



Susan Harte. Esq. MCR

PROFESSIONAL EXPERIENCE

CBRE Group, New York, NY **2013 - present**
Senior Vice President

Location Advisory & Transaction Services

Leveraging the world's largest real estate company's platform services such as Labor Analytics, Financial Solutions and Project Management, leads and manages clients' corporate site selection process for new, expanding or relocating operations. Uses strong technical expertise in credits and incentives, taxation, law and finance to incorporate location analytics and economic development benefit strategies to facilitate business location decisions which produce greater returns on investments and shorter project pay-back periods.

Jones Lang LaSalle, New York, NY **2010 - 2013**
Director

Business Economic Incentives

Lead the northeast and New York City BEI practice for global real estate firm. Worked alongside commercial real estate brokers to identify, pitch and win commercial real estate business accounts using location incentives as a market differentiator.

Grant Thornton, New York, NY **2007 - 2008**
Managing Director

State and Local Tax Practice

Worked with firm's mid and large market clients in identifying federal, state and municipal credits and incentives and other economic development benefits for their new, expanding or relocating business operations.

Stadtmauer Bailkin Biggins, New York, NY **2000 - 2007**
Of Counsel

Scaled this boutique New York law firm's economic development practice to a national level increasing national revenue 30%.

The Witkoff Group, New York, NY **1998 - 1999**
Vice President, International Acquisitions

Established international acquisitions division of this soon to be public real estate development company. Developed relationships with Asian banking institutions and real

estate owners to source commercial real estate opportunities including acquisitions of distressed debt portfolios.

Empire State Development Corporation, New York, NY **1996-1998**
Director, Industry Development

Managed significant economic development projects and prepared Governor Pataki's personal economic development executive outreach plan to corporate executives.

Miyake & Yamazaki, Tokyo, Japan **1993-1995**
Foreign Associate

Negotiated and prepared documentation for cross-border joint ventures, technology transfers and development projects throughout Southeast Asia and China. Prepared materials and participated in GATT negotiations on parity of market access issues for US/Japan legal services.

Reebok Incorporated, Hong Kong **1991-1993**
Counsel & Assistant to the President

Managed the company's manufacturing, shipping and freight forwarding contracts in six Asian countries. Handled international commerce regulatory issues such as hang tag specs and packaging requirements. Prepared Congressional testimony for Reebok CEO on the effect of rescission of China MFN status.

Leboeuf Lamb Levy & MacRae, Washington DC **1990-1991**
Associate

EDUCATION

George Mason School of Law & Economics JD 1990

University of Richmond BA 1987

CoreNet Global, Masters Certificate Corporate Real Estate ("MCR") 2010

MEMBERSHIPS/ORGANIZATIONS

- ❖ Virginia and New York State Bar Member
- ❖ New York State Licensed Commercial Real Estate Broker
- ❖ Japanese conversational fluency
- ❖ Founder and chair of City Harvest's "Square Feet to Square Meals" campaign which raised approximately \$1M through the real estate community to fight hunger in New York City.
- ❖ Former Board member of Trailblazers Camp, a 501 (c) (3) organization which provides summer camp opportunity for under-privileged New York City children.