

2009 Speaker Biographies



SCOTT ABBEY, scsm, is Group Director of Leasing for Unibail-Rodamco with the responsibility for the development and execution of the company's pan-European commercial strategy. Unibail-Rodamco is the leading European commercial property investor and developer with 102 regional shopping centers in 12 countries including France, Spain, Sweden, the Netherlands, Austria, Poland, and the Czech Republic. With over 20 years of experience in the shopping center industry, Mr. Abbey worked for TrizecHahn in the United States and Europe prior to joining Unibail-Rodamco in 2001. Mr. Abbey, from the United States, is a graduate of the University of California. Mr. Abbey is a member of ICSC's European Advisory Board.



RONALD ALTOON, FAIA, CDP, a founding partner of Altoon + Porter Architects, LLP, is responsible for the design of retail/mixed-use projects worldwide. He is a University of Shopping Center instructor and has lectured for ICSC on every continent on global retail design trends at conferences that include the first Retail Real Estate World Summit, Istanbul in 2005, and the second Retail Real Estate World Summit, Cape Town in 2007. His designs have received sixteen ICSC International Design and Development Awards, and an Asia Shopping Centre Award. He has authored International Shopping Center Architecture, Designing the World's Best Retail Centers, and 21st Century Retail Centers: Context, Culture, & Community. He is credited with having raised awareness of Sustainable Design values broadly within the retail industry. Mr. Altoon's long commitment to design practice that today is recognized as sustainable form the foundation of his firm's philosophy.



KATE ANCKETILL is Managing Director of GDR Creative Intelligence. GDR stands for Global Design Resources and was originally established to provide a confidential design agency selection service. In 2000, Kate reoriented the company's work towards research into innovation in design, experiential marketing, packaging and service within the retail and hospitality sectors, tapping into an extensive network of 1000s of the world's most inspirational designers, architects, technologists and strategists for source material. Today, GDR specializes in trend analysis and forecasting. In addition to the publication of quarterly Global Innovation Reports and the delivery of presentations to clients and at conferences worldwide, GDR also arranges tailored networking events for some of the most powerful and influential international brands. Recent themes discussed have included "widgetization of retail," "unwired experience" and "stimulating sustainability," "making media." and "the complementary economy." In 2007, Kate won the Jennifer d'Abo Memorial Scholarship for female entrepreneurs, and most recently was selected to be part of Courvoisier The Future 500, 2009.



DR GAIL S. AYERS is an experienced executive with a long-standing commitment to building professional organizations that respond well to change. She is the founder of two successful organizations – (a) Interagency Policy Board, which established rental polices for properties valued at an excess of 800 million dollars and (b) a special public enterprise fund which lead to the funding of numerous educational and social service programs. As the CREW Network CEO and President of the CREW Foundation, Dr. Ayers oversees the organization's network of 67 chapters throughout North America, CREW Foundation, national educational and networking events, research, education and outreach initiatives designed to enhance the success of women in commercial real estate and to bring more women into the industry. In addition, she oversees the organization's efforts to enhance diversity within individual companies and other commercial real estate associations and organizations. Prior to being named CREW Network CEO, Dr. Ayers was Director of the Houston READ Commission, a nonprofit organization with a staff of 166, which operated six adult and family literacy centers throughout Houston.

STEVEN BAENEN is an attorney with the Atlanta office of Greenberg Traurig, LLP. Steve's focus is on real estate, with a concentration on leasing. Steve is a graduate of the University of North Dakota School of Law and is currently licensed in Georgia and Texas.



TIMOTHY BAKER, Vice President of Real Estate, Safeway Inc. Tim has been working in the commercial real estate development industry for approximately 15 years. The Wisconsin native received both his undergraduate and graduate degrees from the University of Arkansas. He joined Wal-Mart's International Division shortly after its conception and supported market entry into six different countries. In 2000 Tim was promoted to Senior Real Estate Manager for Wal-Mart's US Division, and delivered 100+ new stores and clubs across 16 different states during his tenure there. In 2006 he joined Safeway Inc. as its Vice President of Real Estate for the Eastern Division. The Division is on track to deliver 75+ "Lifestyle" remodels and 10-12 new stores in Tim's first three years in the position. The focus continues to be on Safeway's core competencies in delivering mixed-use and redevelopment projects in urban markets as well as those with high barriers to entry such as Georgetown in Washington, D.C., Annapolis, MD, and McLean, VA.

JEFFREY A. BAYER Since founding Bayer Properties LLC in 1983, Jeffrey Bayer has served as the CEO and Principal of the company. He fostered the organization's growth from a local property management firm to a commercial real estate leader, with a mixed-use asset portfolio of six million square feet. Mr. Bayer also directed the development of one of the industry's first Lifestyle Centers with the 1997 opening of The Summit in Birmingham, AL, recently expanded to one million square feet. His years of leadership were recently recognized by the Birmingham Business Journal with the Executive of the Year award. Mr. Bayer is a leader in the Birmingham civic and philanthropic community and holds Board positions with a number of prominent organizations including the University of Alabama at Birmingham President's Council, Birmingham Business Leadership Group and Birmingham International Center. Mr. Bayer holds a Bachelor of Science degree in Business Administration from the University of Alabama. He is a Certified Commercial Investment Member (CCIM) and a licensed Real Estate Broker.



AL BEAUETTE is CEO of Attentus Advisors—a national real estate consulting firm, comprised of the real estate industry's most talented and recognized practitioners. The firm's founding partners possess a combined 250 years of hands-on industry experience. They have planned, entitled, developed, acquired, managed and repositioned billions of dollars in real estate assets for their own account and for the accounts of their many clients and partners. Al is a well-known national real estate industry leader. He just concluded his tenure as Chairman of the Board of NAIOP the Commercial Real Estate Development Association headquartered in Herndon, Virginia. NAIOP has 52 chapters and over 18,000 members. Prior to founding Attentus Advisors, Al held senior executive positions with Harsch Investment Properties and Lowe Enterprises. Al was also a senior executive with CBRE where he held positions in their Pension Fund Advisory Group and Brokerage profit centers. Education: BS in Finance and Marketing from the University of Southern California. MBA from Pepperdine University.



JEFFREY BEDELL is the Vice President Sustainability for Macerich, one of the country's largest owners, operators and developers of major retail properties with a dynamic portfolio including some of the country's highest-performing shopping centers with total gross leaseable area at 72 centers exceeding 76 million sqft. At Macerich, Jeffrey has focused on Energy, Operations and Sustainability. Jeffrey became one of the first Sustainability Executives in the retail real estate sector, and has helped Macerich become a leader in this area. Before Macerich, Jeffrey's experience included, sustainable development, utility account management, demand side management, commodity procurement, and project development and implementation of energy efficiency, electro-technologies, cogeneration, central plants, thermal energy storage, controls, energy information systems and renewable energy. Jeffrey has a BA in Economics from Occidental College and a Masters of Business Administration from the University of Laverne. He is a LEED Accredited Professional, ASHRAE and AEE member, a Certified Energy Manager (CEM) and Certified Energy Procurement specialist (CEP).



WILLIAM BESSE is the Executive Director, Consulting & Investigations for Andrews International. Prior to joining the Andrews team Bill was the Director, Corporate Security of Belo Corp., one of the nation's largest media companies, where he was responsible for Corporate Security strategy, planning and implementation on a global basis. Prior to joining Belo, Bill was Managing Director of Global Consulting Services of IPSA International Inc., working out of offices in Dallas, Texas. He was responsible for planning and conducting all IPSA consultative engagements. Prior to joining IPSA International, Bill served ten years as the Global Director of Corporate Security for Mary Kay, Inc., with responsibility to provide security services to all worldwide operations, including coordination and management of all corporate security affairs, protection strategies, investigations, special events and business intelligence. In addition, Bill was responsible for security, safety and emergency planning for one of the nation's largest annual business meetings and has implemented proactive special event security plans at many of the nation's major convention venues. Prior to joining Mary Kay, Bill was the Manager of Security Services for the Motorola Corporation for several years where he developed security programs, investigated high-technology product diversions and intellectual property cases. Bill has extensive experience and expertise in executive protection, including the development of proactive strategies and global logistic support. Bill provided planning; logistical support and recovery operations for Mary Kay Sales associates in South Florida immediately after the Andrew Hurricane and emergency planning, support and recovery operations in New Orleans for Belo's CBS affiliate WWL-TV. WWL was the only TV or Radio broadcast station in the region to remain operational 24/7 during and after the Katrina Hurricane event. It won numerous honors for its commitment to the New Orleans community. He has conducted, coordinated and managed due diligence, background, internal control and other sensitive corporate investigations pertaining to acquisitions, joint venture partnerships, start-up research, philanthropic investments and senior manager/partner selection. Bill has designed and implemented nationwide integrated electronic security systems and communications systems incorporating millions of square feet of office, manufacturing, distribution/warehouse, research and development and corporate flight operations space. Bill has provided needs assessments, surveys, program evaluations, threat assessments, investigative consulting and risk analysis for numerous Fortune 500 clients. Bill began his career as a Special Agent with the U. S. Military Intelligence Command where he was responsible for sensitive intelligence, counterintelligence, counterterrorism and protective assignments. Bill's intelligence community training and experience have given him insight into protection from corporate and economic espionage, aggressive competitive intelligence collection, the protection of intellectual property and real world experience providing personal protective services. Education: Bachelor of Science Degree – Western Michigan University, Graduate, US Army Intelligence Center and School (Counterintelligence) Certification in Homeland Security – CHS-V American College of Forensic Examiners Institute Department of Homeland Security NIMS Certified. Professional affiliations: American Society for Industrial Security (Business & Commercial Security), Association for Intelligence Officers (Foreign Affairs Analysis), Association of Threat Assessment Professionals (Risk Analysis & Mitigation).



JOHN BESSEY (Phillips Edison & Co. Chief Investment Officer) Mr. Bessey received his Bachelor's Degree in Hotel and Restaurant Management from the University of Wisconsin - Stout in 1981. Since 2005, he has served as Chief Investment Officer for Phillips Edison & Co. During that time he has managed the placement of over \$1.2 billion in 140 individual shopping centers comprising over 14,000,000 square feet. Prior to that, he served Phillips Edison as Vice President of Development from 1998 starting the ground up development program for the company. During that time he started and completed over 25 projects which included Walgreen's, Target, Kroger, Winn Dixie, Safeway and Wal-Mart. Prior to joining Phillips Edison, Mr. Bessey was employed by Kimco Realty Corporation as a Director of Leasing from 1995, by Koll Management Services as Director of Retail Leasing and Development from 1991 and by Tipton Associates as Leasing Manager from 1988. Prior to entering retail real estate in 1988, Mr. Bessey worked in the hospitality industry as a Convention Sales Director for the Cincinnati Convention and Visitors Bureau and for Hyatt Hotels in a number of sales management positions in Minneapolis and Cincinnati.

Speaker Biographies *continued*



MEZ BIRDIE, cpm, scsm, ccim is Director of Retail Services at NAI Realvest, specializing in retail and shopping center services such as tenant representation, site selection, brokerage, development, leasing and management. He has negotiated brokerage and leasing transactions with prominent national retailers such as Wal-Mart, CVS, Best Buy, Office Depot, Borders and others. Prior to joining NAI, Birdie was Senior Vice President – Acquisitions and Portfolio Management for National Retail Properties, Inc. (NYSE:NNN), a REIT specializing in retail properties and traded on the New York Stock Exchange. At NNN, he was involved with the acquisition and portfolio management activities of over 425 retail properties in 40 states, serving 110 retail tenants and concepts. He is an instructor for IREM and a volunteer leader of IREM, NRTA and the CCIM Institute.



G. LAMONT BLACKSTONE is the principal of G. L. Blackstone & Associates, a commercial real estate consulting firm servicing public sector and non-profit entities in urban markets. He is also one of the founding partners of DLC UrbanCore LLC, a joint venture with DLC Management Corp. that is targeting retail development and redevelopment opportunities through public-private partnerships and other strategies. Lamont was formerly Chief Investment Officer of The Retail Initiative, Inc. (“TRI”), the first national commercial real estate equity fund to focus on inner-city retail development. Mr. Blackstone has served in multiple voluntary posts with the International Council of Shopping Centers (“ICSC”)—the trade association for the worldwide retail real estate industry—and as the Dean of the School of Economic Development at ICSC’s University of Shopping Centers, an industry continuing education program hosted annually at the University of Pennsylvania. He was also a contributor to ICSC’s publications, *Retail as a Catalyst for Economic Development and Developing Successful Retail in Underserved Urban Markets*. Lamont obtained his M.B.A. in Finance and Real Estate from The Wharton School and a B.S. in Business Administration from Boston University.



KRISTIN E. BLOUNT first joined Colliers Meredith & Grew in the Property & Asset Management Department. In that capacity, she managed a vast portfolio of commercial, industrial and retail space for such clients as MIT, Arthur D. Little, Inc., the Stimpson Family Trust, and the City of Cambridge Community Services. After receiving her MS degree from the Massachusetts Institute of Technology, she returned to Colliers Meredith & Grew in 1998 as a member of the Brokerage team where she represents corporations, developers and owners in the acquisition, disposition and leasing of commercial real estate.



RANDY E. BROADHEAD, SIOR Mr. Broadhead’s professional background includes more than 25 years of experience in commercial real estate. As one of the region’s top office brokers he, along with his partner, Brad Peterson, have been responsible for some of the biggest deals in the Las Vegas valley. His experience includes the representation of owners and tenants relating to office properties for sale, lease and land sales. Over his career, Mr. Broadhead has been responsible for the leasing of major properties in Las Vegas. These assignments include: Lauth Property Group, The Howard Hughes Corporation, Opus Southwest Corporation, Zurich, plus many others.



EDUARDO BROSS is the Chairman of Planigrupo, the leading Developer of supermarket-anchored shopping centers in Mexico. Eduardo holds an architectural degree from the University of Guadalajara and a Master’s Degree in Urban and Regional Planning from the University of Washington. Eduardo has served in the board of numerous social, cultural and religious institutions and he has been President of the Mexican Friends of the Jerusalem Museum, Founder and First Chair of the Graduate Studies Program in Urban Planning at the University of Guadalajara and head of Planning for the City of Guadalajara, Mexico’s second largest city.



ELLIOTT M. BROSS UMANN is General Director and Partner at Planigrupo, one of Mexico’s largest development and leasing companies. In the last 7 years, he participated in the development of over 30 shopping centers anchored by HEB, Walmart, Chedraui, Home Depot, different cinema and junior department store chains and over 1200 smaller retail tenants. Market value for the projects Mr. Bross has developed exceeds 800 million dollars and 6 million square feet. Prior to joining Planigrupo, Bross was a manager at NM Rothschild, where he participated in several of the most important M & A and project finance deals in Latin America with an aggregate value of over 1.2 billion dollars. Bross is a graduate of the Stern School of Business, where he graduated with honors (NYU) and Tufts University. Mr. Bross is also a member of YPO, the board of ICSC Mexico, and serves on the board of several non-profit organizations. In addition, Mr. Bross taught several courses in International Finance at the Instituto Tecnológico Autonomo de Mexico (ITAM).



