



THE MARINER TIMES

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MEET ANNE HILL

SENIOR VICE PRESIDENT AT BAYVIEW PACE

Anne joined Bayview PACE in February of 2021 after successfully launching the C-PACE offering for Stonehill Strategic Capital out of Atlanta, GA. As President of Stonehill PACE, Anne oversaw all aspects of the C-PACE offering, including originations, underwriting, due diligence, compliance, closing, and servicing. Under her leadership, the team originated and closed \$130MM of C-PACE transactions within the first 18 months and completed its first private securitization.

Anne has been intimately involved in commercial real estate construction and financing for her entire career. Anne obtained a Bachelor of Arts in Architecture degree from Princeton University and a Master of Business Administration degree from Stanford University. After business school, Anne returned to her hometown of St. Louis, MO, to work for her family's business. For over a decade, she served as co-owner of Murphy Company, a 115-year-old commercial design, and construction company that operates nationwide. At Murphy Company, Anne started the Energy Solutions Group, a 12-person engineering team that works with property owners to identify cost-effective ways to reduce their operating expenses through renovations to their mechanical systems. After Murphy Company, Anne built upon that experience and founded a six-person C-PACE consulting business. Anne has been involved with nearly \$500 million in C-PACE closings throughout her almost seven years in the C-PACE industry. When approached about the opportunity at Bayview, Anne quickly realized that Bayview provided the most robust platform for long-term growth and success in the C-PACE industry. Bayview's access to capital, experience in commercial real estate, and strong track record in securitization are unrivaled in the industry.

Moreover, Bayview brings the benefits of a large organization while preserving the ability to act quickly, both of which are key in the C-PACE space. In her first year at Bayview, the C-PACE team has grown to a group of six. By working closely with Bayview Commercial, the Financial Institutions Group, and Silver Hill, the team has already established Bayview as one of the top originators in the C-PACE space. The goal for 2022 is to complete our first C-PACE securitization for Bayview and become the largest C-PACE originator in the industry.

Anne has found the environment at Bayview to be a unique and desirable blend of smart, driven team members who are also highly collaborative. Anne's career advice is to find an area where you excel and enjoy. Then surround yourself with smart people and leverage their strengths for everyone's benefit.

Winter Edition Contributors:

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