roads and facilities, provide food and clothing, create scholarships, and develop educational and wellness initiatives. Christine also works closely with numerous organizations in her community to help with homelessness, empowering women and mentoring others. As SVP of brokerage at Kennedy Wilson, Christine is an inspiration in her field, her community, and internationally.



**PEGGY MARKER**  
Marker Construction Group

Co-founder and president of Marker Construction Group, wife and mother of three, Peggy Marker's philosophy is "you get what you give," which she instills every day. Marker is considered a visionary in the construction world and believes that focusing on her employees' quality of life ensures her the best workforce and in turn, the best services. Marker makes an impact beyond construction, by supporting and mentoring professional women, providing an internship program for students, and sitting on the boards of various organizations. She has been honored for her professional work, volunteer work and as a leader in parenthood. Marker seeks out rewarding work and is committed to improving the lives around her.

## WOMAN TO WATCH

**DINA GUNTER**  
Walker & Dunlop

Dina Gunter goes beyond her responsibilities as an analyst at Walker & Dunlop. Whether she is looking to change statistics or just dedicate her time, Gunter steps into action upon learning about any worthy cause. From joining Walker & Dunlop's Women's Initiative to advance women's careers, to raising more than \$19,000 for the Leukemia & Lymphoma Society, she does not hesitate to reach out and strive for good. As a woman to watch in this category, we are eager to see with her future holds. We expect great things and are eager to watch as Gunter's future within humanitarianism and the real estate industry unfold.



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**BARBARA MCDUFFIE****Baker Tilly**

Starting out as one of the first women brokers at Baker Tilly, Barbara McDuffie now serves as a managing partner. As the first female chairman at NAIOP, McDuffie currently resides in numerous leadership roles within industry organizations. In addition to her professional affiliations, McDuffie often poses the question, “how can I help?”

leading her to be a worthy mentor, advocate and networker. McDuffie works as a co-chair with the Georgetown Lombardi Comprehensive Cancer Center, raising more than \$3.2 million, and is involved with countless organizations, including Women for Women International. As a trailblazer

and a thriving partner in commercial real estate, McDuffie is truly motivated by goodwill and other people’s success.

**RAINEY SHANE****JLL**

Rainey Shane looks to make the world a better place. As VP and adaptive reuse director at JLL, Shane sees a hopeless, crumbling building, and views an opportunity for preservation and growth.

Shane’s transformative work does not stop at real estate. There is not a cause that Shane has not served graciously; from human trafficking and gender equality, to wildlife conservation and disabled professionals. Shane is a second lieutenant in the Civil Air Patrol, a nonprofit organization of the US Air Force, and is currently planning to hike Mount Kilimanjaro to help end homelessness. She is a selfless volunteer and an advocate for change and progress.

**KAREN WHITT****Colliers**

President of real estate management services at Colliers, Karen Whitt’s opinion and insight is sought-after and highly-regarded. As a business leader, Whitt is instrumental in the success of many organizations, including CRE, IREM, BOMA and Shelters to Shutters. She is a founding member of the Virginia Tech Program in Real Estate,

which helps students pursue the industry. Whitt is the treasurer of Lucky Dog Rescue where she has been a foster parent to more than 400 puppies and she possesses a passion for gender equality on the board of directors for CREW. She is a role model not only to her family, but her colleagues and friends as well.

## Innovator

**KIM FORD****Coeo**

Kim Ford saw a need and filled it. Just this year, she founded a platform called Coeo, which quickly connects people to move-in ready commercial spaces in the market they desire using a custom match algorithm. On the website, people can effortlessly find turn-key co-working spaces, spec suites, subleases, shared spaces and more.

With more than 20 years in the industry,

Ford saw a need for this technology and acted fast to improve the industry from a time consuming, disruptive process. Within one month of launching, she grew her platform to offer more than 1.5 million square feet of space across 20 US markets.

**JESSICA HARRISON****Berkadia**

Jessica Harrison provides a whole new level of insights for Berkadia as VP of data science and analytics. Working daily with internal scientists and developers, as well as external clients, Harrison is able to provide fresh data insights and services. Upon managing Berkadia’s data center for years, Harrison built an enterprise database by combining contrasting data sources to

provide “unprecedented insights” for the company. She is now reliable for creating and finding new ways to leverage data for the company to drive client value.

