

WOMEN OF INFLUENCE 25TH ANNIVERSARY SPECIAL EDITION

Real Estate Forum

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CREW NETWORK

CHARTS A FRESH COURSE

FEATURING

2018'S WOMEN OF INFLUENCE

NEW HALL OF FAME INDUCTEES

CRE'S WOMEN TO WATCH

REAL ESTATE FORUM PRESENTS

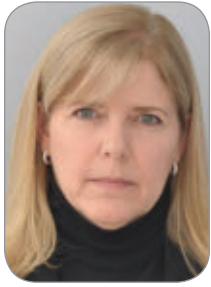
WOMEN OF INFLUENCE 2018

Twenty-five years ago, REAL ESTATE FORUM ran its first ever feature profiling Women of Influence in the commercial real estate industry. It was a big event for us. Back then it was clear there was a need to highlight the (very few) women who were making inroads in the space—not only for the women themselves but also for the men who worked alongside them and appreciated their efforts despite the challenges they faced. Institutional memory has it that we were surprised by the number of applications we received for that long ago article. Since then we have expanded our coverage to include women who belong in our Hall of Fame and our Women to Watch categories.

Each year we are progressively surprised by not only the number of applications but the wealth of information that is included in them. These women have worked very hard for their careers and they have not been shy about letting us know. And why not? They have become CFOs, they have launched their own companies, they sit in boardrooms and talk to investors with funds in the billions of dollars. Their journey has not been easy. As one woman told us: “You had to prove yourself by being better prepared and by working harder to connect with” others in the industry.

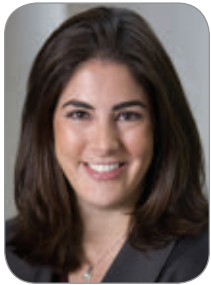
At the same time these women also volunteer their valuable time for charities and other worthy causes. In many cases, these women have devoted themselves to mentoring other women coming up behind them. Another woman, describing her efforts to make it a priority to mentor young women in the CRE space, said her mentees are “powerful yet humble” and “driven and accomplished.”

These are the stories we tell—and have told in previous issues—in the following pages. You will read stories of hard work, dedication, late nights, the juggling of family life and work commitments and, above all, the determination to succeed. Just like our readers did 25 years ago. Much has changed for women since then, but the essential ingredients for success have, for better or worse, stayed the same.—*Lisa Brown and Steve Lubetkin*

**JENNIFER FRANCIS**

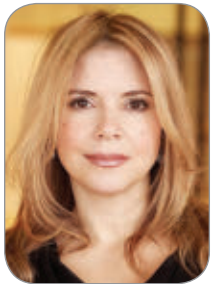
Senior Vice President, The RMR Group
President and COO, Senior Housing
Properties Trust
Newton, MA

Throughout her 30-plus-year career, Jennifer Francis has broken down gender barriers and shattered glass ceilings. She was often the only female at the helm and has been on various sides of a transaction. At the RMR Group, Francis oversees 2,468 leases and more than 77 million square feet of office, lab, medical office and industrial space for five publicly traded REITs, and leads a team of 24 professionals. Most recently, Francis was promoted to president and COO of Senior Housing Properties Trust, a healthcare REIT with an \$8.6-billion investment portfolio in 42 states. She is the first female president of an RMR-managed REIT and continues to lead the asset management team. In the past year, Francis was instrumental in key business decisions, such as Government Properties Income Trust's acquisition of First Potomac Realty Trust, and managed 4.4 million square feet of leasing volume.

**HEATHER T. FRIEDMAN**

Partner
Morris Manning & Martin LLP
Atlanta

Heather Friedman is already one of the nation's top environmental attorneys, and her influence will only grow, given she is only 39. She made partner of MMM at age 33. Friedman's now one of the nation's top environmental attorneys, representing numerous US redevelopment projects with environmentally impacted properties. Friedman's biggest accomplishment was WRS Inc.'s acquisition of Underground Atlanta, which Atlanta's mayor called the most complicated deal in city history. She is working on projects in Charleston, SC; San Jose and San Diego, and represents a private equity hospitality firm. Friedman chaired the inaugural Georgia Brownfield Association Brownfield Seminar in 2015 and 2016, and is now on GBA's executive board.

**ROXANA Q. GIRAND**

President and CEO
Sebastian Capital
New York City

A 17-year veteran of the New York City real estate market, Roxana Girand is one of the few Latin American women in CRE, and strives to open doors for other women from Latin American countries to enter the field. Her boutique real estate firm, Sebastian Capital Inc., specializes in working with Latin American families with real estate assets in the US market. Sebastian Capital has more 3.5 million square feet of real estate under management in New York City, New Jersey and Westchester. In the last 12 months through Girand's leadership, Sebastian Capital has allocated and originated \$200 million in financing. In addition, she has acquired and grown assets under management from \$300 million to more than \$500 million. Girand is an active member of REBNY and YMWREA, along with Pies Descalzos, which ensures education to less-fortunate children in Colombia.

**FRANCINE GLANDT**

Director, Real Estate Commercial &
Investment Banking
SunTrust Robinson Humphrey
Atlanta

After decades of running capital markets and treasury departments for REITs, Francine Glandt switched to real estate commercial banking and has been at the top of SunTrust's CRE leaderboard every year since. Glandt was awarded SunTrust's Gold Performance Excellence Award for outstanding performance. She was involved in transactions that involved joint lead arranger and joint bookrunner positions in debt and equity transactions, an IPO, tax exempt financing and numerous loans from SunTrust's balance sheet. Glandt says her biggest career obstacle was the assumption that she was subordinate to the position she held until she proved her depth of knowledge/expertise. She overcame this by obtaining the Chartered Financial Analyst designation, accepting public speaking engagements and running three departments.

**NANCY GLICK**

Chief Operating Officer
Newmark Associates CRE
Cedar Knolls, NJ

Nancy Glick specializes in property acquisitions and dispositions with a subspecialty in working with court-appointed receivers to market and sell distressed properties. She has been instrumental in leading her team to achieve the prestigious CoStar Power Broker Award for excellence for the past six years. Additionally, Glick is responsible for getting Newmark Associates CRE recognized as a woman-owned business within the corporate world, obtaining one of the most widely recognized and respected certifications through the Women's Business Enterprise National Council. Additionally, Glick is the current vice chair of the Montville, NJ Township Economic Development Committee.

**CHERYL ANN GRAY**

EVP, Enterprise Innovation
QuadReal Property Group
Toronto

Cheryl Ann Gray leads the enterprise innovation team by providing expertise to QuadReal's Canadian real estate portfolio. Gray recently launched QuadReal's digital innovation initiative that will encourage, support and implement innovative technology in real estate assets. She was awarded the Real Estate Institute of Canada's Emeritus Award in 2017, the highest honor given to a member. Gray is IREM's 2018 secretary/treasurer, its first officer from outside the US, moving to president-elect in 2019 and then president in 2020. She spearheaded the IREM rebranding taskforce and serves on the IREM technology advisory board. Gray co-chairs the cyber security task force in cooperation with BOMA Canada, and is a member of BOMA Toronto. She received the BOMA Toronto Pinnacle Award for Innovation for the use of artificial intelligence to improve tenant services' responses.