SETH BROWN is a thirty-five year veteran of the real estate Industry. Seth’s “last gig” is as Vice President of Store Development for Sprouts Farmers Market. Sprouts is one of the fastest and more profitable retailers in the United States. He has also held Director and Regional Manager positions for Wild Oats, Payless Shoe Source, and Checker Schucks & Kragen. Previously, he was a commercial broker/consultant/investor in Albuquerque, New Mexico for close to two decades. While retail real estate is his profession, the business of real estate is part of his DNA. He co-manages an industrial/retail portfolio with properties in five states. “I have a unique perspective as I sit on both sides of the table. I have empathy for my counterparts and hopefully understand their motivations.” Seth currently acts as a part-time consultant with several investment banks/investors and has, in the past, been an expert witness per all matters of commercial real estate in the courts (both Federal and State).



GREG BRYANT Since 2002, Greg has established Bedford as a recognized leader in the cost segregation industry, guiding the firm to the completion of more than 4,500 studies. Greg has over 30 years in commercial real estate, ranging from project conceptualization through construction and asset management. Prior to co-founding Bedford, Greg was senior vice president for EMG, one of the nation's largest real estate consulting firms. He has also held senior positions with development and construction companies and has personally been responsible for the construction and management of commercial and retail properties in excess of five million square feet. Greg is a senior member and immediate past president of the American Society of Cost Segregation Professionals (ASCSP), and currently serves on the board of directors. Greg is also a member of ICSC where he's served as faculty for the University of Shopping Centers School of Finance, Accounting, and Lease Administration.



THOMAS CAPUTO serves as President of Equity One. He oversees the company's leasing and management groups, the investment management platform, acquisitions and dispositions. Prior to joining Equity One, in March 2008, Caputo was an Executive Vice President at Kimco Realty Corporation. In this capacity he headed Kimco's portfolio management and acquisitions groups. He was responsible for new investments in excess of \$10 billion dollars, including three mergers with public companies (Mid-Atlantic Realty Trust, Price Legacy and Pan Pacific). He was responsible for Kimco's portfolio management group which oversees Kimco's numerous joint ventures with institutional partners (AUM \$14 billion). Prior to joining Kimco, he was a principal with RREEF, a pension fund advisor. Prior to joining RREEF, Caputo was the principal in charge of retail leasing for seven years at Colliers Pinkard. He is a member of ICSC, AFIRE and NAREIM and earned a Bachelor of Arts from Randolph Macon College.



ROBERT CHAMPION is President of Champion Real Estate Company in California. Bob has kept Champion Real Estate Company on the cutting-edge of California urban development for 18 years with 40+ projects including: Atlantic Square, recipient of the NAHRO award for the best public-private project in 1992; One Westside, Los Angeles' first metro "Vertical Power Center" and 1997 Gold Nugget Merit Award winner; The Pasadena Collection, the first retail/residential/office mixed-use project in Pasadena and 2005 Gold Nugget Merit Award winner; and Gaslamp CitySquare, the only full-block, mixed-use development in San Diego's Gaslamp Quarter District. This year Champion will complete the adaptive re-use of two historic office buildings in the Gaslamp Quarter District, construction on the \$40 million Milan and \$100 million Burbank Collection mixed-use projects, and a "Vertical" T.J.Maxx/Home Store combination in Pasadena. He has a Master's Degree in Real Estate Development from USC, where he has been an adjunct professor for eight years.



JAMES "WES" CHERRY, JR. is Vice President of Real Estate for Dillard's, Inc., a fashion apparel and home furnishings retailer with revenues exceeding \$7.2 billion that operated 326 stores in 29 states at the end of 2007. He is responsible for all development, legal and operational aspects of Dillard's real estate portfolio throughout the country. Prior to joining Dillard's as assistant general counsel in 1989, Mr. Cherry was a partner in a Little Rock, Arkansas law firm, where he specialized in commercial litigation. He holds a B.A. from the University of Arkansas at Little Rock and a law degree (with honors) from the University of Arkansas. Mr. Cherry recently completed six years of service as a Trustee of the International Council of Shopping Centers.



WALT CLEMENTS has been in the real estate business since 1970 and received his CCIM designation in 1975. He has participated in exchanging, syndications, and development, including marinas, mini-storage, and fast food restaurants. During that time, he owned a commercial real estate brokerage, development and management company in St. Joseph, Michigan. He moved to Kansas City in 1983 to lead a 40 person commercial investment real estate company for seven years and then spent 15 years with Colliers Turley Martin Tucker where he became a Sr. Vice President and Principal of a firm with 9 mid-western offices of 200 commercial brokers and 900 employees. Currently, Walt is the Director of the newly formed Lewis White Real Estate Center in the Bloch School of Business at University of Missouri in Kansas City. He still maintains his position as President and half owner of Greenleaf Properties, Inc., a development, brokerage and property management company wherein he is working on his own account developing a variety of properties in the Kansas City area. Walt is the President of the Realtors Commercial Alliance for the Kansas City Regional Association of Realtors and sits on the Board of Directors for KCRAR. He is also an active member of the Board of Directors for the CCIM Institute and of a large local privately owned real estate development company. Walt has served as President of the Southwest Michigan Board of Realtors® and as President of the Kansas City CCIM Chapter. He also has chaired numerous committees for CCIM Institute on a national level. He has been a CCIM instructor since 1980 and has received the Instructor of the Year Award for highest student ratings and the Instructors Choice Award. He has led rewrite teams for CIREI on several of their courses and has written several one day seminars for continuing education for his local Board of Realtors. He has taught in seven countries and is an Adjunct Professor for the University of Denver, University of St. Thomas, and New York University. He received his certificate in real estate from the University of Michigan, a B.S. in Business Administration from Central Michigan University and a Masters in Real Estate and Construction Management from the University of Denver.



JOHN M. CROSSMAN, ccim, is President of Crossman & Company, one of Central Florida's largest retail leasing and management firms. He has been in the real estate business for over 17 years and has been involved with more than \$1 billion in transactions. During his continued tenure at Crossman & Company John has supervised retail leasing and marketing initiatives for such notable clients as The Villages which is the largest single site residential development in the United States and spans over 26,000 acres in three adjoining counties in Central Florida. Prior to joining Crossman & Company John was retail leasing associate at Trammell Crow Company where he eventually transitioned into retail investment sales brokerage by joining the East Coast Retail Investment Sales Team. During this time John was involved in over \$1 billion in transactions and promoted to a Principal. John also served as the leader and spokesperson for the company's National Retail Council which worked to advance the company's retail strategy and determine the critical needs to be addressed by the company's retail business practice. John has been an active member of ICSC for over 16 years. He holds several leadership positions including Co-chair of the South Division of the ICSC Alliance and is an active member of the ICSC Foundation Committee. John is also a Real Estate Executive Advisory Board Member for both Florida State University and the University of Florida and a Retail Executive Board Member for the University of Florida. As an active speaker and writer on national retail issues, John has been featured in, The Wall Street Journal, Forbes.com, Shopping Centers Today, Shopping Center Business, Florida Real Estate Journal, The Sun Sentinel, South Florida CEO, The Orlando Sentinel, and The Villages Daily Sun among others. In early 2004, John was named Top Central Florida Commercial Real Estate Salesperson by the Orlando Business Journal. John earned a Bachelor of Science in Real Estate from Florida State University and has been an Orlando resident for the past 19 years. In his spare time, he is involved with numerous charitable activities including the Good News Jail and Prison Ministry and the Purpose Orlando.

LINDA CROWLEY has built a career specializing in optimizing the income-producing capabilities of commercial real estate and procuring the highest volume locations for retailers and restaurants. Prior to forming Crowley & Boyce, she was the President of Urban Street Advisors since its formation in January 1999. Linda Crowley was Senior VP/Managing Director Retail, Western Region, for CB Richard Ellis. She was also the founder of Linda Crowley & Associates, a commercial brokerage firm specializing in retail. She has been involved in the Southern California commercial real estate market for 30 years and has negotiated over 700 lease and sale transactions valued in excess of \$1 Billion. Prior to forming LC&A, Ms. Crowley was named Broker of the Year by The Irvine Company and The Newhall Land and Farming Company. Prior to entering commercial real estate, she was in management, merchandising and buying positions for retailers such as The Gap and Federated Department Stores. Ms. Crowley received a B.S. in Sociology from Arizona State University.



RYAN CUNNINGHAM is the founder and President of the national firm of Javelin Solutions. Javelin Solutions develops and manages the site selection process for franchise systems. Prior to starting his own company, Ryan spent 20 years in the commercial real estate market rolling out national retail programs for Sprint PCS Stores, Circle K Convenience stores and Bank of America branches. Current franchise clients of Javelin include 5 Guys Famous Burgers and Fries, Jenny Craig, tasti D lite, LA Sunset Tans and Zoup! Ryan is a member of the Supplier Forum Advisory Board and sits on the Membership, FranPAC and Marketing and PR Committees of the International Franchise Association.



DAVID G. DALEIDEN is Principal of Daleiden & Associates, has more than 38 years of experience in real estate market research specializing in supermarket, retail and shopping center site location strategy, shopping center viability and merchandising analysis, as well as asset management research and evaluation. As the former Department Head and Director of Research for Weingarten Realty (1973 – 2008), one of the largest real estate investment trusts (REIT) listed on the New York Stock Exchange, he was responsible for creating the research department and implementing new and creative methods to help with leasing, new development, acquisitions, asset management, and retail viability and strategy. His most recent role was senior research consultant to the top level executives of Weingarten Realty. He also served as a location strategy consultant to many of the company's national and local retail clients. A native of Michigan, David received a Bachelor's Degree in Finance and a Master's Degree in Geography from Wayne State University. Prior to joining Weingarten Realty, he began his career in market research as a Site Location Analyst for Chatham Supermarkets in Detroit. After a two-year stint in the United States Army, he came to Houston to join Weingarten's. David has been a member of the Research Task Force of the International Council of Shopping Centers since 1991 serving as Chairman for two years in 1997 and 1998. He has served on the Board of the North Houston Association and is a past president of the American Marketing Association - Houston Chapter. He is an active member of the Association of American Geographers (AAG) and has served on a number of panels and roundtables at several of their conferences. Reflecting his broad-based expertise, David has been an invited guest lecturer at Texas A & M University, Rice University, and the University of Houston.



DIRK DEGENAARS is Managing Director of Transwestern Investment Company, LLC. He is responsible for the acquisition, joint venture structuring, development and asset management of retail properties. He has directed the expansion, renovation, and repositioning of many of the firm's larger retail assets throughout the U.S., and has handled over \$900 million in property dispositions from the firm's investment vehicles. Prior to joining Transwestern, Mr. Degenaars developed his industry experience with Lend Lease Real Estate Services and Jones Lang LaSalle. He was involved in a variety of transaction and asset management roles spanning all product types in numerous markets. He has more than 17 years of experience in the real estate industry. Mr. Degenaars earned an AB from Dartmouth College. He is an active member of ULI and ICSC. He also serves on the Village of Kenilworth's Plan Commission and on the board of the Illinois Chapter of the Juvenile Diabetes Research Foundation.

Speaker Biographies *continued*



CHARLIE DEVINE has been a real estate professional for 30 years. For the last 22 years, he has worked as a consultant to many national and local retailers. He is President of Devine Realty Consultants and a partner in Devine, Lerner, Serwer. He is a Charter member of the Board of Directors of DOC&R, the trade organization of the outlet industry. Since 1971, he has worked in the strip center industry where he has built a network of retail brokers that encompass most major markets across the country. Mr. Devine also has been very active in the outlet center industry since 1981, and he has strong relationships with every major landlord. In his early career, he was employed as a real estate representative spanning to president of the corporate realty division of a 100+ store chain.



RICK DOMANSKI currently serves as Director of Client Services for Pitney Bowes Business Insight out of the company's Western Regional office in Dublin, California. His career initially started with Ralphs and parent company Federated Department Stores in 1975 where following 15 years service as Director of Area Research had left to become a principal at Thompson Associates' Dublin Office in 1990. Acquired by MapInfo in 2003, and then most recently by Pitney Bowes in 2007, Thompson Associates' own Rick Domanski continues to spearhead all venues of research relating to supermarket site and market strategy analyses. Grocery operators, landlords, developers, REIT investors and municipalities are among the over 800 clients handled by Mr. Domanski over his past twenty years in retail consulting. He also serves as Chairman of the Board of the California Shopping Cart Retrieval Corporation, a wholly owned subsidiary of the California Grocers Association. Rick is a graduate of California State University at Northridge and a faculty member of ICSC University of Shopping Centers.



PATRICK S. DONAHUE Patrick S. Donahue serves as President and Chief Executive Officer of Southern California-based Donahue Schriber, a fully integrated, privately held real estate investment trust (REIT) operating in the western United States. The firm owns and/or operates a \$2.5 billion portfolio of 93 neighborhood, community, community lifestyle and power shopping centers representing over 16 million square feet, including 18 development properties. Mr. Donahue joined Donahue Schriber in 1979 and has been engaged in almost all of the 30 million square feet of retail space the company has been involved in. He has worked in every aspect of the business, including leasing, asset management, development and corporate strategy. Mr. Donahue has been instrumental in fostering key relationships and opportunities that paved the way through the company's early days in regional mall development and management and parlaying the knowledge and disciplines obtained into becoming a recognized leader in the development, management and leasing of neighborhood, community, community lifestyle and power shopping centers. Mr. Donahue previously served as Executive Vice President Operations and took on the role of President after the sudden death of his brother, Dan Donahue, in 2002. Mr. Donahue added the CEO role when Tom Schriber stepped back from his day-to-day duties in 2005. A '78 graduate of California State University Fullerton, Mr. Donahue currently serves as a Trustee for the International Council of Shopping Centers (ICSC) and is a frequent industry-wide speaker. He is actively involved with the OC United Way's Keeping Kids on Track and the KidWorks Donahue Center in Santa Ana.



JEFFREY DRITLEY is Managing Partner of Kearny Real Estate Company with twenty-five years of experience in the real estate industry ranging from the acquisition, development and redevelopment of over 12 million sf of properties in Southern California to creating and managing an organization with employees in the U.S., Europe and Asia focused on buying and restructuring non-performing loans. Prior to Kearny, he worked for major companies such as Morgan Stanley, The Koll Company, and Peat, Marwick, Mitchell. He is a board member of Bixby Land Company and serves on the Executive Committee of the LA County Economic Development Corporation. He is active in ULI and is a past-president of the LA Chapter of the National Association of Industrial and Office Parks. He serves on the Neighborhood Youth Association Board and volunteers for youth sports and Boy Scouts. He is a CPA and holds a Bachelor's Degree in Business Administration from the University of Missouri and an MBA from Harvard Business School.



WANDA DUNAWAY joined Balfour Beatty Construction (formerly Centex Construction) in 2005 as Director of Business Development for the Atlanta office. She heads up new business for commercial work in Georgia and retail projects, nationally. Clients include Ben Carter Properties, Cousins Properties and Sembler. Ms. Dunaway has been involved with the ICSC Next Generation program for over 5 years and currently serves as the Georgia State Next Generation Chair. She graduated in 1994 from Auburn University with a Bachelor of Science degree in Finance.



