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LAST YEAR

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Scott Peters
Healthcare Trust of America, Inc.

Miles Sanchez
Weingarten Realty Investors

Catherine Long

Executive vice president, CFO & treasurer
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By DAVID MCGLOTHLIN

Catherine Long wears many hats at STORE Capital in addition to her role as executive vice president, CFO and treasurer. She's been essential in the company's opening in 2011, all the way through the firm's initial public offering on the New York Stock Exchange last year.

STORE Capital is the third company that Long has taken public, but she says this was the most special because she was invited to ring in the first bell of the 2015 calendar year at the NYSE. Long and her colleagues even rung in the New Year in Times Square before she officially rang in the financial year on Wall Street.

Long is proud to report the company employs 65 people compared to five when it first opened. She says back in those days, the team used to meet at restaurants and huddle around a speaker-phone for conference calls. That never discouraged Long though. Eventually she secured an office space to lease that would meet the company's needs and projected growth. Since signing the lease, the company has expanded three times knocking down interior walls for more space.

Long's foresight also plays an instrumental role with her current responsibilities. She maintains the backbone of the company while providing financial security and flexibility. As a result, she constantly looks ahead, making projections and anticipating market trends. Her business savvy was shaped by working with businesses from front to back through its inception to eventually going public throughout her career. Long adds how it was beneficial to witness so many different business practices from mergers to buyouts and foreign operations, which makes her insights so valued.

Throughout her illustrious career, she remembers 2008 in particular. That year she was voted the CFO of the year by Financial Executives International despite the recession. Although she never wants to repeat those times, she admits to learning a lot. "You have to be very aggressive in negotiating and getting things done in a time when people didn't want to move," she explains.

Long showcases a pay it forward mentality. "I've had a really great career and very much enjoyed it," she says. "Now it's time to mentor the younger group and help them with their careers."

Thinking back on how she got started on her career path, she says, "It all started from a high school job and getting an opportunity to do something I didn't expect." That job was as a cashier at a plant nursery that led her to work as a college tutor then as an accounting student and now she's financially responsible for millions of dollars.

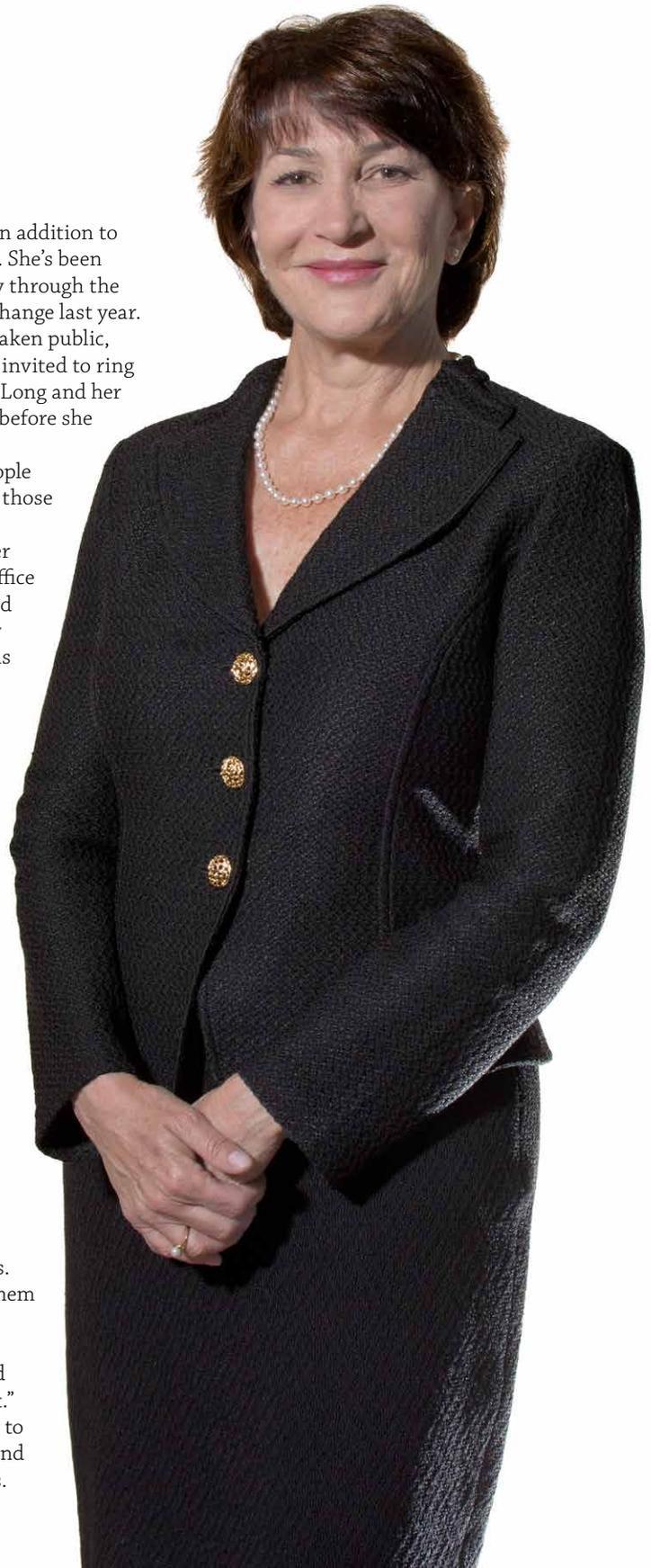


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