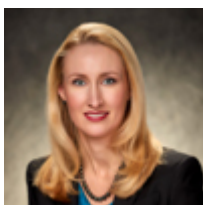


MEMBER SPOTLIGHT - LYNN GOESSLING, HERZOG CREBS LLP



News Article:

Lynn Goessling

Partner

Herzog Crebs LLP

Question: When did you decide to get into the commercial real estate industry? Was it always your focus?

Answer: I have a business degree from SLU and my focus in law school was business and employment law. I did an internship at the St. Louis Development Corporation during law school and ended up working on issues involving properties owned by various City agencies. That was my first introduction to the commercial real estate world. I joined Herzog Crebs LLP as an intern and not long after I was hired as an associate, I was “drafted” to work on Resolution Trust Corporation (FDIC) litigation. I was assigned the job of sorting through and analyzing underwriting records and examination reports on commercial real estate loans made by a savings and loan institution. Through this, I became familiar with commercial real estate underwriting and financing structures. I then took the corporate and real estate taxation courses in Washington University’s LLM Program and started working in my firm’s growing real estate transaction practice. The market was booming at the time, and I was hooked.

Q: What are some of the things you love about your job?

A: I love finding creative solutions to accomplish my client’s objectives or to bridge the gap in a deal. The highlight for me is closing deals, whether a client is buying, selling, leasing, renovating, building, developing, restructuring or financing – there is always satisfaction in leading the client through the process and inking the deal. I also love that I have clients with whom I have developed close working relationships with over the years. It has been great to grow with my clients.

Q: What is your CREW-St. Louis origin? When did you join? Why did you become a member?

A: I became a member in 2002. I was pretty deep in real estate development at the time and I was working on more construction. There were not many women in the mix, but all of the women that I was coming across seemed to be members of CREW. I went to a couple of events and was hooked by the comradery of the group. I loved the chance to get to know more women in my field and have a professional “think tank” at my fingertips. The programs were also really good and a fun way to stay up on the latest and greatest projects in the area.

Q: What was the first CREW event you attended and what were your impressions?

A: I remember attending an event at a venue in Kirkwood and thinking – wow, this is a great group of professional women and I want to be a part of this. People went out of their way to introduce themselves to me and to introduce me to other members. I also remember being really impressed by a program held at the City Museum in the Washington Avenue Loft District and thinking that it was a great way to get the inside scoop on local projects.

Q: Please name a few projects you you’ve been involved in that you are proud of.

A: One recent project that I worked on with fellow CREW members that I am proud of is the acquisition and build out of a cutting edge 50,000 square foot research laboratory facility in Maryland Heights for a biotechnology company. It was so exciting to work with the owners of this company in going from incubator space to building out their own lab, while taking advantage of State and local incentives. It was a prime example of how CREW members can collaborate to best serve our clients.

I am also proud of the work that I have done in connection with the development of Central Park Plaza and surrounding areas in O’Fallon, Illinois. I have been working on projects in this area for several years with a long standing client, starting with creating a 145 acre TIF district consisting of 23 developable lots, and then working through the deals for each of the lots. Most recently this included negotiating and closing deals with Menards and Gander Mountain and other retailers in the development.

Q: What other associations or volunteer activities are you involved with?

A: I am on the Mary Queen of Peace School Board. My daughter is hearing impaired and, therefore, much of our volunteer time is spent on programs related to deaf education and early intervention, as well as participating in research studies. Recently, I became involved with One Classroom – which is a foundation helping make inclusive Catholic education possible in the St. Louis Archdiocese.

Q: What else would you like your fellow CREW-St. Louis members to know about you?

A: Most of my fellow CREW members already know that I am a foodie and that I love good wine. What they may not know, is that I was a certified fitness instructor and taught fitness classes in my earlier life. I now spend my free time trying to keep up with my adventurous husband, Ken, and kids, Joey (11) and Lauren (8). Both of my kids are in sports, so I spend a lot of time at games. I like to go hiking and spend time in nature (with a bed and breakfast nearby). I took up skiing in my 40's. My favorite vacation is still on a beach.