JOE EDENS, III, CPM has over 18 years of experience in every facet of retail real estate. Mr. Edens is Vice President of Property Management for Edens & Avant. Using his understanding of the fundamentals of value creation, he oversees implementation of facility management plans for the Company's 130 centers along the East Coast. His extensive experience in the industry and first-hand knowledge of Edens & Avant's physical assets provide the expertise to handle this highly visible aspect of retail real estate ownership and management. Prior to becoming Vice President of Property Management, Edens was a lead executive in the Company's full-service, in-house development and construction group. Additionally, his comprehensive industry skills include working with many of the nation's leading supermarket chains as well as numerous other national retailers. He is a graduate of the University of South Carolina.

Speaker Biographies *continued*

STAN EICHELBAUM is President of Marketing Developments, Inc./Planning Developments, Inc. which has provided planning to over \$8.6 Billion of projects including strategic input to over 48,000,000sf of space in over 200 projects worldwide. The firm services clients and projects in 46 countries and territories and has been retained as economic development advisory to 12 municipalities. Before founding Marketing Developments, Eichelbaum held senior marketing, management and research positions with three of the development industry's most respected firms: The Rouse Company, Federated Stores Realty and JMB Centers. His experience includes supervision and strategic planning for such noted commerce centers as Faneuil Hall Marketplace, Paramus Park Mall and Town Center at Boca Raton, MetroCentro in El Salvador and Nova America in Rio De Janiero. He has been on the faculty of the ICSC Institutes for over 25 years as well as the ICSC Asian, Latin American, Middle East, Eastern European and India faculties. He received the ICSC Distinguished Service Award and is a two term past trustee of the trade organization. Eichelbaum is a graduate of the Michigan State University.



REZA ETEDALI is founder and CEO of one of the top real estate investment advisory firms in the nation. He has been involved in billions of dollars in retail transactions which include the sale of high profile shopping centers, regional malls, and large retail shopping center portfolios. He has represented the who's who of private clients, institutional and international investors, and financial institutions. Throughout his career, he has been involved in many transactions involving distressed sales for institutions and lenders. Although his focus has been the Western U.S., he, along with his team, has been named "the undisputed king of Southern California shopping center sales" by Costar, and has received much public applause for his unique business model and his ability to close deals in even the toughest environments. He is also an active member of the ICSC, ULI, YPO and is actively involved in a number of charitable organizations such as the City of Hope and KidWorks. He received an MBA in real estate finance and marketing from the University of Southern California.



FILIPA FERNANDES graduated in Business Administration (ISCTE – Lisbon University), holds an MBA from Indeg/ISCTE Business School and Doctoral Studies at Universidad Complutense Madrid (Ph.D in Strategic Financial Marketing). She is a regular lecturer in the subjects of strategic management, marketing & research. She started her career with Young & Rubicam and afterwards worked for Novartis, Tech Data/Cisco Systems, MDC (Multi Development Corporation) and Chamartin Imobiliária. Filipa currently works as head of the Corporate Center – Marketing & Research of SES Spar European Shopping Centers in Austria.



MARY LOU FIALA serves as Vice Chairman and COO of Regency Centers Corporation, a real estate investment trust specializing in the ownership and operation of grocery anchored shopping centers. She served as Regency's President and COO from 1998 to February 2009 when she was named Vice Chairman and COO. In her role as Vice Chairman and COO, she is responsible for the operational management of Regency's retail centers nationwide. Prior to working with Regency, she served as Managing Director of Security Capital Global Strategic Group Incorporated, where she was responsible for the development of operating systems for the firm's retail-related initiatives. Previously, she also served as Senior VP and Director of Stores for Macy's East/Federated Department Stores, where she was responsible for 19 Macy's stores in five states, generating more than \$1 billion in sales volume. Before her tenure at Macy's, she was Senior VP of Henri Bendel and Senior VP and Regional Director of stores for Federated's Burdine's Division. She earned a bachelor's degree in science for Miami University. She is a current member of the Board of Directors for Regency Centers Corporation, a member of the board for Build-A-Bear Workshop, Inc. and a board member of Stir Crazy, Inc., and currently serves as the 2008-2009 Chairman of the International Council of Shopping Centers.



CYNTHIA FRANK, cpm has more than 20 years of commercial property management experience. She is the Director of Retail Asset Services for the state of Florida for CB Richard Ellis. She is responsible for new retail business development throughout the state and interacts with existing retail clients to ensure that the objectives for their properties are being met. Before relocating to South Florida, she co-founded Metro Commercial Management Services, the largest third-party retail management firm in Philadelphia. Under her direction, the firm grew to more than 6.0 million square feet in four states. Prior to that, she spent six years at Grubb and Ellis, Philadelphia, in the company's Property Management Division, where she established their retail management services' business. She is an active member of IREM, ICSC and BOMA, and has a Bachelor of Arts degree from the University of Delaware.



BRADLEY FREELS joined Midway in May 1983 and opened its Houston office at that time. He became a Partner in 1990 and currently serves as Chairman and CEO. Mr. Freels is the sole shareholder of Midway Holdings, Inc.; the holding company for an integrated group of real estate and investment related companies that operate under the name Midway Companies. Under his leadership, Midway has prospered and become one of the most active developer/investment owners in the Houston area. Midway has developed and acquired over 32 million square feet of office, industrial, hospitality, medical and retail properties throughout the US and Northern Mexico, and 4,500 acres of business and residential communities in over a dozen cities. Mr. Freels is also Co-Founder and Director of InterStaff, Inc., an international healthcare recruiting and contract staffing organization based in Houston, Texas. InterStaff, with offices in Asia and the Philippines, provides long-term contract nursing and allied health professionals to domestic healthcare providers. Mr. Freels received both his BBA and MBA from Texas A&M University. He is involved with numerous national and local business, educational, Christian and charitable organizations.



RICHARD FRICK is the VP of Real Estate and Property Development for 99¢ Only Stores. Headquartered in Los Angeles, 99¢ Only Stores is a deep discount general merchandise retailer. It has more than 275 stores in CA, TX, AZ and NV, including 10 in Las Vegas. He has over 35 years experience in commercial real estate. His retail experience began in 1972 when he did the third store for The Gap Stores, the first one that did not include the sale of records (on vinyl). His experience includes office, industrial, mixed-use and hospitality product types. His prior positions have included COO of a major development and construction company headquartered in Southern California. In the mid 1980's he was recruited to join the Bank of America to head up the successful turn around of its commercial real estate portfolio, part of his fifteen years of experience in distressed and opportunity real estate and finance. He has also been a partner and senior real estate lawyer in several international law firms. He is a graduate of the University of California (B.A.) with high honors, and of The University of Chicago (J.D.), also with high honors.



TED FRUMKIN is the Regional Vice President for Staples, Inc., and the world's leading office supply retailer. Ted joined Staples in 2002. His region includes New York (Boroughs and Long Island only), Arkansas, Oklahoma and Texas. Prior to joining Staples, Inc., Ted held various real estate management positions with Las Vegas Discount Golf & Tennis, Taco Bell, Wal-Mart, Office Depot, and Rubio's Restaurants. Over his career, Ted has added over 5,000,000 square feet of retail space and over 150 restaurant outlets across the United States. He has taught Retail Site Selection and Negotiation for the Institute of Corporate Real Estate and currently holds a Master of Corporate Real Estate with Honors designation from the International Association of Corporate Real Estate Executives (NACORE). Ted has a Bachelor's of Fine Arts degree from Texas Christian University and an MBA from Florida International University.



TONY FULLER joined Wal-Mart in 1984 as Corporate Counsel for Real Estate Finance. In over 20 years with Wal-Mart, he has served as Director of Realty Management, Director of Wal-Mart Realty, and Vice President of Wal-Mart Realty. He currently serves as Senior Vice President of Wal-Mart Realty, which includes responsibility for realty management, remodel construction, fixture purchasing and coordination, and maintenance for all of Wal-Mart's U.S. properties. Tony also has responsibility for disposition of excess property in the U.S., including redevelopment of former stores. He is responsible for store planning both domestically and internationally. Prior to joining Wal-Mart, he served five years with Huthcheson Shoes before that company was acquired by Wal-Mart in 1978. He has been a member of the International Council of Shopping Centers since 1996, serving in several different capacities and participating frequently at ICSC conferences. Currently, he is serving on the Open-Air Centers Committee. Tony is also a member of the Urban Land Institute, serving as a panelist and a committee member. Education: BS, Agricultural Economics, Arkansas State University, Jonesboro, Arkansas and JD, University of Arkansas, Fayetteville, Arkansas.



LORI GALE is the Director of Transportation and Infrastructure for Equinox Partners. Lori supports searches for clients across all sectors of the real estate industry. Her real estate clients have included developers, associations, industrial owners, multi-family owners, resorts, adult retirement communities, and of course, retail. Lori has recruited Chief Financial Officers, Presidents, Chief Marketing Officers, Executive Directors, Asset & Portfolio Managers, Chief Development Officers, Chief Knowledge Officers, Directors of Investments & Acquisitions and Chief Operating Officers. Previously, Lori spent fourteen years as Vice President of Sales and Marketing for Globe Transportation Graphics. Her printing company designed and produced high quality custom graphics for the transportation industry, serving transportation agencies and manufacturers around the world. In 2002, Lori sold this business and moved into the world of real estate and executive search. Lori has recently founded and launched an on-line job board focused on the transportation and infrastructure industries, FastLaneHires.com.



TONY GALVIN is currently the SVP Real Estate, Store Planning and Construction for Coach. He is responsible for developing and executing the real estate strategy for both full price and factory locations. He is also responsible for store construction and has been instrumental in developing a global fixture sourcing initiative. He rejoined Coach in November 2004, after spending seven years with Chelsea Property Group. At Chelsea, he was most recently the EVP of International and prior to that the SVP of Leasing with legal and tenant coordination also reporting to him. From July 1995 to July 1997 Tony was the Director of Real Estate for Coach. He started his career in the industry with PVH in 1987. Over the next eight years he held positions in construction and real estate with increasing responsibilities. He is a graduate of Rowan University, where he currently serves on the Foundation Board and the Advisory Board for the College of Business.



TOM GAST is a Principal of Gast Retail Group, specializing in retail brokerage and consulting services for property owners, retailers and supermarket operators. His firm handles real estate dispositions, investment sales, retail development and project management. Prior to joining Gast Retail Group, he was President of De Rito Partners West, Inc. where he was responsible for all new development and acquisition activities in California and Nevada. He was formerly Senior Vice President of Real Estate for Ralphs Grocery Company, a division of The Kroger Company, the nation's largest supermarket. Mr. Gast was responsible for overseeing new and existing store development. He has over 30 years of retail experience. Prior to the merger with Ralphs Grocery Company, Mr. Gast held the title of Director of Real Estate for Alpha Beta Company. He holds a California Department of Real Estate Broker License and is a graduate of California State University at Fullerton with a BA in Business Administration and an MBA in Finance.

Speaker Biographies *continued*

DOUG GATLIN is VP for Market Development at the U.S. Green Building Council. He has oversight for deploying the family of LEED rating systems in all the major commercial market segments and for managing overall customer relations for LEED and the Council's new pilot initiative, the Portfolio Program. Doug has 16 years experience in energy and environmental policy and has worked on climate change response strategies and voluntary pollution prevention programs for most of his career. He has authored publications on climate change mitigation strategies, energy efficiency program design, and energy efficiency project financing. Prior to joining USGBC, Doug worked at the US EPA for nearly 10 years. For most of his tenure there, he served as Team Leader for the ENERGY STAR Commercial Buildings program. From 1992-1996, Doug served as a project manager at the Washington, DC based Climate Institute, where he managed the Energy Smart Cities campaign and helped the U.S. Department of Energy launch the Rebuild America program. Doug holds a bachelors in political science from Duke University and a masters in public policy from Georgetown University.



BILL GOEKE, CPM is Vice President and Director of Property Management of Weingarten Realty Investors (WRI), with responsibility for all property management, risk management, security and marketing functions. With over 27 years of real estate experience, Goeke served as Senior Vice President/Director for PM Realty Group, L.P., prior to joining WRI. Previous positions with PM Realty included Senior Vice President/Director – Central and Southeast Division and Regional Vice President. Earlier in his career, he was Regional Manager for Capital Realty Services, Inc., a subsidiary of PM Realty and Property/Project Manager and then Vice President of Fred Goeke and Associates. Goeke earned his BBA in Finance from Sam Houston State University and is a member of ICSC, BOMA, IREM, and the CCIM Institute.



MARCOS GOUEVA DE SOUZA Solid experience as a business executive in national and international retail companies, such as Grupo Fenícia, Sears and Dillard's. Board Member of the Ebeltoft Group, a global retail consulting consortium, that gathers 18 companies representing 15 countries (Australia, Brazil, Canada, Denmark, France, Germany, India, Italy, Portugal, Singapore, Spain, Switzerland, Turkey, United Kingdom and United States). Founding and Board Member of IDV- Institute for the Retail Development, an entity that combines the thirty largest retailers in Brazil, with consolidated sales of US\$ 66 billion and more than 300 thousand direct jobs generated, representing 25% of total retailers in Brazil. Author or Co-author of 6 strategic and retail books.



JEFF GREEN is the founding principal of Jeff Green Partners. Green serves on the Real Estate Committees of LL Bean and Lucy Activewear. Previously, Green was president of Market Insite Group, which specialized in developing web-based tools to assist retailers and property owners in site and tenant selection, and also president and owner of The Green Group, a pioneer in many of today's retail site selection methodologies. The Green Group merged with Market Insite Group. Jeff Green Partners was formed in response to client requests for an agile, assignment-focused retail consultant that has expertise in retail feasibility research, coupled with an extensive knowledge of retail trends, formats and markets. A graduate of Michigan State University, Green is often looked to for his insights and observations on what is happening within the industry. For many years, he taught market research techniques with the ICSC's School of Professional Development.



STEVEN J. GREENBAUM, CFE, has served as chief executive officer and director since he co-founded PostNet International Franchise Corporation in 1992. Steve is an accomplished retail professional and entrepreneur with over 25 years' experience in the postal and business services industry and is directly responsible for the strategic management and direction of the company. Since the inception of PostNet's franchise program in July of 1993, the company has licensed more than 850 franchises in the United States and abroad including over 230 locations in Southern Africa. In 2008, PostNet also launched its brand in Australia and Panama. Steve has been a Certified Franchise Executive since 1997 and was honored with the International Franchise Association's (IFA) Entrepreneur of the Year Award in 2003 and the Gary Rockwell Award for Excellence in Franchise Development in 2004. In addition to serving on and chairing a variety of IFA committees over his 17 years with the association, Steve served as IFA's Chairman of the Board in 2008. Steve also serves on the board of the HealthStore Foundation®, a non-profit organization that has developed 65 franchised Child and Family Wellness Shops (www.cfwshops.com) in rural Kenya and will soon be expanding into Rwanda.



