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## **2023 Women in CRE: Hannah Jacobs, The Bulfinch Companies, Inc.**

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Hannah Jacobs  
Senior Analyst, Investments

What recent project, transaction, or accomplishment are you most proud of? ESG has become increasingly prevalent in all facets of business, and I am incredibly proud of Bulfinch for developing a sustainability committee with departmental representatives who make a concentrated effort to protect and enhance our environment. This year, I worked on updating our acquisition team's diligence process with additional ESG measures and assessments to guide our analysis of new investments. We can all be part of the change.

Who inspires you most? What qualities do they possess that inspire you? Rose Blumkin, an iconic immigrant businesswoman. She started her company with \$500 and later sold to Berkshire Hathaway for \$60 million, owed only to her relentless tenacity, wit, and determination. According to Warren Buffett, he would "rather wrestle grizzlies than compete with Mrs. B." Now, that's a woman to aspire to. With hard work, you can do anything, no matter where you start.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "Hannah's insightful financial sense and drive to succeed have set her on the path to success at Bulfinch. Her desire to explore the positive impacts commercial development can have on communities sets her apart and distinguishes her at the same time." - Pamela Yang, Managing Director, COO at Bulfinch.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Look at leadership. Change works from the top down. If you believe in the firm's vision - in terms of business plan, employee development, inclusivity etc. - then you are choosing a place where you can thrive. Work with people who celebrate and inspire you.