

# Global Real Estate Summit 2019



## **Laura Hines-Pierce**

Managing Director

*Hines*

Laura Hines-Pierce supports strategic initiatives to ensure Hines is consistently on the leading edge of being the best real estate investor, partner and manager in the world.

In September 2018, Ms. Hines-Pierce was named the firm's Transformation Officer to support the firm's strategic and transformative efforts across the business.

She served as Project Manager for River Point, a 1.1 million-square-foot, 52-story office tower and 1.5-acre park located in Chicago's West Loop submarket. Her responsibilities included zoning and entitlement, relationship management with equity partner Ivanhoé Cambridge, budget and schedule oversight, design and construction coordination, financial analysis, leasing, and marketing. She was instrumental in securing and negotiating leases for more than 900,000 square feet, \$30 million in tax increment financing and \$300 million in debt financing for the project.

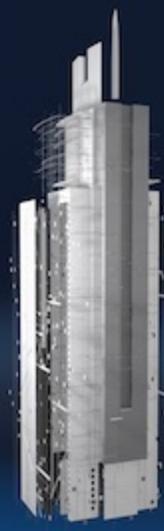
Laura Hines-Pierce serves as a lead advisor for OneHines Women's Network, a company-wide program which seeks to create new opportunities for networking and mentorship, and to increase the volume of female applicants and the percentage of women in leadership in the firm. Additionally, she has served on the firm's Strategy Committee since 2016, helping to direct strategic initiatives and investments.

Ms. Hines-Pierce joined Hines in 2012 and was responsible for project management of land acquisitions and developments in the Midwest and Southeast Regions, including analyzing acquisition and new business opportunities, developing financial and budget models, assessing market research, evaluating mixed-use development opportunities and assisting with institutional fundraising. Since 2017, she has worked in the Office of the Chief Investment Officer, focused on several firm-wide initiatives that have helped to refine investment strategy and acquisition efforts. In September 2018, she was named the firm's Transformation Officer to support the firm's strategic and transformative efforts across the business.

Prior to joining Hines, she worked for Sotheby's in New York, where she helped develop and implement standardized auction processes and oversaw daily management of departmental auctions and client relationships for high net worth clients. She also interned at Eastdil Secured, where she was responsible for underwriting, analysis, market research and the development of offering memorandums for a variety of asset types across geographies.

Laura Hines-Pierce earned an M.B.A. from Harvard University in 2012, and a B.A. in Economics and Art History from Duke University in 2006.

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