TONY GROSSI is Senior Executive Vice President, Chief Operating Officer of Macerich. Grossi, who joined Macerich in 2007, brings to the company extensive leadership experience forged at Canada's preeminent commercial real estate organization, Cadillac Fairview. At Cadillac Fairview, he had strategic and financial oversight of the firm's Canadian operations, including 1400 employees, 45 million square feet of retail and office in Canada and a 7 million square foot portfolio in the U.S. For Macerich, Grossi leads the company's core functions of property management, consumer marketing, asset management and leasing. Grossi holds a bachelor of arts in mathematics and economics from York University in Toronto; at the York University School of Business, he earned an MBA with a focus in finance. He is an active member of the International Council of Shopping Centers and the Building Owners and Managers Association.

Speaker Biographies *continued*

SCOTT HANER, Lead Franchise Recruiter, Kentucky Fried Chicken Corporation (a division of Yum! Brands!). Scott connects successful professionals and business owners with brands and helps them become multi-unit franchisees with some of the biggest brands in the restaurant business. Now in his 20th year as a KFC/Yum! veteran, Scott has a variety of development and marketing experience. Yum! Brands features four leading brands, KFC, Pizza Hut, Taco Bell, and Long John Silver's as well as A&W All American Food - the original quick-service franchise restaurant chain. While Yum! has over 18,000 restaurants in the U.S., the company continues to have significant growth opportunity as they expand the KFC and Taco Bell Brands both with single brand assets and together in one location through Multibranding. Pizza Hut and WingStreet are also using Multibranding to drive development activity. The company has been franchising for over 50 years and works with you every step of the way with development experts, business coaches, and a peer network of over 1200 experienced franchisees, all part of the Yum! Value Network.



DANG PHUONG HANG, Executive Director, Agency/Brokerage. Hang jointly leads the Agency/Brokerage team across Vietnam including HCMC and Hanoi. Hang is one of Vietnam's leading real estate consultants and has undertaken a wide range of consultancy, leasing and sales projects throughout the country. Previously, Hang joined Richard Ellis in Hanoi in 1994 before leaving to run her own property consulting company in 1997. In 2001, she co founded NAI Vietnam with Paul Mason and played an active and important role in developing the company's business in Vietnam. Hang travels extensively around Asia, Australia and the US keeping up to date with the latest property market trends, as well as meeting with clients and helping with their Vietnam investment needs. Hang's wide network and close relationship with key figures in local government as well as private sector development gives her a large pool of resources and knowledge to call upon when advising her clients. Hang has acted for a large number of Vietnamese and international developers and investors providing them with professional real estate solutions. Her area of expertise mainly includes site identification, property acquisitions, strategic real estate development, commercial leasing and residential property sales. Her roster of clients includes Nokia, Siemens, IKANO, Samsung, Prudential, Toyota, Casino, CBS, Qualcomm and Merck.



JEFFREY S. HARRISON is Vice President – Eastern Regional Director of Leasing for Weingarten Realty Investors. He joined Weingarten in October 2004. Prior to that he was Senior Vice President/Director of Leasing for The Weitzman Group in Dallas, Texas, and also a Senior Retail Asset Manager for the Archon Group, an entity controlled by Whitehall/Goldman Sachs & Company. Jeff's prior responsibilities as both director of leasing as and a senior asset manager give him a unique insight and ability to quickly assess and develop strategic plans to maximize asset value. Jeff graduated from The Pennsylvania State University with a Bachelor of Science in Accounting. He is an active member of The International Council of Shopping Center (ICSC), the North Texas Commercial Association of Realtors and holds a Texas Real Estate Salesman's license.



DANIEL HURWITZ was appointed President/COO of Developers Diversified Realty in May 2007. He previously served as Senior Executive VP/Chief Investment Officer, and as Executive VP of Developers Diversified and was on the Board of Directors from 2002 to 2004. He is responsible for the core revenue departments, in addition to management of the day-to-day operations. He is a member of the Company's executive, management and investment committees. Prior to Developers Diversified, he served as Senior VP/Director of Real Estate and Corporate Development for Boscov's Department Store. Prior to Boscov's, he served as Development Director for the Shopco Group. He is a graduate of Colgate University and Wharton School of Business Management Program at the University of Pennsylvania. He is a frequent speaker at real estate industry functions, including ICSC, ULI, and The University of Wisconsin-Madison. He is a Trustee Member of U-Store-It, Inc.; a director of Macquarie DDR Trust; and a member of the Developers Diversified/Sonae Sierra Brazil Advisory Committee that oversees all venture activities in Brazil.



BRAD HUTENSKY serves as President and Principal of The Hutensky Group, a full-service shopping center management, leasing and development company based in Hartford, CT. He is the Manager, General Partner or Trustee of several investment vehicles including Hutensky Capital Partners II, LP and Hutensky Capital REIT I that invest in and enhance underperforming retail real estate. He is a licensed real estate broker and a hands-on shopping center professional with more than 20 years of industry experience. Mr. Hutensky serves on the Board of Trustees of the International Council of Shopping Centers and is its Eastern Division Vice President and a member of the Executive Committee. He also serves on a number of other ICSC committees and is a member of the Urban Land Institute's Commercial Retail Development Council (Blue Flight) and a number of community boards. He received an MBA from The Harvard University Graduate School of Business and an A.B. from Dartmouth College.



CARLOS JEREISSATI has a degree in Business Administration from Fundação Getúlio Vargas – FGV/SP. He holds a position of CEO at Iguatemi Empresa de Shopping Centers, where he has been developing his professional career, working in several areas of business and operations since 1996. President of ABRASCE (Associação Brasileira de Shopping Centers S/A) from 2002 until 2004. He was member of the Board of CDES (Conselho de Desenvolvimento Econômico e Social) and he was nominated "Young Global Leader" by World Economic Forum, in 2007. He is currently member of the board of Contax Participações, CTX Participações and Tele Norte Leste Participações, he is also member of the board and Advisory Council Member of ABRASCE. Member of ICSC (International Council of Shopping Centers), ULI (Urban Land Institute) and IBRAVO (Associação Brasil Voluntário).

Speaker Biographies *continued*

RICHARD JONES is a partner and member of the executive committee of Dechert's Finance and Real Estate group. He was designated as a leading real estate lawyer in the 2005-2008 editions of *Chambers USA. The Legal 500* (U.S.) designated him "one of the savviest capital markets/mortgage finance lawyers in America's real estate sector" (2007) and as a leading lawyer for capital markets in NY (2008). He was the recipient of CMSA's Founders Award for his role in moving CMSA into a strong advocacy role over the past few years, including the formation of the CMSA PAC. He is a member of the ABA; past president of the Commercial Mortgage Securities Association; founder and governor of the Commercial Real Estate Institute; a member and past governor of the American College of Real Estate Lawyers where he chairs its Capital Markets Committee; a former member of the Commercial Mortgage Board of Governors of the Mortgage Bankers Association of America, where he currently chairs its Legislative and Regulatory Committee; and a member of The Real Estate Roundtable, serving on its Capital and Credit Policy Advisory Committee.



DAVID JOSEPH is a Principal and Senior Analyst of Walton Street Capital. Walton Street sponsors a series of performance-based private equity real estate investment funds. The Funds have received total equity commitments of \$3.5 billion from public and corporate pension funds, foreign institutions, insurance companies and banks, endowments and foundations, trusts and high net worth individuals. Mr. Joseph oversees Walton Street's retail portfolio and acquisitions. Prior to joining Walton Street, Mr. Joseph was a Vice President at Urban Retail Properties. He has a BS from St. Louis University and a MS from the University of Wisconsin, where he is currently an advisory board member of the James A Graaskamp Center for Real Estate. Mr. Joseph is a member of the ICSC and the Urban Land Institute.



GREG KERFOOT is the president of Location Strategies, specializing in retail real estate research for the development, investment, retail and management communities. Prior to starting Location Strategies, Kerfoot served as the real estate research department head for Sears, Roebuck and Co., Homart Development Co. and May Department Stores Company. His was also vice president of asset management while at Sears. A recipient of the ICSC Distinguished Service Award, Kerfoot is past chairman of the ICSC Research Advisory Task Force, and he chaired the inaugural ICSC Research Conference. Greg has a MA from Miami University, Ohio and a BA from California State University, Chico. Both degrees are in geography.



WALTER KLEINSCHMIT is founder and President of R2E Consultants. Walter has had over 25 years of retail and development experience in the Middle East. Now based in Canada, he is currently working on assignments in Amman, Damascus, Jeddah, Riyadh, Doha and Dubai. He was General Manager of the Kingdom Centre, a mix-use high-rise development in Riyadh conceived and launched by Prince Alwaleed Bin Talal. Walter's experience on that project spanned the period from design competition, through construction, to opening and being operational. He is a founder of and director of the Middle East Council of Shopping Centres. He is a member of the International Faculty of the ICSC School of Professional Development. He has been a speaker at various Cityscape conferences and was Chairman of Retail City Conference Dubai. He graduated with a Bachelor of Commerce Degree from the University of Manitoba, Canada. He worked 20 years in Canada in the retail industry before moving to the Middle East.



DAVID KRUEGER is Senior Vice President of Corporate Real Estate with Brown Shoe Company, Inc. (NYSE: BWS). In this capacity, Mr. Krueger is responsible for strategic planning and management of the company's 1,400 retail locations, offices, showrooms and distribution centers. His management of Brown Shoe's corporate real estate portfolio includes oversight of site selection, store planning, construction, legal and lease administration, lease audit, capital budgeting and facilities management. Mr. Krueger has an extensive background in real estate and store planning management. During his 12 years with Brown Shoe, he has held several senior management positions with the company, including Vice President of Retail Real Estate, and Vice President of Store Planning, Construction and Facilities. He holds a Bachelor of Science degree in Civil Engineering from the University of Wisconsin-Madison and Masters of Business Administration from Cardinal Stritch University. Mr. Krueger resides in Ellisville, MO with his wife Amy and two children, Sam and Grace.



CHRISTOPHER LABIANCA, President, RCG Longview Debt Fund IV, L.P. Mr. LaBianca joined the Fund in April of 2008 and is responsible for the oversight of new loan originations, structuring, underwriting as well as all asset management functions. RCG Longview is a series of private real estate debt and equity funds with a high yield strategy. Prior to joining the Fund, Mr. LaBianca spent eight years at Bank of America, most recently serving as a Managing Director and Co-Head of National Originations in the firm's Real Estate Capital Markets group. Mr. LaBianca was responsible for developing and managing a nationwide network of fully staffed origination offices, in addition to personally originating over \$8 billion of loans for securitization while at the firm. Prior to Bank of America, Mr. LaBianca spent eight years at the former Chase Manhattan Bank, holding senior management positions in the Real Estate Finance and US Securities divisions. Mr. LaBianca began his career as an Analyst with The Prudential Insurance Company of America. He currently serves as the Chairman of the Finance Committee for the Real Estate Board of New York, and is an active member of the Mortgage Bankers Association, the International Council of Shopping Centers and the Real Estate Lenders Association. He holds a Bachelors degree from Rider College and an M.B.A. in Accounting and Finance from the Whitman School of Management at Syracuse University.



YU LAI, Doctor of Management Science, Senior Economic Manager, Vice Chairman of CASC China Cooperation & Development Committee, Vice Director of the Academic Department of China Federation of Urban Commercial Outlets Construction Administration, senior commissioner of Mall China Professional Accreditation Committee. Mr. Yu now serves as the Vice President of CITIC Real Estate Co., Ltd., General Manager of the CITIC Asset Management Department, Chairman and General Manager of CITIC Property Co. At the same time, he is also graduate advisor, adjunct professor of School of Management, at the Sun Yat-Sen University; adjunct MBA advisor of School of Management, adjunct marketing professor, at Jinan University; graduate advisor, researcher of the institute of circulation economics, at Guangdong University of Business Studies. Previously; he successively served as Chairman of TEEMLL and Chairman of Shenzhen CITIC City Plaza Investment Co., Ltd. Mr. Yu Lai has been honored as one of “The Top Ten Marketing Persons of The Year 2004” by Nanfang Daily, “The Top Ten Persons of The Year 2004” and “The Top Ten Persons of The Year 2005” by Guangzhou Chain Store Association, “China Commercial Real Estate Leading Person of the Year 2006” at the 3rd China International Commercial Real Estate Expo and “Mall China Shopping Center Special Contribution Individual Award” at The 4th Annual Conference of Mall China International Symposium in 2006 and The 5th Annual Conference of Mall China International Symposium in 2007.

JUDI LAPIN is President of Lapin Consulting Group, one of the industry’s top branding and marketing communications firms. Through Judi’s leadership, the firm drives brand development, industry profile and consumer awareness for master planned communities, cities, shopping centers of all types, Class A office and downtown districts. LCG teams with developers, architects and civic groups in managing community outreach programs that support the entitlement process. Promoting successful public/private partnerships has played a role in the firm’s success. Judi is a past Trustee of ICSC, a former ICSC Southern California State Director and National Chair of the ICSC Public Relations Task Force. Her marketing achievements have garnered her six ICSC MAXI awards for marketing excellence. Previous to forming LCG, Judi was Senior VP Marketing and Corporate Communications for Donahue Schriber. Prior to her career as a marketing communications professional, Judi spent five years in radio and television broadcasting, serving as a broadcaster and news anchor in San Diego. She is a frequent speaker and contributor to both ICSC and ULI conferences and journals.



CHARLES LEBOVITZ is Chairman of the Board and Chief Executive Officer of CBL & Associates Properties, Inc. Mr. Lebovitz started his career in commercial real estate development, primarily in shopping centers. He became associated with Arlen Shopping Centers Company, and served as President and Chief Executive Officer. He established CBL & Associates, Inc., whose primary function was the development and management of regional enclosed malls and community shopping centers. CBL & Associates Properties, Inc. was formed in 1993 to provide a public vehicle for expanding the development and management business of CBL & Associates, Inc. From May 1996 through May 1997, Mr. Lebovitz was Chairman of the International Council of Shopping Centers (ICSC). He was Southern Division Vice President through 1994 and has served two terms as the Tennessee State Director of the ICSC. In 1988, he was elected to, and served on, the Board of Trustees of the ICSC. Mr. Lebovitz also is a member of the Board of Directors of First Tennessee, N.A., the Urban Land Institute and the National Association of Real Estate Investment Trusts. Mr. Lebovitz earned a BA degree from Vanderbilt University, and was on active duty with the U.S. Naval Reserve for two years.



STEPHEN LEBOVITZ has served as President and Secretary of CBL & Associates Properties, Inc. since February 1999 and as a Director of the Company since the completion of its initial public offering in November 1993. Since joining CBL’s Predecessor in 1988, Mr. Lebovitz has also served as Executive Vice President – Development/Acquisitions, Executive Vice President – Development, Senior Vice President – New England Office, and as Senior Vice President – Community Center Development and Treasurer of the Company. Before joining CBL’s Predecessor, Mr. Lebovitz was affiliated with Goldman, Sachs & Co. from 1984 to 1986. He is past president of the Boston Jewish Family & Children’s Service, co-chair of the 2009 Annual Campaign and a member of the Board of Directors of Boston’s Combined Jewish Philanthropies, and a former member of the Board of Trust of Children’s Hospital, Boston. He is a past Trustee and Divisional Vice President of the ICSC (2002-08).