**CHERYL GRAY****QuadReal**

As head of special projects, operational excellence at QuadReal, Toronto, Cheryl Gray supports initiatives and seeks innovative technology. She compares technology and real estate to sustainability and the environment; strongly believing in the power of technology aiding greenhouse gas reporting, energy management, monitoring asbestos and more. At

QuadReal, Gray leads teams to provide sustainability and environmental safety expertise. Determined to ensure each building’s future, she implements products to help real estate managers and improve the tenant experience.

**JILLIENE HELMAN****RealtyMogul**

Jilliene Helman is the CEO of RealtyMogul, a platform that provides investors with curated commercial real estate opportunities through in-depth insights and data. The website offers investors “full visibility” and vets each deal through a data driven process. Helman sits on the investment committee and manages the technology team at

RealtyMogul, focusing on building software to manage investors and identify real estate opportunities. She is a pioneer in real estate crowdfunding, closing on more than \$400 million in online investments and one of the few female fund managers in commercial real estate.



**TINA LICHENS**  
Real Capital Markets

A leader for Real Capital Markets at the intersection of commercial real estate and technology, Tina Lichens works as COO to oversee operations and enhance deal making. She works to keep RCM's platform at the forefront of technology, ensuring its ability to (leverage and) transact more than \$2.3 trillion in property sales with major brokerage firms across the globe. She works

to provide clients with speed, efficiency, transparency and security, leading a recent, multi-million-dollar platform upgrade, to maintain status and create a mobile friendly website.



**CAMILLE RENSHAW**  
B+E

Camille Renshaw created and launched a modern investment brokerage firm in 2017 called B+E, that specializes in net lease real estate. Renshaw also launched the first trading platform for 1031 exchanges, called 1031 Trade, which her firm utilizes in its platform. The website allows brokers and buyers to view the market of available NNN properties and conduct full transactions online for a simplified process. As CEO, Renshaw is responsible for all operations and overseeing the firm's four offices across the US, providing unrivaled transaction efficiencies.



**LISA SHARPE**  
CRATE Modular Inc.

Lisa Sharpe is an innovator in the supportive housing field. As president of CRATE Modular Inc., she works to improve efficiency, constructing buildings twice as fast as traditional methods through the use of advanced technology and shipping containers. Having been in modular construction for 10 years, Sharpe aims to reshape affordable, multi-family

housing, deploying homes to communities that need them most and meeting her clients' deadlines much faster. CRATE has more than 100,000 square feet of product planned for 2019 and expects to provide more than 800 beds in Los Angeles by 2021 to alleviate homelessness.



**ANGELA TUCCI**  
Apto

As CEO of Apto, Angela Tucci strategically focuses her company on creating scalable business in order to grow and offering tools specifically directed towards brokers. She is responsible for planning and integrating all strategic direction; clearly conveying the company's mission to develop an engaged, transparent community within the commercial real estate world. Tucci led Apto to

win several awards within the industry last year, and she additionally sits as a board member for various organizations. She encourages her workforce to be active in the community, while the company as a whole sponsors many organizations.



**DIANE VRKIC**  
Waypoint

Upon a lengthy career in technology and real estate, Diane Vrkic saw a need for accessible basic data of performance in commercial real estate, and she filled it by founding Waypoint. Waypoint is a platform solution for owners and operators to view each asset's performance and maximize portfolios, by connecting information and automating financial workflows.

Responsible for overall strategic direction as CEO, Vrkic grew Waypoint's total recurring revenue by 350% last year, enabling clients to focus on the basics of investment analysis, building partnerships and generating increasing returns.



**JANINE YORIO**  
Compound Asset Management

Janine Yorio is planning ahead and reimagining the real estate industry for future generations of investors. As founder and CEO of Compound Asset Management, a real estate investment technology company, she has created publicly listed, urban residential real estate funds called Cityfunds. In hopes of revolutionizing the industry to reflect the constant changes in consumer

behavior, Cityfunds provide distant, investments in various markets for low-fee, transparent opportunities. An expert on the correlation of investment, design, technology and brand, Yorio is promising a simpler future in this \$2.7 trillion industry.

