



WOMEN OF INFLUENCE

Real Estate
Forum[®]

July/August 2010

The Rainmakers

The nation's leading institutional players are looking to put their money to work and make the most of their existing investments, despite a slow deal market

PLUS:

- Midyear Scorecard: Uneven Rebound in Recession's Wake
- Hotel Power Panel Thumbs Nose at Obama
- Go LOCAL in... New Jersey

Real Estate Forum Digital Edition: www.reforum.com

An **ALM** Publication

Women of Influence 2010

Women continue to make great strides in the commercial real estate industry, with a selection of notable standouts profiled here

From sales and leasing transactions to investment banking and economic development, the women profiled on the following pages have done it all. Their efforts and creativity have advanced the industry in ways that too often go unnoticed.

Many of the executives that are featured also played instrumental roles in keeping their companies afloat during the downturn. And some even launched their own firms in the midst of the financial crisis.

Though women are still underrepresented in the industry, those presented have not simply cracked the glass ceiling; they've seriously weakened its foundations. The editors of REAL ESTATE FORUM received nearly 300 nominations for this year's Women of Influence feature, out of which we selected 53 whose accomplishments were particularly impressive.



SARAH ABRAMS
President
Fidelity Real Estate Co. LLC
Boston

Abrams leads the organization responsible for providing all corporate real estate and location strategy services to Fidelity's business units globally. She oversees a portfolio of 10 million square feet with an annual operating budget in excess of \$400 million. In the past year, Abrams completed a multi-phase real estate plan that resulted in the development of over two million square feet of space to accommodate Fidelity's businesses throughout the US, Canada, India, Ireland, Japan and the UK. She is the current president of NAIOP Massachusetts and the New England Chapter of CoreNet Global. Despite her success, Abrams is leaving Fidelity after 14 years to pursue new real estate ventures. "In the past 30 years, the US economy created 40 million jobs, but is net zero in job creation over the past decade, and down eight million during this recession," she says. "At the same time, lots of office product was added to the supply. Even at a reasonable clip, we won't make up those jobs for four to five years. I am more bullish on multifamily as lenders go back to requiring substantial down payments, driving more people to rent longer."



SUSAN ANSEL
EVP and Chief Operating Officer
Gables Residential
Atlanta

Over the past year, the 23-year veteran has completed the lease-up and stabilization of 950 multifamily units throughout five developments for Gables. Ansel also grew the firm's third-party management business, with the addition of 16 contracts. She was recently named to the 2010 Broadband Properties MDU Hall of Fame Top 25. This is in addition to memberships in the National Multi Housing Council, the Real Estate Council of Dallas and the National Apartment Association. She says, "Technology will play an ever-more important role in the push toward more efficient and effective operating platforms, and talented organizations will determine favorable ways to take advantage of opportunities available."



ANNE BABINEAU
Partner
Wilentz, Goldman & Spitzer PA
Woodbridge, NJ

With over 20 years in the industry—most spent as a partner at Wilentz—Babineau heads the firm's Redevelopment Law practice and directs its Redevelopment Strategic Business unit. She represents a variety of clients on redevelopment projects in New Jersey, including a brownfields project funded through redevelopment area bonds in Carteret as well as a similar venture in Perth Amboy. She also negotiated with individual developers on municipally owned land along the Hoboken Waterfront. When she's not in the office, Babineau lectures on redevelopment issues for the New Jersey Institute of Continuing Legal Education, New Jersey Future and NJSBA and on legal issues related to redevelopment for a course sponsored by Rutgers University/NJ Department of Community Affairs.



HEIDI BARATH
Executive Director, Transaction Advisory Services
Ernst & Young
Dallas

With 21 years of industry experience under her belt, Barath is the highest-ranking female executive in Ernst & Young's US Transaction Real Estate practice. Showing a commitment that is not easy to come by these days, Barath began at E&Y 15 years ago and worked her way up the ranks. In a largely male-dominated business, few women have achieved sustained success in this sector, but Barath has "had fun doing it." During the past 12 months, she assisted in three major corporate transactions that involved real estate assets: Dell Computer's \$3.9-billion acquisition of Perot Systems, Genband's acquisition of Nortel Carrier VoIP and Application Solutions Business for an undisclosed amount; and Service Corp. International's \$256-million Keystone North America Inc. acquisition. In addition to her participation in the March of Dimes, she is a member of the Urban Land Institute, the Real Estate Council and Commercial Real Estate Women. "Succeeding today requires unprecedented flexibility, agility and a tolerance for ambiguity," she shares.