JOHN B. LEVY John Levy is President of John B. Levy & Company, Inc., a real estate investment-banking firm headquartered in Richmond. The company raises equity and debt for developers and owners of commercial and multi-family projects from both institutional investors and its own proprietary funds. Mr. Levy is the co-founder of the Giliberto-Levy Commercial Mortgage Performance Index and authored the Barron’s/John B. Levy & Company National Mortgage Survey, a regular monthly feature of Barron’s. Additionally, he is a member of the Board of Directors of Anthracite Capital Inc. (NYSE: AHR), a New York Stock Exchange REIT managed by BlackRock, Inc and a former director of Value Property Trust.

YUAN LIU is the Senior Advisor to APA’s China Program. A native of Beijing, Mr. Liu has advanced degrees in architecture and historic preservation and serves as Senior Advisor to APA on relations with China. He has lectured at Harvard University East Asian Department. He has earned a Doctoral Candidate and Master of Filming and Anthropology at Brandeis University, and a Master of Chinese Ancient Architecture and Historic Preservation at Qinghua University, China, as well as a Bachelor of Archaeology at Beijing University, China.



LESLIE LUNDIN is Managing Partner of LBG Realty Advisors, LLC, an investment vehicle Lundin co-founded to make opportunistic real estate investments directly as a principal as well as in third party transactions nationwide. She was formerly Senior Vice President – National Director of Originations for Inland Mortgage Capital Corporation, under the direct loan program which she formed for Inland in 1995 called REVCAP (Real Estate Venture Capital Program). In this role, she directly oversaw all of Inland Mortgage Capital's origination offices for their national direct loan program with offices in San Francisco, New York, Atlanta, Dallas and Chicago metro areas. She also directed all of the marketing of the program, oversaw the pre-approval process of pending loans and was engaged in strategic investment decisions made in determining the direction of the program. In 2001, she brought the program to the Western States and moved to the San Francisco Bay Area where she has continued to expand the program both geographically and in scope. Prior to joining Inland, from 1990 to 1995, Ms. Lundin was a loan originator in the Midwest office of ITT Real Estate Services where she was originating high leverage bridge, construction and mini-perm loans for transitional deals. Leslie was named in 2005, 2006, 2007 and 2008 as one of Southern California's Most Influential Women by Real Estate Southern California Magazine. She is frequently published and interviewed by industry periodicals and routinely speaks at industry conferences; ICSC, NAIOP, Crittenden, Realshares, IMN, iGlobal, Women's Leadership Counsel, etc. She also Chairs the ICSC/NAIOP Capital Marketplace Conference held annually in New York. Ms. Lundin's professional credentials include a Master of Science degree in Real Estate Appraisal and Investment Analysis from the University of Wisconsin – Madison as well as a Bachelor of Arts degree in Comparative Literature and Communication Arts from the University of Wisconsin-Madison with a minor in French. She is also a licensed California real estate broker.



MARK MACEDO is responsible for origination of mezzanine debt, preferred and joint venture equity investments in the Western Region of the United States. Mr. Macedo joined Wrightwood's High Yield Group after its merger of commitments with Hanover Financial Company of which he was a Principal/Stockholder. As Managing Director/COO at Hanover, he was responsible for the implementation of strategic objectives and fund management. He was primarily responsible for the creation of Hanover's production programs, models, and due diligence and asset management policies and procedures managing a staff of over 20 while investing in 85+ Joint Venture investments totaling more than \$1.5 billion. Prior to Hanover, Mr. Macedo held the position of West Coast Director of commercial loan originations for Heller Real Estate Financial Services. He also held the positions of Asset Manager and Portfolio Manager, West Region managing a \$700 million portfolio of real estate property loans/accounts comprising 105 commercial and multifamily properties. Mr. Macedo holds a BA and a MBA in business administration and finance from Loyola Marymount University.



KENNETH MANDELBAUM resides in Short Hills, New Jersey. He is President of KAM Management, LLC, a Real Estate Management and Investment Company. The company specializes in acquisitions, development, and investments in commercial and residential real estate. His area of expertise is in retail commercial real estate. He is currently a member of the Founders Committee for the International Council of Shopping Centers Conference in NYC. He is regarded as an expert in the field of commercial real estate. Prior to opening his own real estate company, he served as President of Mandee Realty for 27 years, a realty and retail company specializing in the expansion of a chain of retail apparel stores trading under the names of Mandee shops, Annie Sez and Afaze. He was personally responsible for developing an expansion plan for the various chains and opening 200 stores throughout the Northeast. In addition, he was responsible for the development and acquisition of a privately held real estate portfolio, consisting of; shopping centers, office buildings and industrial properties throughout the tri-state area. He is a graduate of Syracuse University and holds a Master Degree in Business Administration (MBA) from New York University Stern School of Business.



DAVID W. MARKS Mr. Marks is a nationally recognized expert on the programming and development of sustainable mixed-use town centers. He has specialized in real estate consulting since 1986. He was a Senior Vice President with Trammell Crow Company and a Vice President with Real Estate Research Consultants, before starting Marketplace Advisors, Inc. in 2001. He is a real estate consultant to private and public entities such as the Cities of Winter Park, Deltona, Largo, and Sanford, FL, and to Rollins College, The Sembler Company, Avatar Properties, Inc., Castle & Cooke, Lennar Partners, St. Joe Commercial, Newland Communities, Universal Studios, SunTrust Bank, Reynolds Metals, and The RREEF Funds. Mr. Marks received a Master of Arts, Real Estate and Urban Analysis from the Business School at the University of Florida, and a Bachelor of Design, from the College of Architecture at the University of Florida.



ROD MARTIN oversees Majestic Realty Co.'s Las Vegas real estate development activities and is an equity partner in its 5.1 million square foot Las Vegas portfolio. Nationally, Majestic Realty Co. has developed over 70 million square feet of commercial and industrial facilities in multiple markets coast to coast. In Las Vegas, Martin has helped position Majestic to figure prominently in the future of the region's commercial market, with sizeable development projects planned on existing land holdings. Since opening Majestic's Las Vegas office in 1994, Martin maintains responsibility for the company's site selection and land assemblage, development analysis, entitlement procurement, construction coordination, brokerage/leasing and property/asset management. He is a 13-year Las Vegas resident with eight years of prior development experience in Southern California. In addition to serving on the national Board of Directors for NAIOP, his long commitment to the Southern Nevada Chapter of NAIOP includes a nine-year tenure on its Board of Directors and previously serving as chapter President. He is a Developer Associate with SIOR and an active member of the Majestic Realty Foundation's Las Vegas Area Planning Team. Dedicated to the community, he also serves on the boards of numerous local non-profits including the YMCA of Southern Nevada and Classroom on Wheels.



PAUL MASON is Managing Director of Cushman & Wakefield Vietnam, a global real estate services provider. He specializes in working with foreign investors entering Vietnam and has advised a wide range of clients during his 15 years in the country. Prior to joining Cushman & Wakefield, Paul was Managing Director of NAI Vietnam where he consulted on a number of prestigious retail developments including Big C Thang Long and Trang Tien Plaza in Hanoi, TD Plaza in Haiphong and EverRich Plaza in Ho Chi Minh City. Paul received a BSc in Estate Management from Southbank Polytechnic in London and became a Member of the Royal Institution of Chartered Surveyors (RICS) in 1990. He is currently serving as Chairman of the RICS in Vietnam.



JAMES MAURIN is one of the founders of Stirling Properties and currently serves as its Chairman. He served as the 2004-2005 Chairman of the International Council of Shopping Centers. He is a current member of ICSC's Board of Trustees and its Executive Committee, Audit Committee, Political Action Committee, Executive Compensation Committee, and Chairman of its Government Relations Advisory Committee. He has served as VP of its Southern Division and ICSC State Director for Louisiana. He has also received the SCSM designation from ICSC. He is also a member of the ULI, the World President's Organization, The Louisiana Committee of 100, Blueprint Louisiana, Tulane University Business School Council, the LSU Foundation, the LSU Tiger Athletic Foundation, and the LSU College of Business Dean's Advisory Council. With ULI, he serves as a member of the Board of Directors of ULI's Louisiana District Council, and is a Past Chairman. He is also a Trustee of Blueprint Louisiana and a member of its Executive Committee. He is a past Chairman of WPO's Louisiana Chapter. At LSU, he serves as Chairman of the Tiger Stadium Expansion Committee and a member of the Tiger Athletic Foundation Advisory Board. He is also Chairman of the board of Ochsner Foundation Hospital in New Orleans. Mr. Maurin graduated in Aerospace Engineering from LSU in 1970. He received an MBA from Tulane University in 1972 and began his business career as a CPA with the international accounting firm of Ernest & Ernest.



PHIL McARTHUR is the Senior Vice President, India, of Canadian based Ivanhoe Cambridge. Based in New Delhi, he is responsible for Ivanhoe Cambridge's shopping centre development efforts in India. Over the past 28 years, Mr. McArthur has developed an excellent international reputation in the shopping centre industry in North America, the Middle East and North Africa. Before joining Ivanhoe Cambridge, he held senior executive positions at renowned real estate companies such as the Al Futtaim Group, CityStars, MAF Shopping Malls and Brookfield Properties. He began his career at Cambridge Shopping Centres Ltd. He attended McMaster University in Hamilton, Ontario, majoring in history and political science. Mr. McArthur has a long association with the International Council of Shopping Centers (ICSC) as a member of the ICSC School for Professional Development, a past president and member of the Board of the Middle East Council of Shopping Centres and a Past Trustee. He is presently Vice Chairman of the ICSC-India Advisory Board. He received his CSM designation from the ICSC in 1987 and completed his Senior Shopping Center Manager (SCSM) designation in 2007.



DAN McRAE is a partner in Seyfarth Shaw, a national law firm. Dan leads the Atlanta team that handles financing and investing in projects. Dan is known for his expertise in finance and incentives, and is frequently retained by companies or communities to help them obtain successful project locations or expansions. In addition to industrial, office and commercial projects, Dan often assists with mixed-use or multifamily developments or redevelopments, tax credits and public/private partnerships. He has handled numerous specialized projects, such as various types of power and alternative energy developments. Dan was the first attorney to be elected Director of the Georgia Economic Developers Association. He received the first "Bond Counsel of the Year" Award from the most active bond issuer in the state of Georgia. Dan has helped Georgia's general assembly draft economic development legislation that has become law. He handled legislative matters for GEDA for two terms as Chairman of its Public Policy Committee. Dan publishes "*quick takes*," a newsletter about economic development and finance.



JANE McVEY has been the Economic and Community Development Director for the City of Oceanside for eleven years. Jane has been the Economic Development Director for the cities of San Luis Obispo, California and Arvada, Colorado. She also has worked in Arizona State government for the Arizona State Senate; the Governor's Office of Planning & Economic Development, and the Department of Revenue. Over the last eleven years in Oceanside, Jane has worked on the entitlements, construction, and/or re-tenanting of over 3 million sq. ft. of retail, 7 million sq. ft. of industrial/office, and almost 1,000 hotel rooms. Significant projects have included the 510,000 sq. ft. Genentech Pharmaceutical manufacturing campus; the 400 acre Ocean Ranch Corporate Centre; and the 124 acre Pacific Coast Business Park. She is now working on the S.D. Malkin 4 star beach hotel project; downtown vertical mixed use; and the 950,000 sq. ft. Thomas Enterprises Pavilions shopping center. Jane is the Western States Co-chair of the ICSC Alliance Program; a Board Member of the San Diego CDC Small Business Finance Corporation; past Board member of the San Diego Chapter of the National Association of Industrial & Office Properties (NAIOP); and past Chairman of the North San Diego County Small Business Development Center Advisory Board. Jane is a member of the California Local Economic Developers Association, CALED; and the California Redevelopment Association. Jane is a graduate of Arizona State University in Economics.



CARLOS MEDEIROS is Chief Executive Officer and Board Member of BR Malls. He is a Partner and a Board Member of GP Investments, one of BR Malls' main shareholders and Brazil's largest private equity firm. He previously served as Member of the Board of Directors of several NYSE-listed companies such as Tele Norte Leste, Contax and Gafisa. He was an associate at Salomon Brothers Inc in New York from 1994 to 1998. He holds a bachelor's degree in finance and foreign trade from New York University, and has a GMP degree from Harvard Business School.

Speaker Biographies *continued*

SABRINA MEERBOTT is Senior Vice President with Continental Real Estate Companies (CREC). Meerbott began her career with CREC in 1999 and currently manages all aspects of retail leasing for CREC's growing South and Central Florida portfolio, consisting of more than 6.2 million square feet. During her real estate career, she has focused on all forms of retail brokerage including tenant representation, investment sales, product/landlord representation and land sales. She has served as ICSC's Florida State Next Generation Chair since 2006. Meerbott received her bachelor of science from the University of Miami and her master of business administration from Florida International University.



JONATHAN DAVID MILLER is a foremost interpreter of 21st citistate futures—cities and suburbs alike—seen through the lens of lifestyles and market realities. Miller is author of *Emerging Trends in Real Estate*, the leading commercial real estate industry outlook report, published annually, which he has written since 1993. He also is author of ULI's annual forecasts on infrastructure and he writes the twice-weekly Trendczar blog for GlobeStreet.com. Miller is a prominent communications/institutional investor-marketing strategist and partner in Miller Ryan LLC, helping corporate clients develop and execute branding and communications programs. He led the recent re-branding of GMAC Commercial Mortgage to Capmark Financial Group Inc. and he was part of the management team that helped build Equitable Real Estate Investment Management, Inc. (subsequently Lend Lease Real Estate Investments, Inc.) into the leading real estate advisor to pension funds and other real institutional investors. Earlier in his career, Jonathan Miller was a reporter for Gannett Newspapers. Miller is a member of the Citistates Group, the Urban Land Institute and the National Association of Real Estate Editors.



JOHN W. "TREY" MORSBACH, III Mr. Morsbach is a Senior Managing Director in the Dallas office of HFF (Holliday Fenoglio Fowler, L.P.) with over fifteen years experience in commercial real estate finance and sales. He is primarily responsible for originating individual and portfolio debt and equity transactions throughout the United States. During the course of his career with HFF, he has completed approximately \$5 billion in commercial real estate transactions with particular focus on construction, portfolio, and equity/joint venture transactions. Noteworthy transactions include the joint venture equity raise and debt placement for the \$900 million mixed-use Victory Park project in Dallas, Texas and the joint venture equity raise and development debt placement for the \$330 million W-Hollywood Hotel and Residences in Hollywood, California, and the \$281 million joint venture and debt raise for Weingarten REIT/Hines. Mr. Morsbach joined the firm in May 1998. Prior to that, he was a Vice President in the Commercial Real Estate Lending Group with Guaranty Bank in Dallas, Texas, and handled in excess of \$400 million in commercial real estate construction loans primarily in the North Texas market and across the southwest. Mr. Morsbach is an active member of ICSC, NAIOP and ULI and serves on the Board of Directors and Executive Committee of The Real Estate Council of Dallas.