## Mentor

**LISA ADDEO**  
Transwestern

Lisa Addeo goes above and beyond her role as director of operations at Transwestern. In addition to overseeing operations, finance and marketing activities, Addeo manages client-service initiatives, creating a positive energy and high morale within the workplace. She prioritizes each employee, integrating and mentoring every individual from administrative staff to junior associates. She acts as a constant support system, ensuring comfort and administering team-building events to improve moral and recruit new members. She displays a commitment for empowering others as the "heart and soul" of the office, constantly offering the confidence and skills in order to succeed.





**PATRICIA ALUISI**  
**MB Real Estate**

Throughout her 35-year career in real estate, Patricia Aluisi often finds herself as the only woman in a room full of men. As EVP and COO at MB Real Estate, she is inspired to influence gender equality, equally distributing her duties to oversee operations and advocate for women. It is her mission to create a diverse, unbiased culture as she generates progressive initiatives to support growth and education within the firm. Aluisi appoints more women to the executive committee, and ensures equal pay as a priority. She offers an open-door policy and urges to break tradition, demanding a voice for all women.

#### **WOMAN TO WATCH**

**KIMARIE ANKENBRAND**  
**JLL**

As managing director at JLL, Kimarie Ankenbrand is one of only three women in the US to hold such a title in the industry. In her role, she leads business development and represents the office, achieving sustainable financial results. In addition to representing high-profile tenants, she enables cultural and organizational change, displaying passion for inclusion and diversity. Ankenbrand leads JLL's first brokerage national diversity initiative and serves as a mentor in JLL's national mentor/protégé program. She is accounting for the future of brokerage by mentoring young talent to benefit the firm as the business continues to change.



**MICHELLE DeBERGALIS**  
**American Realty Group**

With various awards in the industry and a wealth of experience behind her, Michelle DeBergalis founded the corporation, American Realty Group. Passionate about education, she works closely with SUNY's Center for Entrepreneurial Leadership, as a lecturer, mentor and part-time faculty member, working to assist students and develop strategic plans for success. She sits on several community boards while men-

toring young professionals. DeBergalis can also be found featured in the landlord agent broker category.



**CHAR FORTUNE**  
**Avison Young**

Char Fortune has taken a passion for helping and teaching others and committed to it as the principal and director of learning and development at Avison Young. In this position, she is responsible for the company's internal training program, Avison Young University, where she travels to different offices, trains new brokers and conducts workshops. Known within her company as a selfless leader and mentor, she consistently

provides her undivided attention and thoughtful guidance and input to not only young professionals, but established leaders as well.

#### **WOMAN TO WATCH**

**YASSI GHASHGHAH**  
**Greysteel**

Yassi Ghashghai contributes to Greysteel's company culture nationwide as VP of corporate services. She helps establish and implement Greysteel University, an internal training program for onboarding new employees in a personalized, comprehensive process. She assists with nationwide expansions and creating a positive company culture, through team-building events and volunteer activities. She also established an internship program for the company to provide mentorship and training workshops. She institutes employee recognition awards and implemented a transparent platform for individuals to collaborate and share ideas. As a true asset to the company, she is dedicated to providing growth opportunities based on mutual accountability.



**SUZANNE HOLLANDER**  
**FIU Jerome Bain Real Estate Institute**

Suzanne Hollander is a professor at Florida International University, teaching real estate law. As the only faculty woman in her department, she makes it her mission to help open doors for women in the industry. She spotlights women as speakers in her class and encourages her students to take on leadership roles in professional organizations. Through the yearly events she hosts, Hollander is able to act as a liaison to her students and the industry, exposing and networking them with leaders, resulting in many job opportunities. As a previous attorney and broker, she founded a company and blog to share her expertise and provide empowering real estate education to the nation. She has also been recognized by the US Department of State as an Expert in Real Estate.

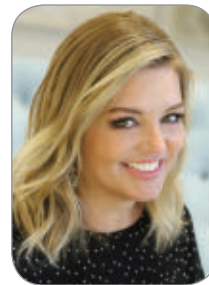


## WOMAN TO WATCH

### SHAY HUGHES

Hughes Marino

Much like her professional work in the real estate industry, Shay Hughes works as an innovator in transforming corporate culture. As president and COO of Hughes Marino, she utilizes an unconventional approach, prioritizing her employees' personal lives and wellbeing to ensure a strong foundation for success. She revolutionizes corporate structure by creating a family-style, collaborative environment that exudes support and positivity for personal growth. Hughes regularly advises business leaders and companies on employee engagement, empowering and mentoring team members and building a culture with unified goals. Breaking the mold with her upbeat office, Hughes also donate the firm's workspace as a venue for nonprofit events.



