

Honoring top female CEOs

Brava's awards

Linebarger Goggan Blair & Sampson, LLP



Sharon Humble
Philadelphia Managing Partner

INDUSTRY: Legal

IN A NUTSHELL: A national law firm that dedicates its practice to the collection of government receivables

LOCATION: Philadelphia, PA; **FOUNDED:** 1997

NOTE OF DISTINCTION: To date, the PAID Tax Lien Securitization program that Linebarger Goggan Blair & Sampson works on has brought in over \$100 million for its client.

MOVING FORWARD: In 1997, the City and School District of Philadelphia sold a portfolio of 33,000 delinquent real estate tax claims to the Philadelphia Authority for Industrial Development (PAID). In the years that followed, PAID issued \$75 million in bonds and sold the portfolio to First Union National Bank as trustee, empowering it to collect the tax claims. Since the beginning, Sharon Humble, the Philadelphia managing partner for Linebarger Goggan Blair & Sampson has been instrumental in guiding this entire process to success, using superior legal skills and project management leadership, which includes identifying wasteful spending, budgeting and fiscal management.



Humble enjoys a camping trip to Leonard Harrison State Park at the eastern rim of the Pennsylvania Grand Canyon.

ESTABLISHING GOALS: Humble has worked to establish and implement the program strategy, and she has saved hundreds of thousands of dollars for her client. In addition, Humble and her staff have collected millions of dollars in excess of her clients' goals and expectations when the process first began 15 years ago. The program has resulted in the Sheriff's sales of over 9,000 vacant and abandoned properties in Philadelphia, and it has helped to put those properties back in the hands of responsible owners and back on the city's revenue-producing tax rolls.

LEADING BY EXAMPLE: As managing partner, Humble embodies leadership by example. She is an advocate for her staff, and she thrives on nurturing talent in the workplace by mentoring others, offering opportunities to her team and encouraging her staff to recognize their own potential.

COMMUNITY OUTREACH: As a big supporter of numerous charities in the Philadelphia region, Humble and her company have placed a premium on community outreach. Humble is particularly committed to the Commercial Real Estate Women Foundation and also serves as a mentor to graduate students from the University of Pennsylvania. For the past 10 years, Humble has personally sponsored two annual scholarships for women in the marching band at her alma mater, Southern Methodist University.

smart **CEO**

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