

SAINT MARY'S SCHOOL

Alumnae Profile Series

by Margaret McGlohon '81C

Anne Goldman '91C

Consultant & Former SVP of Real Estate and Development
Hutton Company, Raleigh, N.C.

A Foundation Built on Family Values

Anne Goldman and her brother Todd grew up in Charleston, West Virginia, as born-and-raised Episcopalians. Their father, Jay Goldman, was a former city mayor and city judge who in 1964 started his own real estate firm. Growing up, they learned a lot about real estate, business development, marketing, sales, and negotiation. But they also learned about the importance of maintaining long-term relationships, the value of integrity, and the impact investment in a community can have.

Becoming a Saint Mary's Girl

Anne's the first to tell anyone who'll listen that she wasn't sure what her trajectory would be after college. "But, it all worked out," she says. "When I reflect on how I got where I am today, I realize I came to corporate real estate development because of the influence of my dad and grandfather. But, I became a Saint Mary's girl because of my mom."

As a child, Anne attended Camp Seafarer in Arapahoe, NC, and over ten summers came to know several Saint Mary's girls. But, as graduation loomed, and college decision time approached, it was Anne's mother Rebecca (who herself had an all-girls experience) who suggested Saint Mary's.

"My mom immediately liked Saint Mary's because it was a small school in a big city, and she really trusted that the faculty and staff would take care of her daughter," she explains and laughs.

Anne enrolled in the fall of 1989 at the junior college and over the next two years became more involved and connected. She played for the Tennis Team, became a Hall Counselor in Penick, and served as Senior Warden of the Vestry.

After graduating from Saint Mary's in 1991, Anne went to college "down the road" at Meredith. There, she completed her degree in Sociology in 1992, graduating a semester early. After asking herself, "What's next?" she decided to enroll in an intensive three-month accelerated Paralegal Certificate Program, also at Meredith. The program allowed her to concentrate in corporate law and, "For a brief time, I thought law school might be in my future," she says.

Anne's first job after school was with a firm in Elizabeth City, NC. Later, she relocated to Greensboro, NC, and began working with a company called Vanguard Cellular, which then led her to a new position in lease administration for cell towers with Vanguard. "It was at that point that my career in Real Estate transactional work began," she explains.

In 1998, Anne moved back to Raleigh after being hired by McDonald's where she was responsible for one of two previously underserved real estate markets in the U.S. For the next five years, Anne oversaw market planning for the Charlotte area. Other companies soon called on Anne for her talent, and she had stints with Dollar General, Sonic, Dunkin Donuts, and Krispy Kreme, among others.

While at Krispy Kreme, Anne developed and built new corporate & franchised stores. In 2013, she found her way back to Krispy Kreme and was offered the position of Senior Director of Global Real Estate Development.

"My international work took me to places like South Africa, Russia, Singapore, Cambodia, Myanmar, Bangladesh, the Dominican Republic, Columbia, Peru, Panama, and Guatemala,"



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she recalls. "As I traveled worldwide to complete market analysis, build and find new locations for Krispy Kreme and also partner with franchisees, I became aware of what a small world it really is."

While in Guatemala, Anne worked with two brothers who owned a Krispy Kreme franchise. "Their uncle had encouraged them to go to the United States for college, which is where they'd learned about Krispy Kreme. They also shared with me that they'd attended Camp Seagull, and I think we may have been there at the same time!"

While working in Bangladesh, a new franchise owner asked Anne if she'd like to meet the representative of the company who would provide coffee for their new store. "At the visit with the owner, I realized he was from Greenville, SC, and after a personal visit to Bangladesh decided to open a coffee shop similar to Starbucks® here in the U.S. Now, they own and grow the beans and provide coffee and pastries to U.S. hotels and Embassies."

Anne's adventures abroad also took her to Panama. "Our franchise owner's father was the president of the Panama Canal Authority, and they took me through the locks of the Panama Canal, which was rare – not many in the world have actually ever experienced that opportunity! There, I got to open a canal and take a helicopter flight all over the canal and city!"

But, she also has had great experiences in the U.S. "The Krispy Kreme store which is due to open in 2020 in Times Square (NYC) was my project for the last three years I was at the company. Seeing it finally have its grand opening is thrilling, even though I'm no longer at Krispy Kreme."

Over the years, Anne's contributions in the real estate industry have added over \$1 billion dollars in revenue to multiple companies in the retail industry. And, she's grateful for the unbelievable experiences she's had. "I've made amazing friends and keep in touch as best I can with my schedule and time zone differences."

She's also the first to admit her appreciation "now more than ever" for what she has right here in Raleigh and the United States. "I want Saint Mary's girls to know that as they look ahead to their own "what's next" that the sky is the limit. If they are willing to work hard and put their mind to it, they can be successful."

For Anne, she had a lot of on-the-job training in what she describes as mostly a "man's world." But, she created her own niche through her work ethic and talent. "I made sure I worked harder than anyone else, and it paid off."

Most recently, Anne started doing consulting work for real estate companies in need of strategic oversight on key projects. Her latest assignment was with Hutton Company based in Chattanooga, TN. "Hutton is one of few female-owned companies of its kind, and my role is to review their strategic plan and envision a new competitive position in their single, multi-tenant real estate developments from market analysis to construction within a 40-state area."

Anne managed and assessed the strength of over 30 people, and she designed a growth strategy – presently being implemented at Hutton, which has a rich history in commercial leasing and deep roots in development, and was founded in 1994 by Karen J. Hutton. The firm's philosophy also matches that of Anne's personal philosophy, "Developing strong relationships is the reason for success."

And, it's something her Saint Mary's experience helped develop, in addition to the foundation given to her by her father and mother.

When not working, one of Anne's favorite activities is exercising on her Peloton® exercise bike, swimming and traveling for fun. A foodie for life, Anne enjoys dining at the world's most acclaimed (or eclectic) restaurants. She also took time to go back to school and get her Certified Commercial Investment Member (CCIM) certification.

Anne truly embodies the spirit of Saint Mary's women who are intelligent, resourceful, passionate, and adventurous, and who are educated to make a difference in their communities and the world. We look forward to following Anne and her work in the retail real estate industry – and if history repeats itself, Anne will continue to meet her goals and expectations in her new position and continue her success in the world. We are grateful to share her story!

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