## WOMAN TO WATCH

### STAR HUGHES-GORUP

Hughes Marino

Star Hughes-Gorup serves as an inspiration to hard-working young adults. As SVP and director at Hughes Marino, Hughes-Gorup has achieved a great amount as a 28-year-old expert in the industry. She leads her brokerage team in more than 100 transactions a year, as she strives to continue the firm's efforts in creating an exciting, innovative environment. She is committed to integrating programs for her team, planning outings and fitness challenges to support corporate excellence. She is also an advocate for gender equality in the industry; utilizing her personal blog as a platform to highlight issues, while mentoring, encouraging and inspiring young women.



### JULIE JOHNSON

Colliers International

As EVP of Colliers International, Julie Johnson has played a crucial role in healthcare real estate's high-growth trajectory in Phoenix. She is a go-to market expert that many people rely on for answers and decisions. She is a strong community leader and prominent advocate and mentor to young professionals. She takes part in various mentoring programs to help grow

careers, and continually invites colleagues to networking events. She founded Healthcare Chicks, an organization with more than 200 women in the healthcare field and is a leader in the Women in Healthcare organization to promote responsibilities of females in the industry.



### DONNA MIGHTY

Walker & Dunlop

As SVP at Walker & Dunlop, Donna Mighty oversees the servicing department; leading the insurance team and negotiating agreements. With more than 30 years dedicated to the industry, Mighty has a supportive, encouraging attitude toward her entire team. She has the innate ability to identify people's skills and interests, and in-turn provide rewarding work that reflects their

desires, engages their strengths and leverages teamwork. She utilizes affirmative reinforcement and provides guidance and support to everyone. She aids the success of colleagues through training programs, providing tools and knowledge to be successful as she mentors young women in her community.



### LISA KONIECZKA

CBRE

Lisa Konieczka has had an impressive 31-year career in real estate, completing 1,750 transactions. She has established herself as a leader in her field through her strategic approach and deal activity as EVP at CBRE. She is the founder of CBRE's Women's Network, an organization with more than 3,500 members globally which promotes the success of all CBRE women.

Through mentorship, connection and growth, the Women's Network significantly aids gender equality efforts within the industry. Konieczka offers her leadership and works tirelessly to connect, empower and guide young professionals to develop successful careers in commercial real estate.



### VICTORIA L. NOONAN

Cushman & Wakefield

As managing principal at Cushman & Wakefield, Victoria L. Noonan directs than 600 employees offering strategic, holistic solutions. She shapes the firm's growth strategies and implements creative recruiting efforts. Noonan believes in empowering, encouraging and diversifying a workforce to build strong teams for optimum results. She implements programs designed

for employee success and is dedicated to diversifying the industry in terms of gender, race and life experience. She focuses her leadership position to connect others, while serving as a mentor and advocate for young women. She continuously instills an inclusive company culture and she serves on many boards for philanthropic organizations and industry initiatives.



**LAURA O'BRIEN**  
**CBRE**

In her current role as EVP at CBRE with a focus on operational excellence for advisory services, Laura O'Brien helps roll out new technologies, launch team programs and develop market strategies to deliver successful outcomes for the firm's clients. O'Brien has increased diversity among the company's new hires and she has established multiple company programs for mentorship and leadership. With 40 years in the industry, she has been instrumental in the careers of more than 100 women at CBRE, dedicated to promoting the advancement of women in the industry.



**HILARY PROVINSE**  
**Berkadia**

Hilary Provinse credits her prosperous career to the support of women colleagues and influences, and she is determined to provide the same for the next generation of women leaders. As an advocate for gender equality, she believes in the impor-

tance of diversity to help organizations succeed. She is an active coach, mentor and sponsor and the founder of Chicks with Sticks, a networking group for industry women to cultivate relationships and drive success while golfing. As EVP and head of mortgage banking at Berkadia, she oversees more than 250 professionals across the US, serving clients and expanding the mortgage banking team.



