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AZ RE

ARIZONA COMMERCIAL REAL ESTATE

MOST INFLUENTIAL WOMEN 2018



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THE MOST INFLUENTIAL WOMEN²⁰¹⁸ IN COMMERCIAL REAL ESTATE

By MICHAEL GOSSIE

There is something lacking in the commercial real estate industry's C-suites: Women.

But this year's list of the Most Influential Women in Commercial Real Estate are changing that.

"Our Scottsdale headquarters is made up of an all-women executive team, many of whom have been with the company for more than a decade," says Alana Mann, president and owner of The Statesman Group, which recently launched a nearly \$200 million project near Desert Ridge. The project will include The Luxe at Desert Ridge, 223 condominiums, and The Montreux, 335 apartments.

"The smartest professional decision I have made in my career was accepting the rare opportunity to expand my family company from Canada to the U.S. back in 1995," says Mann, one of AZRE's Most Influential Women in Commercial Real Estate for 2018. "Now, The Statesman Group is a diverse group of companies developing and operating real estate as a legacy family company."

Not only are AZRE's Most Influential Women in Commercial Real Estate playing a significant role in today's commercial real estate industry, their leadership, guidance and mentorship has helped the industry grow and diversify substantially within the past few years.

There is also another characteristic that all the Most Influential Women share.

"Integrity," says Amanda Houghton, executive vice president of asset management for Healthcare Trust of America. "You have to know who you are, what you stand for and don't compromise that. Not everyone will like it, but they will respect you for it."

Not only do these women command respect, the Most Influential Women in Commercial Real Estate for 2018 are working fearlessly to transform and redefine the industry as we know it.

MOST INFLUENTIAL **WOMEN** 2018 IN ARIZONA

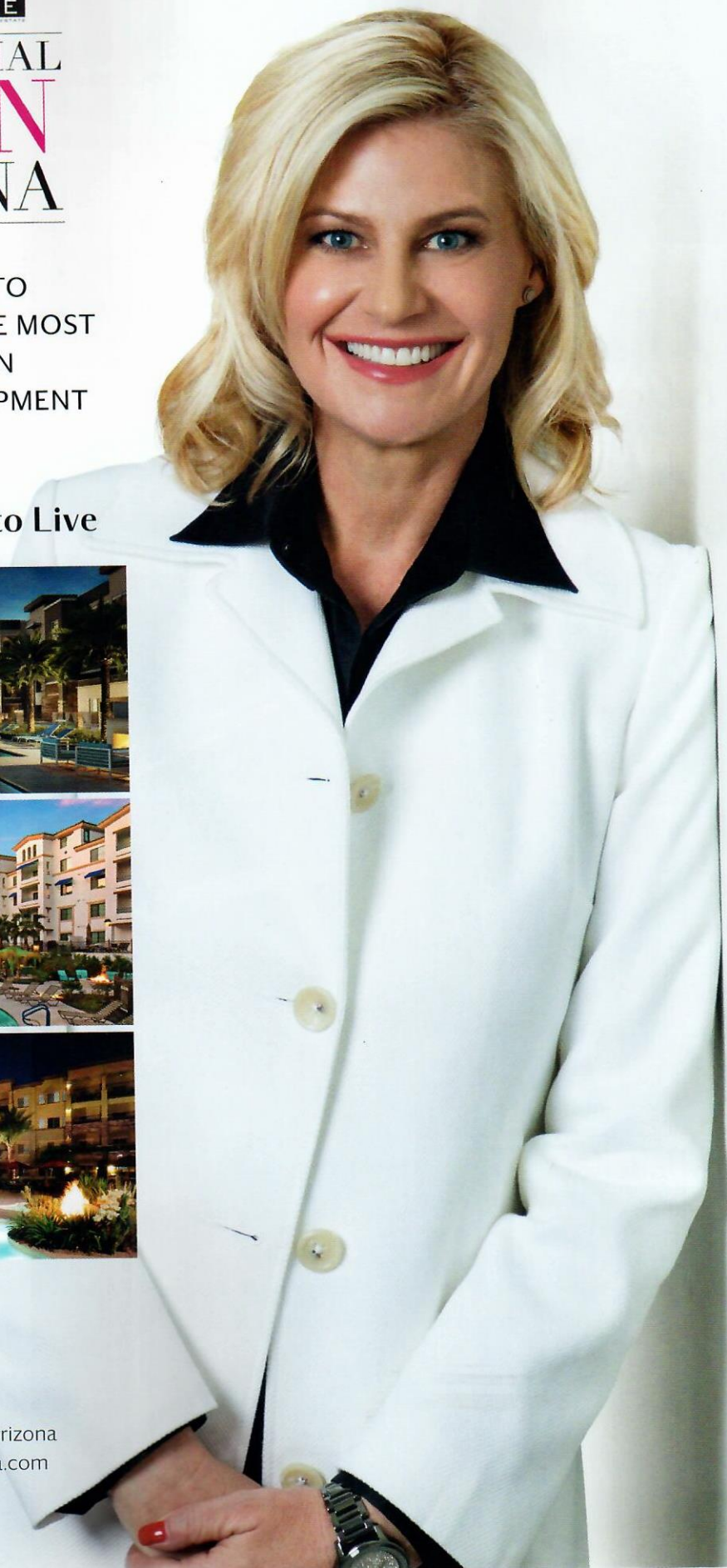
CONGRATULATIONS TO
ALANA MANN, ONE OF THE MOST
INFLUENTIAL WOMEN
IN MULTI-FAMILY DEVELOPMENT

What a Beautiful Way to Live



STATESMAN

Statesman Group Scottsdale, Arizona
(480) 248-3300 statesmanusa.com



MOST INFLUENTIAL WOMEN

Cherie Koester

Principal and founder
Earthworks Environmental

Background: Koester founded Earthworks Environmental, an experienced environmental consulting firm that specializes in dust control and storm water pollution prevention.

Best decision: "Smartest decision? I haven't gotten there yet. I feel as though I take educated risks and I trust myself. I make a choice and I stick with it."

Surprising fact: "Forty percent of teen mothers graduate high school; less than two percent finish college before age 30. I made it a life goal to break this trend. I had my daughter at 16, finished high school, received undergraduate and master's degrees before I was 30. This fall, I will have four children enrolled at ASU."



Laurel Lewis

Senior vice president in office properties
NAI Horizon

Background: Lewis' focus is landlord and tenant representation. She is actively involved with Valley Partnership and is a volunteer with Phoenix Youth at Risk.

Best decision: "The smartest decision I made was to get out of a support role in real estate and take the plunge into a commission-based, full-time sales agent position. Since I made that move 27 years ago, I have successfully completed transactions for my clients totaling more than \$170 million."

Surprising fact: "I was a tomboy until the age of 12. I could beat all the boys in arm wrestling and foot races."

Alana Mann

President and owner
The Statesman Group

Background: Mann took control of her family's 40-year-old business and expanded it from a residential developer based in Canada to a multi-divisional developer, builder, investor and manager.

Essence of leadership: "I strongly believe that the most effective leadership is not by way of dictatorship. We have a plaque in our staff room that says, 'If you tell me, I will forget; please show me, and I will remember; however, involve me, and I will understand.' This way of leadership has engaged our staff to be more empowered in their capacity and work towards what is best for the company to achieve greater success."

