



GLOBAL REAL ESTATE SUMMIT 2017



Cynthia Foster
President, National Office Brokerage
Colliers International

Cynthia is President of National Office Brokerage for Colliers, the world's third largest publicly traded ("CIGI" on NASDAQ) real estate services company. She leads the firm's U.S. National Office Services platform and advises office tenants on strategic real estate matters. She takes a leadership role in managing and developing key client relationships throughout the U.S. on behalf of Colliers.

Cynthia has a long history of success in commercial real estate and has more than 25 years of experience. She has executed some of the world's most notable real estate transactions, completing more than 9 million square feet of transactions and \$12 billion in sales and restructurings. Prior to joining Colliers, she served on the Global Leadership Team and the Office of the President at Cushman & Wakefield (C&W). She joined C&W in 2001 with the firm's acquisition of Cushman Realty. Prior to that, she was part of Lazard's real estate investment banking group.

Significant Transactions

- Lazard's 450,000-sf World Headquarters lease at Rockefeller Center
- Louis Dreyfus' Headquarters lease at 2001 K Street in Washington DC
- Union Bank's Headquarters lease in Charlotte, North Carolina
- \$1.8 billion sale of Citigroup's World Headquarters in New York City
- Sale of 850 Third Avenue and Park Avenue Tower for Deutsche Bank
- \$2.8 billion of national restructurings for TIAA-CREF
- Advisory services for a large investment group on a \$30 billion bid for Equity Office Properties
- Belstaff's global flagship store on New Bond Street in London
- \$1.2 million-sf agency lease at Canary Wharf, London

Real Estate Industry Leadership

Cynthia has industry specific leadership roles. She is on the President's Council of the Real Estate Roundtable, and

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is Chairperson and member of the Board of Trustees for ULI, and was the 2012-2015 chairperson of its CRC Blue Council. In addition, she is on the Board of InPoint Commercial Real Estate Income, a private REIT.

Cynthia is recognized widely for her real estate industry achievements. In 2015 and 2008, Cynthia was named one of Real Estate Forum's "Most Influential Women in Real Estate." In addition, she has been honored as one of the "Top Women in Real Estate" by Sokol Media.

Philanthropic Leadership

She is on the Board of Trustees, the Executive Committee and Chairperson of Planning 2025 for Hospital for Special Surgery (HSS), where her work led to being honored by the United Hospital Fund as Trustee of the Year in 2016 for leadership and service. She is on the Board of Trustees for the Museum of the City of New York, and has been honored by non-profits for her active philanthropy including the Hudson Valley Hospital, Campaign for the Westchester Children's Museum, and The Northside Center for Child Development.

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