**SONDRA WENGER**  
**CIM**

As managing director at CIM Group, Sondra Wenger manages broker relationships and sources investment transactions nationally; successfully closing more than \$6.4 billion in transactions throughout her time at the firm. Having developed a network of more than 1700 professionals through constant outreach in the field, Wenger is often asked to participate in industry organizations and to speak on women empowerment panels. With her extensive network, she offers guidance, fosters job opportunities, builds relationships and mentors many individuals, ensuring positive diversity in the next generation.

ticipate in industry organizations and to speak on women empowerment panels. With her extensive network, she offers guidance, fosters job opportunities, builds relationships and mentors many individuals, ensuring positive diversity in the next generation.

## Standouts



**JEAN KANE**  
**Colliers International**

Since stepping into the role of CEO, Jean Kane has grown Colliers International MSP to a team of 300 professionals and has earned the title of one of the Twin Cities Best Places to Work for six consecutive years. She leads the full suite of real estate services, and has played a role in growing the real estate management portfolio to 22 million square feet and more than 2,000

suites, making Colliers the third largest property manager in the Twin Cities market.



**JODI V. MEADE**  
**Avison Young**

Jodi V. Meade launched the automotive properties group at CBRE 16 years ago after noticing a void in the market for expertise in the niche sector. In 2014, she brought the group to Avison Young, where she now serves as the principal and national director of the firm's automotive properties group. Today, she has led more than \$2 billion in automotive commercial

real estate transactions. Continuing to forge new paths, she launched the AY Women's Networking Group in 2015.



**NANCY LUNDEEN**  
**Allen Matkins**

As one of the most respected real estate attorneys in California for 40 years, Nancy Lundeen has represented clients behind some of the most iconic buildings and development projects in the market. In 2018, she represented the acquisition or financing of 12 major shopping centers and has served as lead counsel on more than \$500 million in mortgage loans. She is

a co-chair of Northern California Women of Influence, the past president of Women in Real Estate and a CREW San Francisco member.



**BILLIE J. REDMOND**  
**TradeMark Properties**

Since launching TradeMark Properties in 1984, Billie Redmond has built the company into the largest female-owned boutique commercial real estate company in the Raleigh market. Working across property types and offering a full range of real estate services, Redmond has become one of the top 20 CEOs in the region. As the leader of a female-owned firm, she is end-

lessly committed to empowering women by serving as a mentor both inside and outside of the company.

Women of Influence  
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# Industrial Real Estate Development Guide

## REAL ESTATE FINANCING

### ANGELO GORDON

245 Park Avenue, 26th Floor, New York, NY 10167

P: (212) 883-4157 • F: (212) 883-4141

Email: gwhiting@angelogordon.com • Website: www.angelogordon.com/net-lease-re

**Key Executives:** Gordon J. Whiting; Portfolio Manager & Managing Director

**Services Provided:** AG Net Lease provides real estate sale-leaseback financing to owners-occupiers of corporate real estate and also purchases net leased corporate real estate. AG Net Lease has extensive experience providing sale-leaseback financing to financial sponsors' portfolio companies, privately-held companies and public middle market companies. Sale-leaseback financing provides positive leverage for buyouts, add-ons, refinancing, and recapitalizations and expansions, allowing users to access 100% of their real estate value while maintaining long-term operational control. AG Net Lease also has experience providing build-to-suit and improve-to-suit financing to develop properties to fit the needs of corporate users. Angelo Gordon, with its significant experience as a principal investor in credit and real estate assets, provides a robust underwriting platform, enabling the Net Lease Group to execute transactions with a great degree of certainty, timeliness, and sophistication.

**Company Description:** Angelo Gordon, founded in 1988, is a privately held firm focusing on alternative money management activities for institutional clients and high net worth individuals. The firm manages capital across four investment categories: (i) corporate credit, (ii) direct lending, (iii) securitized products, and (iv) real estate. The firm is an SEC registered investment adviser, and has approximately \$32 billion assets under management as of December 31<sup>st</sup>, 2018.

