



## **Lisa M. Picard, *Managing Partner***

### **Formal Education**

Massachusetts Institute of Technology, Cambridge, MA  
Master of Science in Real Estate Development: Emphasis in Finance

Massachusetts Institute of Technology, Cambridge, MA  
Master in City Planning: Emphasis in Economics and Design

California Polytechnic University, Pomona, CA  
Bachelor of Science in Urban Planning: Urban Design Concentration

### **Career History**

#### **Canyon Ranch Health Resorts, Miami, FL & Tucson, AZ**

Vice President Real Estate and Development

Lead the real estate and brand expansion of a \$4 billion health and wellness (spa) company, including the development management (conceptualization, finance, design, sales, marketing and development) of the company's first lifestyle residential community, a \$500 million project on the water in Miami Beach, Florida. Created and managed the corporate initiative focused on developing innovations in "guest experience," which became critical to the success of the planned expansion and ultimately the brand value.

#### **Harbor Properties, Seattle, Washington**

Director of Development

Lead a team of professionals executing several mixed-use projects totaling over 1 million square feet and \$200 million in value in downtown Seattle, Washington. This included the management of several key financial partnerships in underwriting the development risk through financing and development.

#### **Hines Interests L.P., Bellevue, Washington**

Senior Project Manager

Directed the development of projects, acquisitions, and real estate services for Hines on the Eastside of Seattle, Washington. Established market presence, managed office of eight people, managed press and civic relationships and controlled budgets in excess of \$100 Million including the entitlement, development, construction and leasing of the 480,000 square foot speculative Class A office project located at One Twelfth @ Twelfth in Bellevue, Washington (100% leased) and the entitlement and development of the 430,000 square foot office campus located at Cedar Court, Redmond, which was fully leased to Microsoft.

#### **Community of Civano, LLC, Tucson, Arizona**

Finance Director & Director of Development

Led the acquisition of all debt and equity funding securing in excess of \$65 million in debt and equity capital for new commercial and residential development associated with a 1,500-acre master planned community in southern Arizona; including improvement district bonding for all community infrastructure.

#### **Bristol Group, San Francisco, California**

Investment Manager

Acquired, Asset Managed, Developed, Repositioned and Disposed of over \$250 million in real estate assets located in Boston, Massachusetts and Washington D.C. on behalf of the pension fund clients.

#### **Sasaki Associates, Watertown, Massachusetts**

Associate Designer

Worked with several design teams on urban design projects throughout the United States and Europe. Core responsibilities included the urban design and land use planning of several town centers, grading and earth design of new communities and transportation assessment and planning of these areas. Developed the community participation programs and the visual communications for many of the urban concepts on controversial projects.