CARL MULLER is Vice President, Real Estate & Design for Wal-Mart. He joined Wal-Mart in 2000. Carl has held the position of Senior Corporate Counsel, Vice President, General Counsel Realty Division and General Counsel of the Sam's Club Division. Carl assumed his current position of Vice President, Real Estate and Design in 2005. Prior to joining Wal-Mart, Carl held the position of Vice President, Secretary and General Counsel of Jamesway Corporation. He is a Member of the Florida Bar Association and the International Council of Shopping Centers. He earned his BA and his JD from Fordham University School of Law, New York City, New York.

DAVID J. MUNIO retired from Wells Fargo and Co. as an executive vice president and Chief Credit Officer. As such he had policy and oversight responsibilities for all credit exposures created by the various lending entities within Wells Fargo and Co. These included but were not limited to domestic and international commercial, commercial real estate, consumer, consumer mortgage, and asset backed credits. Munio joined Wells Fargo in 1996. Prior to that time he was with First Interstate Bank. During his over 30 years in banking, Munio held various positions in the areas of commercial lending, problem loan work outs, domestic commercial credit administration, international credit administration, risk management and financial planning. During his banking career he was an active member of the Risk Management Association and was also a director of that organization. Prior to joining First Interstate Munio was an analyst for Mobil Oil Corporation. He currently is a director of CapitalSource Bank. Munio attended the University of California at Los Angeles. He holds a BS in Business Economics and an MBA in Management.



ELIZABETH NABHOLTZ is a Vice President with the Dallas Commercial Retail Division of The Weitzman Group, one of the largest regional commercial real estate firms in the United States. In this position, Nabholtz handles general brokerage, including retail project representation and retail tenant representation. She also handles property disposition. Nabholtz, who joined Weitzman in 2003, previously worked with The Industrial Group (TIG) and Nabholtz Properties. She is a member of the International Council of Shopping Centers and is currently the Texas State Next Gen Chair. She also is a member of the North Texas Commercial Association of Realtors, The Real Estate Council, and the SMU Real Estate Society. She received a Bachelor of Business Administration degree in Real Estate Finance from Southern Methodist University.

Speaker Biographies *continued*

CHRIS NIEHAUS is a Managing Director and Vice Chairman of Morgan Stanley Real Estate. He has been with the firm for 26 years and focuses on MSRE's global investing platform and maintaining senior client relationships. Previously, Chris was head of Global Real Estate Banking. Morgan Stanley Real Estate is a global leader in real estate investing with over \$100B of assets under management in more than 30 countries. Chris is a member of the MSRE Fund Investment Committees, Special Situations Investment Committee and is a board member of numerous private real estate companies in which MSRE is a substantial investor including Multi Corp. in the Netherlands, Investa in Australia and GMS in China. Chris is a Trustee and member of the Executive Committee of ICSC, a member of the NAREIT and ULI. He is a graduate of Dartmouth College, where he chairs the Real Estate Advisory Council to the trustees and serves as a member of the President's Leadership Council. Chris is a graduate of the Harvard Business School. Chris serves on the board of Student Sponsor Partners of New York City as well as several other community organizations.



DAVID OBER is general partner of Rockvale Outlets Lancaster (PA), Belz Outlets Pigeon Forge (TN), and Vice President of the Outlets at Hershey (PA), holds more than twenty years of outlet industry experience in leasing, marketing, acquisitions, development, construction, and property sales. He is also president of the DOC&R, the International Trade Organization of the Outlet Industry. In addition to his real estate, retail and shopping center expertise, Ober is the founder and President of Share the Blessing, Inc., a 501 (c) 3 charitable organization. Ober has been a guest lecturer, speaker, and moderator at the International Council of Shopping Centers (ICSC) conventions across the country and at Penn State University. A board member of the Pennsylvania Retailers Association, Ober also has a monthly column in *Value Retail News* (VRN). Ober is a graduate of Wheaton College.



GEORGE OWENS, PE CEM LEED AP GBE CDP is President, Energy and Engineering Solutions, Inc. (EESI). George's energy and engineering career began in 1968 and resulted in being named International Energy Manager of the Year. He served as president of the Association of Energy Engineers and was inducted into the Association of Energy Engineer's Energy Manager's Hall of Fame. George is a registered professional engineer in five states and LEED accredited by the US Green Building Council. He served as the Chair of the ICSC Energy Committee and has his CDP designation from ICSC. Much of George's experience lies in the Retail and Shopping Center arenas. This includes four years as an Energy Engineer with Federated Department Stores and Director of Engineering with The Rouse Company. He founded EESI, a boutique consulting firm, serves the energy needs of multiple clients, specializing in the unique challenges of shopping centers. Energy programs and technologies include; LEED projects, engineering for energy, HVAC, lighting and electrical systems, utility deregulation; shopping center utility programs; landlord/tenant utility dispute resolution, training, operations, maintenance programs and energy infrastructure evaluations.



JEFFREY PARISIAN joined Coldwater Creek and served as the Senior Director of Real Estate from March 2002 until November 2002. From November 2002 until October of 2004, he served as Divisional Vice President of Real Estate. From October 2004 until April 2008, he served as the Vice President of Real Estate. Most recently, Jeffrey has served as the Senior Vice President of Administration since April of 2008. Prior to joining Coldwater Creek, Jeffrey was employed by Gap Inc. as Vice President of Real Estate.



JOHN PHARR is Senior Vice President, Leasing with Regency Centers Corporation. He is responsible for Regency's assets in North Florida, Georgia, Alabama, North Carolina, South Carolina and Tennessee. He also works closely with the Southeast Development Leasing Team on acquisitions and new developments. Pharr began his career with Regency in 1997 as Senior Vice President of Operations for the East Coast. Previously, he served as Managing Director with Hill Partners, Inc for 11 years where he focused primarily on the redevelopment of specialty and boutique centers across the United States and internationally. Pharr received his bachelor of science from The Citadel in Charleston, S.C. He is a commissioned U.S. Air Force Officer and an Edgar A. Terrell Fellow recipient.



KRISTEN PLEASANTS is Vice President, Wachovia Real Estate Asset Management. Kristen is employed with Wachovia Securities in Charlotte, NC as a Vice President and Relationship Manager of Real Estate Asset Management. Since joining Wachovia in 1996, she has held a variety of positions including origination, underwriting and asset management of commercial real estate lending. She is currently responsible for large lender and institutional borrower clients; managing the complex operational aspects of their CMBS, Balance Sheet and Agency portfolios. In addition, Kristen is responsible for hiring, training and managing a team of analysts within customer relationship management. Kristen is a member of the 2008-2009 CREW Network Board of Directors and liaison to the Industry Research Committee. She previously served as the 2007 President of CREW Charlotte, CREW Network Delegate and member of the CREW Network Industry Research Committee. Kristen holds a Bachelor of Arts in Business Management from North Carolina State University and a North Carolina Real Estate Broker License.



JOSH POAG is President & CEO of Poag & McEwen Lifestyle Centers, LLC. P&M is the leading developer of Lifestyle Centers across the U.S. and is credited with being the first to develop a Lifestyle Center from the ground up. P&M has developed twelve Lifestyle Centers with several in the development pipeline, including a mixed-use project that is anticipated to break ground later in 2009. The Lifestyle Centers range in location from Southern California to Connecticut and many spots in-between. In his position as President and CEO at P&M, Josh is in charge of managing the executive team, overseeing key partnership relationships, running the day to day operations of the company, and setting corporate vision and direction. He has previously served as Leasing Manager, Development Manager, Vice-President of Development, Executive VP, CFO and COO, prior to his current positions. He graduated with a degree in engineering from Princeton University. He is a member of ICSC, where he serves on the ICSC PAC, and of ULI, where he serves on the Commercial and Retail Development Council.



STEPHEN PRAGNELL started his Real Estate career at Norwich Union, managing a portfolio of 6 Shopping Centres in France. He joined Jones Lang LaSalle France as an associate and worked as Asset Manager and Retail Consultant for Adia, DGI, EuroCommercial Properties, and Bouygues. In 2002, Stephen joined Apsys Group, a French shopping centre developer, manager and investor, first in Warsaw as General Manager, and is currently in Paris as Group Director for External Relations. A leader in Poland, Apsys manages a portfolio of 17 Shopping centres for major institutional investors and their development achievements include the award winning Manufaktura in Łódź, one of Europe's largest urban regeneration life-style and retail projects, and major life-style projects in Poznań, Gdynia and Wrocław. In France, Apsys heads 16 retail led city-centre regeneration and suburban development projects in Paris, Bordeaux, Grenoble, Caen, Orleans, Tours and other principal French cities. Stephen is past Chairman of the ICSC European Shopping Centre Awards programme, a member of the ICSC International Faculty, a regular speaker at International conferences, and an active member of ICSC, CNCC, ULI and GRI. He is also the founder and former President of the Polish Council of Shopping Centres (PRCH).



KIERAN QUINN is Vice Chairman of Walker & Dunlop. Mr. Quinn joined the company in 2009 from Column Financial/Column Guaranteed, Credit Suisse's mortgage lending subsidiary where he served as chairman. Mr. Quinn joined DLJ/Column from Equitable Real Estate where he was a vice president, with responsibility for mortgage assets. Prior to this, he was with a private development company in Atlanta, where he served as chief financial officer for ten years. Mr. Quinn is a director of the Mortgage Bankers Association, trustee and treasurer of ICSC, governor of CMSA, and director of the Real Estate Roundtable. Mr. Quinn previously served as the 2008 chairman of the Mortgage Bankers Association and as a member of Fannie Mae's National Housing Advisory Council (2007-08). Mr. Quinn received an MBA from the University of Chicago and a bachelor's degree from Villanova University.



AHSIN RASHEED, APA, RA has professional passion, singular vision, and planning and innovative architectural design perspectives have exerted a powerful influence on DDG as the firm has evolved into a premier international planning, architecture, graphics, and design company. It is no coincidence that the same defining attributes that have distinguished DDG's approach to architectural design—creativity, intellectual curiosity and the propensity to become energized and engaged when faced with a challenge — are frequently ascribed to Ahsin himself. From the firm's first true master planning project in Scotland in 1989 to more recent groundbreaking work in China, India, Indonesia, and the Middle East, he has created master planning, urban design and mixed-use developments on every imaginable scale. With a special talent for coordination and an ingrained understanding of how to satisfy social, cultural, demographic, geographic and environmental considerations, he uses a creative blend of science, art and intuition to mold disparate components—residential, recreational, commercial, industrial and municipal—into a cohesive and harmonious fusion. Today, alongside managing a diverse range of projects and client relationships, Ahsin coordinates various professional disciplines, functions, and initiatives at DDG with the same skill, creativity and vision as he brings to the design of a 10,000-hectare multifaceted mixed-use development. Senior Partner and Director of Planning, Ahsin's true job description encompasses a little bit of everything. From energizing and engaging the full range of DDG's offerings, affirming the versatility, adaptability and diversity that remain among the firm's most valuable assets, to assisting in the creation and expansion of the DDG's comprehensive vision, he has been instrumental in guiding the firm's expansion into the global arena.



VALERIE RICHARDSON, scls is the Vice-President of Real Estate of The Container Store. Previously, she was Senior Vice President of Real Estate for Ann Taylor, Vice President of Real Estate Development for Barnes & Noble, and Partner in the Retail Division of the Trammell Crow Company. She is an active ICSC Trustee and has been since 2004. As a woman in the industry, she feels that her personal perspective resonates with both developers and retailers, and has provided a career path with immeasurable opportunities for both personal and professional growth. In tangible terms, Richardson has contributed to the development of retail real estate by leading the strategic growth of the companies she represented—opening stores, creating new jobs, investing in communities and contributing to the sales, profitability and enterprise value of her company—and by her participation in the leadership of ICSC. She earned an M.B.A. from the University of North Texas.



BEVERLY RICKS, scsm, scls, is Principal, Retail Property Solutions, LLC. with more than 30 years in the commercial real estate arena. In her current role, she has provided a variety of retail real estate advisory services to developers, owners and municipalities including strategic planning; asset positioning; retail viability assessment; anchor store negotiations; site planning; ground-up development; redevelopment; merchandise mix; due diligence; and value enhancement, preservation or recapture strategies. Prior to forming Retail Property Solutions, Beverly was with Equitable Real Estate Investment Management, Inc. one of the premier real estate investment advisory firms and its successor, Lend Lease Real Estate Investment Management, Inc. Beverly has a BS in Real Estate from Indiana University. As an active member and past trustee of ICSC and holds both the SCSC and the SCLS certifications. She currently serves as a trustee for the ICSC Foundation and chairs the Scholarship Committee. Additionally she is a member of the Government Relations Committee. She is an active faculty member of the ICSC Executive Learning Series and has moderated or been a panel member for ICSC. Additionally, she has been an instructor at both University of Shopping Centers and The John T. Riordan School for Professional Development.

MILKO RIVERA HOPE was born in México City. Economics degree from the Autonomous Technological Institute of Mexico, Mexico City. Masters degree in International Political Economy at the London School of Economics & Political Science, London, UK. Has had positions in both private and government sectors. Most recently was Marketing Director at the Mexico Tourism Board, responsible for the MEXICO country brand. Now Regional Director for North America at PROMEXICO, Mexico's International Promotions Agency for Investment & Trade.

Speaker Biographies *continued*

CHIP RODGERS has worked with numerous municipalities throughout the United States to maximize their sales tax growth and quality of life by successfully attracting new shopping and dining options to their community. Some of his clients include Wake Forest, N.C., Orlando, FL., and Chesterfield County, VA. He has shared his insights and knowledge by speaking to economic development organizations such as Florida City and County Managers Association, Virginia Municipal League, Florida League of Municipalities and Texas Municipal League. Chip is a graduate of Oklahoma State University.



JONATHAN ROSENTHAL is Managing Member of Saybrook Capital, LLC, a private equity firm, dedicated to taking influential control positions in distressed debt issuances. He began his restructuring career more than 25 years ago as a lawyer. In 1983, with the backing of Hycliff Capital, he led a distressed roll-up as Chairman/CEO. Before the age of 30, he took the company public and sold it 3 years later to a private equity sponsor. In 1990, he and two colleagues started Saybrook, an NASD Broker/Dealer and financial advisory firm with clients including The Walt Disney Company, Orange County, and Playa Vista. In 2000, he was selected as the lead investment banker to PG&E's Official Committee of Creditors totaling more than \$16 billion in claims. This remains the largest bankruptcy of an investor owned utility and the largest unsecured creditor recovery ever achieved. Since, he has worked with Ritter Ranch, Kmart, Adelphia, Foster Wheeler, United Airlines and others. He is a member of the NY and CO Bar Associations, the Turnaround Management Association, the Young Presidents Organization, is a licensed California Real Estate Broker, and is registered Series 7, 53 and 65 Principal with the National Association of Securities Dealers.



BRUCE RYALS is President of *Tax Credit Management* since 2000, has over fifteen years in the field of tax credits and site incentives for retail real estate development and public/private partnerships. Bruce attended the University of Northern Colorado majoring in Political Science. Prior to starting TCM, Bruce spent several years with Mutual of Omaha, serving as Personal Training Sales Manager and working in the Net Profit Division, respectively. This experience conditioned him for the research, documentation and evaluation of laws necessary for tax credit/incentive work. Bruce's educational background, negotiation skills and knowledge of the political process has well-served TCM's clients. He's an outstanding leader in his field and has extensive experience in addressing various organizations on the subject of site incentives and tax strategies for both new development and re-development.