**Service Territory:** United States and International



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## REAL ESTATE FINANCING

### NORTHMARQ

3500 American Blvd. W., Suite 500  
Minneapolis, MN 55431

P: (952) 356-0100

Email: marketing@northmarq.com

Website: northmarq.com

**Key Executives:** Jeff Weidell, president; William Ross, president-Debt & Equity; Trevor Koskovich, president-Investment Sales

**Services Provided:** Debt & Equity, Multifamily Investment Sales, Loan Servicing

**Description:** As a capital markets leader, NorthMarq offers commercial real estate investors access to experts in debt, equity, investment sales, and loan servicing to protect and add value to their assets. For capital sources, we offer partnership and financial acumen that support long- and short-term investment goals. Our culture of integrity and innovation is evident in our 60-year history, access to more than 500 capital sources, loan servicing portfolio of more than \$57 billion and the multi-year tenure of our more than 500 people.



## REAL ESTATE FINANCING

### CHASE COMMERCIAL TERM LENDING

3 Park Plaza, Suite 1000, Irvine, CA 92614

P: (866) 310-5737

Website: www.chase.com/CTL

**Key Executives:** Greg Newman, Head of West Multifamily Lending; Kaj Lea, Head of Central Multifamily Lending; Kurt Stuart, Head of East Multifamily Lending; Troy Applegate, Head of Commercial Mortgage Lending.

**Services Provided:** Chase Commercial Term Lending is the nation's #1 multifamily lender, offering speedy commercial property loan closings thanks to our industry-leading loan origination platform, CREOS. We provide owners the best financing solutions for purchasing or refinancing stabilized apartment buildings, and industrial, office, retail, and mixed use properties.

**Description:** Our Commercial Real Estate teams provide clients insights, hands-on service, comprehensive financial solutions and unrivaled certainty of execution they need to be successful throughout the cycle. Clients benefit from our no hassle loan process, simplified documentation, competitive pricing, low fees, and excellent customer service from start to finish. Our goal is to provide the best, straightforward multifamily and commercial property loan financing experience in the industry. Call us today to learn how to put our resources to use on your next deal.

**Service Territory:** Nationwide



## REAL ESTATE INVESTMENT

### MARCUS & MILLICHAP

23975 Park Sorrento, Suite 400

Calabasas, CA 91302

P: (818) 212-2250

F: (818) 212-2260

Website: www.marcusmillichap.com

**Key Executives:** Hessam Nadj, President/CEO

**Services Provided:** Marcus & Millichap provides investment sales, financing, research and advisory services for all types of commercial real estate.

**Description:** Founded in 1971, Marcus & Millichap is a leading provider of commercial real estate investment sales, financing, research and advisory services. With nearly 2,000 investment sales and financing professionals throughout the U.S. and Canada, the firm's property marketing system integrates investment specialization, market expertise, comprehensive research, and relationships with the largest pool of qualified investors.

**Service Territory:** Offices Throughout the U.S. and Canada

Marcus & Millichap

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**DARCY STACOM**  
**CBRE**

As the chairman and head of the New York capital markets team at CBRE, Darcy Stacom stands at the helm of one of the firm's top-ranked capital markets teams in the US. In her career, she has completed \$100 million in transactions and has been named both the top global producer and the top global investment producer twice at CBRE. In 2018 alone, she was responsible for \$6.4 billion in investment sales transactions. Her impressive history has earned her the title of Queen of the Skyscrapers by the Wall Street Journal.



**DEBRA STRACKE ANDERSON**  
**Sloan Street Advisors Inc. / ITRA Global**

Exclusively representing tenants and occupiers, Debra Stracke Anderson advises large and small clients from entrepreneurial and governmental entities to Fortune 500 companies in Washington DC. As the founder and president of Sloan Street Advisors Inc./ITRA Global, she is firmly focused on client advisory and site selection services, tenant and buyer representation, and lease management, and she is the first woman to serve as chairman of ITRA Global.



**MARY ANN TIGHE**  
**CBRE**

Mary Ann Tighe is consistently ranked among the top five brokers at CBRE. As the CEO of the New York Tri-State region, she has completed more than 100 million square feet in leases. She is unmatched in her industry accolades, which include nine awards for the "Most Ingenious Deal of the Year" and directing deals for 14 million square feet of new construction. Last year, she completed 5.7 million square feet of office deals, and received a Deal of the Year award from the Real Estate Board of New York.

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\*Note: Rank excludes banks with high non-loan asset concentrations: Goldman Sachs, Morgan Stanley, BONY, State Street, Charles Schwab. Ranks as of 12/31/2018. Based upon total gross loans and total aggregated domestic deposits for bank holding company. Sources: SNL, FDIC, company reports.

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