

2013 CREW Network Impact Award winners



► CREW Network's Impact Awards recognize members whose achievements are considered exceptional. More than 70 nominations were received for the 2013 awards, and in the end, seven women were honored in the categories of Career Advancement for Women, Member to Member Business, Economic and Community Improvement, and Entrepreneurial Spirit.

The awards were presented in October at the "Celebrating the Power of Women" evening program during the 2013 CREW Network Convention & Marketplace in Dallas.

Meet the winners

Career Advancement for Women



Lesli Pintor
Senior Vice President, National
Bank of Arizona
Tucson CREW

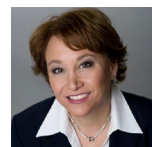
Several years ago, Lesli Pintor was writing her personal mission statement when her "aha!" moment struck. "Pay it forward" became her mantra from that point forward, and countless women at the National Bank of Arizona and CREW Network have benefited from that flash of inspiration ever since. Being a role model for women is her passion. As she says, "Girls lose confidence along the line. Role models help us believe."

Pintor is the highest ranking woman in commercial lending in southern Arizona. Here are just some of the ways she has been paying it forward:

- She's the co-founder of NBA's Women's Financial Group, a forum of professional women who have joined together to collaborate, network and succeed in finance, business, and life through quality relationships.
- She co-founded NBA's formal mentoring program, True Partner Path.
- She's a member of PEO, an organization that provides financial support to women who are furthering their educations.
- She's participated in Tucson CREW's UCREW and CREW Careers programs.

For her efforts, she's been recognized as a "2011 Woman of Influence" by the *Inside Tucson Business* newspaper, as a two-time winner of Tucson CREW's Professional Service Award, and was recognized as an "Extraordinary Women Doing Extraordinary Things" honoree by the University of Arizona Professional Women in Business Association, among others.

Member to Member Business



Vicki Berman
Lawyer, Shareholder and Vice President
Dean Mead
CREW Orlando

In mid-2011, Vicki Berman's firm was handling the \$150 million sale of a sugar cane farm for one of its clients. The client elected to defer its income tax on that sale through a 1031 like-kind exchange transaction for the portion of the sales price which qualified, in the amount of approximately \$145 million. That's where Berman stepped in – she had primary responsibility for the replacement property acquisitions in this deal.

In the end, in addition to the single-sale transaction, the replacement properties acquired included 33 single-tenant retail properties, two single-tenant industrial properties and two agricultural properties in 12 states for a combined price of approximately \$140 million.

Berman hired co-counsel in every state where property was purchased, and at the close of the deal, she had involved eight other CREW Network members. In the states where the local counsel was a CREW member, together they closed 13 deals for approximately \$62 million.

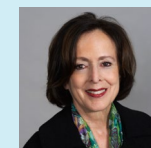
As she says, "Purchasing \$145 million of property over a six-month period is not easy and required good coordination and communication, and I got that level of service from my team ... I firmly believe that they all shared my enthusiasm and dedication to the common goal of this project."

Submit a 2014 Impact Award nomination

The deadline for 2014 nominations is **April 18, 2014**. Visit the Awards section in the Member Center at CREW Network's website (www.crewnetwork.org) to learn more about the award categories, criteria and recognition, and to complete the online nomination form.

Economic and Community Improvement

(NEWIRE Boston)



Andrea Daskalakis
Chief Investment Officer
Massachusetts Housing Investment Corporation



Kathryn Cochran Murphy
Partner
Krokidas and Bluestein LLP



Mary Thompson
Senior Vice President
Bank of America Merrill Lynch



Miriam Vock Sheehan
Partner
Nolan Sheehan Patten LLP

When complete in the spring of 2015, the Dudley Municipal Center in Boston's Dudley Square will lay a roadmap for the transformation of the area into a major commercial hub for the predominantly low-income neighborhoods of Roxbury, Dorchester and Jamaica Plain. The municipal center will consist of a 200,000-square-foot, six-floor, mixed-use building that will encompass an entire city block and become the new headquarters for the Boston Public Schools, as well as provide for ground floor retail and restaurants.

The site had been the former home of the historic Ferdinand's Furniture Store, once the largest retail furniture store in New England, in a bustling retail center that was considered Boston's "second downtown." But times had changed, and the site had been vacant for more than 30 years.

By locating the center in this area, the Boston Public Schools will bring youth, education-oriented services and skills training to the neighborhoods where they are in highest demand and create operational efficiencies by centralizing support operations. The project is estimated to encompass nearly 1,250 jobs, and seven more projects are in pre-development in the area, which represent nearly 900,000 square feet of commercial uses and housing.

For the first time ever, the city of Boston elected to use New Markets Tax Credits to assist with the financing. Andrea Daskalakis, Kathy Murphy, Mary Thompson and Miriam Sheehan all played major roles in the project. Daskalakis, an expert in the use of NMTCs, helped map out a strategic plan for pursuing the NMTC financing and helped line up financing partners. Murphy served as the real estate lawyer for the city, while Thompson represented Bank of America Merrill Lynch, a financing partner. Sheehan served as the tax counsel for the Massachusetts Housing Investment Corporation and The Community Builders. Several other CREW Network members were involved as well.

This comprehensive project represents Boston's long-term commitment to Dudley Square, and is a shining example of the power of collaboration.

Entrepreneurial Spirit



Coni Rathbone
Shareholder
Zupancic Rathbone Law Group, PC
CREW Portland

Several years ago, Coni Rathbone made a courageous leap of faith – she left the large law firm she loved to pursue her longtime dream of practicing law and being a real estate developer. Today, the Zupancic Rathbone Law Group is a thriving firm that has been ranked by the *Portland Business Journal* as one of the fastest growing companies in Oregon.

Recently, the firm opened the Stafford Hills Club, a unique tennis and lifestyle club that was also one of the first private recreational facilities to earn LEED certification. Despite the obstacles the team faced in financing and land use regulation, the club has created as much as \$100 million in local economic growth, and the project represents a model for economic development and sustainable construction during challenging economic times.

One of her most significant accomplishments has been representing more than 3,000 owners of tenant-in-common properties by helping them save their properties from foreclosure, refinancing their loans or negotiating to put new property managers in place. "When I can keep just one of those properties from going to foreclosure," Rathbone says, "it preserves the retirements and often the life savings of up to 40 people in just one property. It doesn't get much more meaningful than that."



Winners featured in *Commercial Property Executive* magazine

The stories of the 2013 Impact Award winners were shared well beyond CREW Network's membership with a special showcase in the November 2013 issue of *Commercial Property Executive* magazine. The winners also shared their views on leadership, mentoring and how they became successful in a video available on www.cpexecutive.com