MICHELLE RYMAN currently has responsibility for Chipotle's site acquisition for the corporate stores in the Southeastern United States including Alabama, Florida, Georgia, North Carolina, South Carolina, and Tennessee. Having achieved her BBA in Corporate Real Estate from *The University of Georgia*, she has focused her career on site acquisition for retail companies including *RaceTrac Petroleum*, *The Sherwin-Williams Company*, *Quizno's Sub*, and *Panera Bread*. Michelle has maintained an active participation in ICSC having served on numerous ICSC panels as organizer, panelist, and moderator. Additionally, she recently served as Co-chair for the SE ICSC Conference in 2008 and will perform as Chairperson for the 2009 SE ICSC Conference in Atlanta.



PAUL SCHAFFER over the past 20 years has been involved in the leasing or development of 18 factory outlet centers throughout the United States. He is currently involved with the leasing of five existing centers, two expansions and four new projects in various pre-development stages as a consultant to outlet center developer Horizon Group Properties. Mr. Schaffer earned his B.S. from the University of Wisconsin – Madison in 1987. He is a licensed real estate broker in the state of Tennessee and serves on the board of directors of several local non-profit organizations.



SHERIDAN SCHECHNER is a Managing Director and US Head of Real Estate Investment Banking at Barclays Capital. Based in New York, his group is responsible for the coverage of real estate clients for advisory services as well as all forms of real estate capital—whether debt or equity. Clients include the leading REITs, lodging and gaming companies, real estate opportunity funds and financial sponsors. Mr. Schechner joined Barclays Capital in 2008 from Lehman Brothers where he held a similar position. Prior to that, he was a Managing Director and the National Head of Mortgage Origination for J.P. Morgan Chase. Mr. Schechner started his career in 1984 at Goldman Sachs in the Real Estate department where he worked on a broad range of sales and financing assignments. He was stationed in London for two years where he had primary responsibility for the construction, leasing and financing of Goldman Sachs' European Headquarters, Peterborough Court and Daniel House. Subsequently, he held various positions within Real Estate including as a founding member of both the Real Estate Principal Investment Area as well as the CMBS effort. When he left Goldman Sachs, he was Co-Head of the Real Estate Investment Banking business. Mr. Schechner is currently a trustee of the Urban Land Institute and a member of the Real Estate Roundtable. He has held leadership positions in the Real Estate Lenders' Association, the Mortgage Bankers Association and the National Realty Committee. Mr. Schechner has a BA in Economics and Political Science/Molecular Biochemistry and Biophysics from Yale University (1980) and a JD/MBA from Harvard University (1984).



SHAHRAM SHAMSAEE has over 20 years of experience in Real Estate and as Senior Vice-president of Shopping Malls for MAF Properties, Shahram leads a team of 450 employees in 5 markets, oversees an existing operating shopping malls portfolio of 7.5 million sqft and an additional 6.5 million sqft of new developments within the MENA Region. Before joining the Majid Al Futtaim Group, Shahram was the General Manager at Al Moosa Real Estate, where his responsibilities included heading the residential, commercial and retail portfolios. Shahram is a graduate of the prestigious AMP at Harvard Business School. He holds a Bachelor's degree in Business from the University of Toledo, OH, USA. He is currently serving as an executive member of the MECSC and an International faculty of the ICSC School of Professional Development, as well as a member of the ICSC Board of Trustees.

Speaker Biographies *continued*

SALMAN SIDDIQUI is Vice President of Global Business Development for Dunkin Brands Inc, leading Baskin Robbins Worldwide franchising, real estate and construction activities. Mr. Siddiqui has spent the past 20 years in retail industry working for Exxon Corporation, PepsiCo, Yum Brands, and for the past four years in Dunkin Brands Inc.



ELLEN SINREICH, ESQ., LEED AP, is the founder and President of Green Edge, LLC, a green building consulting firm that is helping the retail real estate industry reduce its carbon footprint. Green Edge assists shopping center owners and retail tenants across two service tracks. The first focuses on **green leases** and greening the leasing process, including training and outreach programs for staff and external stakeholders. The second track has a **green building practitioner** thrust and includes LEED advisory, carbon footprint analyses and strategic risk management, helping companies balance innovation and risk in mapping out their sustainability strategy. Prior to founding Green Edge, Ms. Sinreich was Vice President and General Counsel for DLC Management Corp., one of the largest privately held national shopping center owners. Before joining DLC, Ms. Sinreich represented DLC as outside counsel in her capacity as the Managing Partner of Sinreich & Associates. She practiced law at Paul, Weiss, Rifkind, Wharton & Garrison in New York City prior to founding Sinreich & Associates. Ms. Sinreich is a LEED Accredited Professional and graduated from Columbia Law School (Stone Scholar). Ms. Sinreich is the Chair of the Urban Land Institute's CRC Gold Council, a member of the Environmental Committee of the International Council of Shopping Centers and former New York State Government Affairs Chair of the ICSC, as well as a member of the U.S. Green Building Council and the New York City Bar Association. She is the Chair of the annual Green Real Estate Summit in New York City and her publications include *Greening the Retail Lease: Ten Tips for Landlords and Tenants*; *The Business Case for Sustainable Real Estate*; and *The Greening of Retail: What's the Bottom Line?*



JANE SNODDY SMITH is a Partner with Fulbright and Jaworski, LLP's practice which focuses on transactional law with a concentration in commercial real estate. Her broad range of experience extends to the construction of mixed-use and brownfield projects; the sale of industrial and office properties; the creation of joint ventures for multi-family, retail and office projects; the operation of shopping centers; the development of medical office buildings; the formation of urban redevelopment and public private partnerships and the negotiation of office, industrial, and retail space leases. Jane has extensive expertise in shopping centers, having worked on transactions involving more than 130 regional, million-plus square foot centers in more than 34 states. She also has experience with equity investments in real estate, all types of lending secured by real estate representing life insurance companies, national banking associations and investment funds. She is an active member of ICSC and served as the 2008 Law Conference Chair. She is a member of the American Bar Associations as well as the State Bars of Texas, Georgia and Missouri.



GLENN SONNENBERG is President of Latitude Management Real Estate Investors, Inc., managing institutional and high net worth capital in real estate investments. He has been directly responsible for the acquisition, management and/or disposition of over \$7.0B of real estate and debt investments. Glenn is co-chair of the annual USC Law School Forum on Real Estate Law and Business and serves on the Board of Councilors of the Law School and the College of Letters, Arts and Sciences. Previously, Glenn served on the USC Board of Trustees. Glenn was awarded a USC Alumni Award in 2006 and the Bet Tzedek Founder's Award in 2009. He has been Managing Director of Prudential Carbon Mesa, President of ING Real Estate Investors and Executive VP and co-CEO of Kearny Street Real Estate Company. A graduate of the USC, B.A., History, *magna cum laude*, *phi beta kappa*, he also received his J.D. from USC. Mr. Sonnenberg began his career as a real estate and finance partner in the Los Angeles law firm of Allen, Matkins, Leck, Gamble and Mallory. He frequently speaks on real estate investment and finance to trade groups and law and business school classes.



JEFF SOULE has held a number of urban and regional planning and policy positions including: Policy Coordinator for the US Department of Agriculture, Deputy Director, National Endowment for the Arts Design Program, and Director of The Center for Rural Pennsylvania. He managed the Mayor's Institute on City Design and helped build the National Trust for Historic Preservation's Main Street Program. He joined APA as Policy Director in 1996 managing Government Affairs, Public Information and Outreach for the Association. In 2007 he became Director of Outreach and International Programs, a new position combining Communications, Partnerships, and International activities. He advises the Chinese government on urbanization and has done several award winning plans in Nanjing, Beijing and Shanghai. His civic positions include; three terms as President of the Union Square Association, a Fellow of the American Institute of Certified Planners, the International Land Economics Society, Lambda Alpha; member of the Cosmos Club in Washington DC. Jeff received a BA degree, with honors, from Colgate University, and a Master's Degree in City and Regional Planning at Harvard University's Graduate School of Design and Public Policy at the Kennedy School of Government.



FRANCES SPENCER, scsm/scmd is Principal of Pendulum Partners. Prior to joining Pendulum Partners, Fran was an Assistant Commissioner for 12 years in the City of Chicago's Department of Planning and Development, responsible for the Retail Chicago program, an aggressive outreach program for retailers, developers and brokers to introduce them to the population dense, ethnically diverse communities of Chicago and expedite their entry into these new markets by serving as a "One Stop Shop" to address and resolve any concerns or situations which arose during their expansion into Chicago. The program has received awards from a variety of sources including the Brookings Institute, American Public Health Association and IEDC. Before employment with the City of Chicago she spent 15 years in shopping center management/marketing/leasing responsible for properties in the seven Midwestern states for three national management/development companies. During this time she was also a Commissioner for the Village of Arlington Heights as a member of the Arlington Alliance, the village's business recruitment/retention arm. Mrs. Spencer has served as Dean of the School of Economic Development for the ICSC University program, where she continues to teach on an annual basis. She is a past Co-Chairman of the Alliance program for the Central Division, has received the ICSC Board of Trustees Distinguished Service award, is on the ICSC Urban Advisory Task Force and has been on the advisory committees for a variety of ICSC publications, including *"Developing Successful Retail in Underserved Urban Markets"* and *"Retail 1-2-3."* She is a mentor for the Harold E. Eisenberg Foundation Mentor program, and has also been a speaker for several professional and educational programs. On a personal level Fran is a Trustee and Secretary for the Phi Chi Theta Educational Foundation, President of the Phi Chi Theta Chicago Alumni Chapter, has received the Phi Chi Theta Naomi Satterfield Achievement Award and is a member of the Phi Chi Theta Hall of Fame. Other memberships include the Chicagoland Restaurant Brokers Association and Women in Planning & Development. She is a lifelong resident of Chicago.



JAMES SPRAYREGEN is a Restructuring partner for Kirkland & Ellis LLP. Mr. Sprayregen is recognized as one of the country's outstanding restructuring lawyers and has extensive experience representing major U.S. and international companies in and out of court as well as buyers and sellers of assets in distressed situations. He has experience advising boards of directors, and generally representing domestic and international debtors and creditors in workout, insolvency, restructuring, and bankruptcy matters. In December 2008, he rejoined Kirkland & Ellis after nearly three years with Goldman Sachs, where he was co-head of Americas Restructuring Group and helped lead the practice advising clients in restructuring and distressed situations. Prior to joining Goldman Sachs, he spent 16 years at Kirkland & Ellis, where he led some of the most complex chapter 11 bankruptcy cases in recent history, including for United Airlines, Conseqo, NRG Energy, and TWA Corp., among others. He earned a J.D. from the University of Illinois College of Law and a B.A. from the University of Michigan.



SHAVAK SRIVASTAVA runs his own consultancy company, Sq. Ft. Consulting, based in Dubai. The company is involved in consultancy projects for the shopping centre, real estate and retail industries. Shavak has 15+ years of experience in working across the region with Retailers and Master Developers. The company is working with clients who are premier shopping centre developers and retailers in Dubai, Abu Dhabi, Qatar, Kuwait and India. Most of the projects are based on a long term involvement with the client and offer ongoing value addition. The consultancy also offers leasing, management and marketing consultancy to shopping mall projects in the Gulf, Middle East and in India. In the last 5 years and more, the company has also undertaken several projects on the retail side of the business, working with major regional and international retailers in Turkey, Lebanon and Portugal other than the UAE. Shavak Srivastava is a Board Member and Director of Tamdeen Shopping Centre Development Company and works as a Strategic Consultant with Tamdeen Real Estate and Tamdeen Shopping Centre. He is also a Director of Hot Brands International and has been involved as a Strategic Advisor to the company for the last five years. Prior to this assignment, Shavak was the General Manager of Al Ghurair Retail LLC, a company of the Al Ghurair Group in the United Arab Emirates, responsible for setting up joint ventures and franchise operations with leading international brands. The company operates these brands in the entire Gulf region and was set up from scratch under his leadership in 1999. Before undertaking the retail assignment, he was the General Manager of Al Ghurair City (also a company of the Al Ghurair Group), a multi-use complex located in Dubai. As General Manager, he was responsible for the overall management of this 1.75 million sq.ft. multi-purpose complex consisting of a 2 level shopping mall, 350 apartments and around 90 offices. As part of his responsibilities, he was responsible for the multi-million dollar redevelopment and expansion of the Al Ghurair Centre now entitled "Retail City." Shavak was also General Manager for the prestigious Bur Juman Centre until 1997 and during his stewardship the centre won the prestigious MAXI award for excellence in advertising. Shavak's work experience has also been in Sales, Marketing and Advertising. Prior to joining Al Ghurair Centre, he was General Manager at Lintas India, India's second largest advertising agency. Before that he spent several years at Unilever p.l.c. in Marketing and Sales. Over the last several years, Shavak has been an active member of ICSC and has been awarded the Certification of Certified Marketing Director (CMD). He has been invited to judge the MAXI awards each year since 1998, one of the first overseas members of ICSC to be called upon to do so. He is on the faculty for the ICSC School for Professional Development and has taught in Dubai, India, Turkey and other parts of the world. Shavak has been the President of the Middle East Council of Shopping Centres (MECSC) for two years and has conceived and been Chairman of the annual MECSC Conventions. Shavak has also been nominated as a Member on the CMD Committee (the Marketing Committee of ICSC), as well as the 2008/2009 MAXI and Fall Conference Committee. Shavak holds an undergraduate degree in Economics from Delhi University and has an MBA from IIM Ahmedabad, with a specialisation in Marketing.



YAROMIR STEINER is CEO of Columbus-based Steiner + Associates, Inc, which he formed with a clear vision: to create sustainable, pedestrian-friendly and Mixed-Use Town Center environments where guests would enjoy memorable experiences with every visit. Over the past 15 years, the company has developed, or is in the process of developing, more than seven million square feet of mixed-use projects where people aspire to shop, live, work and play including; CocoWalk, in Coconut Grove, Florida; Streets of Mayfair, Miami, Florida; Newport on the Levee in the Greater Cincinnati market; and Centro Ybor in the historic district of Tampa, Florida. He later focused on developing Mixed-Use Town Centers, including one of the first: Easton Town Center, along with Zona Rosa, The Greene, Bayshore Town Center, and Peninsula Town Center. Mr. Steiner oversees all development, leasing and management efforts for the Steiner + Associates' portfolio. He holds a Masters Degree in Civil Engineering and a post graduate degree in Business Administration from the University in Toulouse in France. He is a member of the Urban Land Institute, ICSC and Council for New Urbanism.



JAN STERNIN, CMB is Senior Vice President of Commercial/Multifamily and Industry Technology for the Mortgage Bankers Association in Washington, DC. She is responsible for developing and implementing regulatory policy, best practices and industry standards for the commercial/multifamily sector and oversees communication with MBA's commercial/ multifamily members and assists them by coordinating education, communication, lobbying and research with other MBA business groups. She manages MBA's Industry Technology group, which provides leadership and member support in key areas of mortgage technology—e-commerce, data standards and data management, electronic mortgages, and information security—and operates two MBA technology subsidiary organizations, MISMO and SISAC. Before joining MBA in August 2007, Ms. Sternin was a Senior Vice President at Midland Loan Services Inc., where her responsibilities included oversight of client management for Midland's commercial loan servicing operations in the United States and abroad.