JEANNE JAMBOR
Chief Financial Officer
Real Capital Analytics
New York City

Since joining RCA in 2007, Jambor has been instrumental in allocating the funding and resources that have allowed RCA to grow its platform beyond the U.S. As a direct result of her stewardship of resources over the past 12 months, RCA has grown revenue and staffing for coverage of international transaction activity and completed the acquisition of Real Estate Economics. She also forged RCA's relationship with the International Council of Shopping Centers and led the team that created a global database of shopping centers for ICSC members, powered by RCA and continuously updated.



LENORE JANIS
President
Professional Women in Construction National
New York City

One of a dozen founders of PWC in 1980, Janis today is the nonprofit organization's president and CEO. She oversees six chapters along the East Coast with over a thousand members and a constituency of close to 10,000; directs all business and development operations at the New York City headquarters; and plans and directs monthly events for the national headquarters. Janis hopes to continue to further the advancement of women and minorities in entrepreneurial, professional and executive positions in the A/E/C industries and to help broaden the expansion of PWC through additional chapters nationwide.



DEBRA G. LACY
President and Chief Executive Officer
Lacy Ltd.
Washington, DC

Lacy founded Lacy Ltd. in 1982 and has used her 30-plus years of experience to successfully position the company, recently managing the acquisition of two trophy office buildings simultaneously for the same fund for about \$197 million, combined. She also assisted the Salvation Army by acquiring a two-acre site in Washington, DC for the development of a Harbor Light transitional housing, rehabilitation and job-training facility and arranged for free retail space in Downtown DC for its Christmas Toyland project. Lacy says, "Although the glass ceiling still persists, especially for women seeking positions of authority in upper level management, the glass will eventually shatter."



LORI LEWIS
EVP and Director, Portfolio Operations
KBS Realty Advisors
Newport Beach, CA

Lewis oversees all equity acquisition, underwriting and financing activities nationwide for KBS, which has invested \$3.7 billion in four REITs since 2005. She has directly managed over \$9 billion in underwriting and financing including \$100 million this year alone. She also oversees portfolio operations for the firm's \$5.8 billion of assets under management and is a member of KBS' Investment Committee. "We have seen pricing on short- and long-term commercial financing become

extremely competitive from both traditional banks and life companies, as well as a reemergence of the recently dormant CMBS market," she observes. Lewis remains active in philanthropy by contributing to a number of organizations including Northrise University, a fully accredited school in Zambia, and the Somali Mam Foundation, a nonprofit charity committed to ending modern-day slavery and human trafficking in Cambodia.



MARLA MALONEY
Principal and SVP, Corporate Operations
Cassidy Turley
St. Louis

Managing 800 associates and 420 million square feet of space, Maloney has been influential in establishing best practices among merging firms and growing Cassidy Turley's property management group. She has been a part of the St. Louis Internship Program Board since 2007, helping disadvantaged youths. "The challenging financial markets have drawn special servicers and financial institutions into active roles in the operation of real estate projects," she says. "These groups need outside help for receivership work, property management leasing, valuation and disposition assistance."



SANDRA MCGLOTHLIN
President
Empire Roofing
Fort Worth

McGlothlin is a co-founder of Empire Roofing, a commercial and industrial roofing company with affiliated Texas locations in Austin, San Antonio, Houston and El Paso as well as Tennessee, Florida, Georgia and Mexico. She volunteers her time with Commercial Real Estate Women, the North Texas Roofing Contractors Association and the Roofing Contractors Association of Texas. She has also lent her expertise to many organizations in her community, serving on the boards of the Fort Worth Hispanic Chamber of Commerce, Fort Worth Chamber of Commerce, Fort Worth Business Assistance Center, Fort Worth Arts Council and Expanso Inc. McGlothlin currently serves as chairwoman for the Fort Worth Hispanic Chamber of Commerce. She notes that there is more room for female leadership in the commercial real estate industry, and especially in commercial roofing—an industry historically dominated by males.



EDNA MEYER-NELSON
Founder, President and Chief Executive Officer
Richland Cos.
Houston

As the founder of Richland Cos., Meyer-Nelson brings 20 years of banking experience to the firm and amassed a 30-property portfolio. This past year alone she has secured leases in excess of 400,000 square feet and closed over \$40 million in real estate loans. The longtime board member of Houston Children's Charity sees a diversified portfolio as a good buttress against the current economic woes. "Our cycle is down right now, but it will absolutely bounce back," she says. "Banks, owners even tenants need to realize we are all in this together. It will take some creative thinking and a healthy dose of compromise, but if we all work together in new ways, we can prosper even in the down cycles and emerge with a brighter future."