DANA TELSEY is CEO/Chief Research Officer of TAG. She has followed over 70 companies during her career and was the only U.S. analyst to provide complete analysis of the European luxury goods sector. From 1994 to 2006, she was at Bear, Stearns as a Senior Managing Director. Prior to Bear Stearns, she was the Retail Analyst at C.J. Lawrence and Vice President of the Baron Asset Fund at Baron Capital, Inc. She is a thirteen-year member of Institutional Investor magazine's "All-America Research Team" where she was ranked the Number One Specialty Stores analyst for 7 consecutive years. She has appeared as a special guest on such programs as Wall Street Week, ABC News, The NBC Evening News and The Today Show and is a regular guest analyst on both CNN and CNBC. She is a regular contributor to Luxury Briefing, the leading luxury goods industry publication, and WGSN, an online research, trend analysis and news service for the fashion and style industries. She graduated from Hobart-William Smith Colleges with a B.A. degree in History/Spanish and received her M.B.A from Fordham University. She holds the Series 7, 24, 63, 66, 86, and 87 Licenses.



IAN F. THOMAS is Chairman of Thomas Consultants Inc., a firm which specializes in the planning and development of large scale retail projects. Formed in 1979, Thomas Consultants operates three offices in Vancouver, Canada (head office), Brisbane, Australia and Seoul, Korea. The firm has undertaken major projects in over 50 countries where it acts for some of the largest developers and retailers in the world. As development strategists, the firm prides itself on the 'bricks and mortar' that result from its planning programs. Thomas Consultants' success is based on the mandate of "making projects work". Mr. Thomas is sought around the world for speaking engagements together with interviews by all aspects of the media—Television, radio, newspaper, and magazines on retail/shopping center issues. Mr. Thomas sits on the Board of Trustees of ICSC in New York. He also sits on the Board of the ICSC Foundation. In addition, he is the Chairman of ICSC's Global Design & Development Awards Program. He is the former Board Member of Future Shop, Urban Development Institute, Coast Appliances, Downtown Parking Corporation, City Xpress.com and Vancouver Opera. He presently is the Chairman of the Australian Independent Schools USA Foundation.



NEIL THOMPSON the ever-expanding FASHION HOUSE brand of Outlet Centres. Neil has brought global outlet standards to CEE. He has a wealth of international experience from his time as a Director of GVA Grimley Outlet Services and from senior positions with Royal Doulton PLC and Freeport PLC. FASHION HOUSE Development is the market-leading factory outlet developer/manager in CEE, with FASHION HOUSE Outlet Centres in Warsaw, Gdansk and Sosnowiec (all with 2nd or 3rd phases), and FASHION HOUSE Bucharest, the biggest first-phase centre in CEE with the most successful and record breaking opening in December 2008. These indoor centres with uniquely themed streetscape architecture have quickly caught the imagination of consumers and retailers alike and have been hugely successful, even by western European standards, attracting major institutional investment. Neil has big plans for FASHION HOUSE in the next three years including further centres in Romania as well as openings in Russia and Ukraine."



DAVID TOLEDO is Director of Centro Comercial Unico- Outlet in Cali, Colombia He holds a Bachelors Degree in Marketing and a minor in Behavioral Issues in Management from Bentley College, in Waltham, Massachusetts. Involved in Centro Comercial Unico from its beginnings in 1997, he has been Marketing Director, Financial Director and now is the Executive Director of the company. Toledo is the delegate for Colombia for the ICSC's Next Generation Program and member of the Board of the Association of Colombian Shopping Centers.



JOHN TROUGHTON achieved undergraduate and advanced degrees at the University of California at Santa Cruz with highest honors. He participated in the Ph.D. program at the University of California at Berkeley School of Business. He assisted in the leveraged buyout of the former Rheem Manufacturing facility in Richmond, CA in the late '80's, where he helped save over 400 jobs and developed a skill set as a successful business owner. Mr. Troughton then became a real estate professional in Silicon Valley in the early 1990's, working with Norris Beggs and Simpson, which was acquired by the Galbreath Company. With Cushman & Wakefield, Mr. Troughton has represented leading, privately held and public companies, cities, redevelopment agencies, state agencies, and sovereign nations in fulfilling their real estate needs. Mr. Troughton has received proclamations and congratulatory letters for his transactions from local jurisdictions, members of Congress, and the Governor. His efforts have helped create real estate opportunities that are now the working places of thousands of local employees. He has been involved in transactions that have led to the creation or redevelopment of millions of square feet of commercial and industrial buildings. Mr. Troughton has been involved in residential conversion projects that have produced over 1,000 units of newly entitled housing opportunities. His efforts since 2000 in West Contra Costa alone have generated in excess of \$300 million in upside for his clients and are scheduled to produce over one billion dollars of investment in local municipalities. Mr. Troughton is a frequent speaker at merger and acquisition conferences throughout the Country, including ACG-LA (Association for Corporate Growth), ACG-New Jersey, Buyouts, The Deal, and the M&A Advisor. His efforts have been chronicled in the popular press including BusinessWeek. Amongst his most notable published articles are "Middle Market Mergers, Acquisitions and Real Estate: An Opportunity to Re-use and Re-Build," "Over-Cross Collateralization: An Urban Problem," "Saving the Cities," "Focusing on the Box." On a personal note, Mr. Troughton is a long-standing member and supporter of various educational foundations, Chambers of Commerce, libraries and Rotary.



STEVE VITTORIO is a Managing Director, Capital Markets, with Prudential Real Estate Investors (PREI) an investment division of Prudential Financial. PREI manages over \$40 billion of equity and mezzanine debt real estate investments on behalf of approximately 350 institutional clients. Mr. Vittorio is PREI's retail specialist responsible for shopping center and mixed-use investments throughout the U.S. In that role he sources retail developer relationships for programmatic co-investments and manages PREI's existing developer relationships. He works closely with PREI's acquisition and asset management professionals to invest in retail real estate opportunities and enhance the value of PREI's investment portfolio. He is also a member of PREI's Latin American Investment Committee and is involved with international retail investment initiatives. Mr. Vittorio has twenty-four years of experience with shopping center investments and is a member of ICSC and ULI. He is a graduate of the University of Virginia, McIntire School of Commerce and has a MBA from the University of St. Thomas in Houston, Texas.



LEE WAGMAN is a long time leader in the real estate industry. He is currently CEO of The Martin Group (TMG), in Santa Monica, CA. TMG has acquired, developed, and managed nearly \$4 billion of real estate, including office, residential, retail and mixed-use properties. Prior to joining TMG, Mr. Wagman served as President and CEO of the Hahn Company and its successors, TrizecHahn Centers and TrizecHahn Development Company. TrizecHahn developed several innovative mixed-use urban and entertainment properties, including such precedent-setting projects as Park Meadows in Denver, CO; Paseo Colorado in Pasadena, CA; West End City Center in Budapest, Hungary; The Kodak Theatre and Hollywood & Highland in Los Angeles, CA. Prior to joining Hahn, Mr. Wagman was Chairman and CEO of Hycel Properties Co. in St. Louis. He is a graduate of the University of Pennsylvania and its Wharton School and Law School. Mr. Wagman is closely involved with ICSC as a Trustee, Past Trustee, and Vice President. He has chaired the ICSC's Annual Convention and Entertainment Conference and was Chair of ICSC's Mixed-Use Program Committee.



DAVID WALLACE is CEO/Secretary of General Partner and Chairman of the Investment Committee for Wallace Bajjali Development Partners. He has a background in the acquisition and/or formation of over 100 companies and/or partnerships, and has secured hundreds of millions of dollars in equity and debt. Early in his career, he was VP of Equity Management Corporation responsible for the acquisition and/or sale of over \$250 million of income producing properties. He was a charter member of the North Texas Association of Real Estate Professionals, a former member of the Real Estate Securities and Syndication Institute and the American Association of Financial Planners. He served three terms as Mayor of Sugar Land, Texas and serves on the Advisory Board of the National Center for Missing and Exploited Children. He was recently appointed as Research Scholar for Economic Development of ICSC. He received his Bachelor of Business Administration in Real Estate Finance from the University of North Texas. In addition to this schooling, Mr. Wallace attended Union College in Schenectady, NY and received a scholarship to study International Real Estate, International Finance and International Law at the University of Reading in Reading, England.



DANIEL WALSH is senior vice president and managing director for KeyBank Real Estate Capital with responsibility for all capital markets activities within KBREC, including CMBS, Agency and Life/Pension divisions, and the Private Equity Group. He oversees a team of more than 100 professionals strategically located across the US who structure and place investments including permanent debt, mezzanine debt and equity. Walsh joined Key in 1996 as a member of KeyBank's Institutional team where he structured and underwrote new lines of credit for Real Estate Investment Trust (REIT) clients and provided development, construction and interim financing to Key's client base. In 1998, he co-founded the real estate equity and mezzanine investment group now known as the Private Equity Group. The Private Equity Group has closed approximately \$2 billion of investments since its inception. Mr. Walsh is a member of the investment committee for the Hartford Insurance Mezzanine Fund and Grosvenor Real Estate Investment Partners. Mr. Walsh is a graduate of Case Western Reserve University with a B.S. in Management and a M.B.A. in Finance, and graduated with a Juris Doctor from Chicago-Kent College of Law. Mr. Walsh is a board member with the National Multi Housing Council, the Arthritis Foundation of Northeastern Ohio, and has been a featured speaker at numerous real estate industry events across the country.



LINDA CARRICK WARFIELD joined Colliers Arnold in 2003. She has 30 years experience with commercial real estate management, marketing and leasing. Linda specializes in retail leasing and sales and focuses on tenant and landlord representation. She works with a variety of retailers such as big box, restaurants, fashion and service, on site selection and relocation throughout the Florida market. Leasing over 2.7 million sq.ft. of retail, Linda has had a successful track record of leasing properties to over 90% capacity. Active in the International Council of Shopping Centers (ICSC) organization, Linda is a member of the ICSC CSM and CLS committees, a Maxi Award judge and an ICSC Leasing Instructor. Linda holds all three of the coveted designations given by ICSC: an SCSM, SCMD and SCLS. She is only the 21st person to achieve all three designations. She has served as ICSC Operations Chair in Florida and Northern California as well as Western Division Operations Chair and is currently a member of the Florida Government Affairs Committee.



AMY WETZEL as senior vice president of CommunityID for the Western United States, Amy has worked with numerous communities to establish or enhance their retail recruitment strategies. Her experience in community retail development has resulted in many speaking requests from professional groups. In recent years, Amy has been a featured presenter at the regional and national meetings of many organizations, including the Association of Washington Cities, the Urban Land Institute, the Missouri Municipal League, the National League of Cities, the League of California Cities and the California Association of Local Economic Developers. Amy works directly with public sector clients enabling them to realize their retail attraction goals. She is a member of the California Association of Local Economic Developers, the California Redevelopment Association and the Association of Washington Cities. Amy brings more than 18 years of marketing, retail and business development experience to her position. Prior to joining Buxton, Amy held positions with the Colleyville (Texas) Chamber of Commerce, Baylor Health Care System and Andersen. Amy holds a bachelor's degree in communications from Baylor University. Her community involvement includes participating as a big sister for the Big Brothers Big Sisters Program in North Texas and serving as a board member for Junior Achievement. Amy has won a number of awards including being named a Great Women of Texas, Woman of Influence by the Fort Worth Business Press.



MARCUS WILD has a degree from Vienna University of Economics and Business Administration and holds a Masters degree in business administration (MBA). Marcus specialized in the field of retail trade and organisation. He started his career with Metro (a top supermarket chain in Germany) as head of the MHB leasing department and joined Spar Austria in 1994. From 1998 until July 2007, Marcus Wild was the CEO of INTERSPAR GesmbH, the most popular Austrian hypermarket chain and a company of SPAR Organisation in Austria. INTERSPAR runs more than 150 hypermarkets throughout Austria and Central Europe, as well as various shopping centres. As CEO of INTERSPAR, he focused primarily on the implementation of a new store concept, development of state-of-the-art stores and profitable schemes, which have made INTERSPAR a pioneer in retail in-store architecture throughout Europe. Marcus Wild knows quite well the Central and Eastern Europe market, not just in terms of its financials, but also from the operations side of these developing markets. In addition to his broad retail experience with Metro and Spar, he has a strong background in real estate and shopping centre development for almost 15 years. He has been responsible for the outstanding development and operation of the most successful Austrian Shopping Centre – EUROPARK Salzburg, which has won the ICSC European Shopping Center Award 2007, as well as the ICSC International Design and Development Award 2007 and the ICSC Best Sustainable Project Award 2007. Marcus Wild has always been involved with the National Council of Shopping Centers in Austria and took the post of Vice-President during several years. Currently, he is still a member of the Advisory Board. His compromise with the International Council of Shopping Centers (ICSC), the most reputable organization of the shopping centres industry, is not recent. Marcus Wild has been actively participating in ICSC initiatives such as: conferences as speaker, assisting in the organization of conferences and in the launching of new programs (e.g. Next Generation), writing articles for ICSC publications (magazines, books . . .), presenting his group projects to the Awards Programs and trying to involve all his team in the ICSC organization. Marcus Wild, CEO of SES Spar European Shopping Centers, possess both the owner, developer and investor view, as well as the side of the retailer. He likes new challenges, teamwork and is always daring to be different and to make better.



MARK ZANDI is chief economist and cofounder of Moody's Economy.com, where he directs the company's research and consulting activities. Moody's Economy.com, a division of Moody's Analytics, provides economic research and consulting services to businesses, governments and other institutions. Mark's research interests include macro, financial and regional economics. His recent research has studied the determinants of mortgage foreclosure and personal bankruptcy, analyzed the economic impact of various tax and government spending policies, and assessed the appropriate policy response to bubbles in asset markets. Mark also conducts regular briefings on the economy. He is quoted often in national and global publications, is frequently interviewed by major news media outlets, and is the author of *Financial Shock*, an exposé of the subprime financial crisis. Dr. Zandi received his Ph.D. at the University of Pennsylvania, where he did his research with Gerard Adams and Nobel laureate Lawrence Klein, and received his B.S. from the Wharton School at the University of Pennsylvania.



SAM ZELL is chairman of Equity Group Investments LLC, the private, Chicago-based investment firm he founded more than 40 years ago. He also serves as chairman of Tribune Company. Mr. Zell also chairs five public companies listed on the NYSE. He is recognized for forming three of the largest REITs in the industry, including Equity Residential; Equity Lifestyle Properties; and Equity Office, which sold to Blackstone in 2007 in the largest leveraged buyout in history. Mr. Zell is also the chairman of Equity International, which originated the public offerings for three international companies: Gafisa, BR Malls, and Homex. He serves on the JPMorgan National Advisory Board; the Eurohypo International Advisory Board; the President's Advisory Board at the University of Michigan; and with the University of Michigan Business School, he established the Zell/Lurie Entrepreneurial Center. He endowed the University of Pennsylvania's Samuel Zell/Robert Lurie Real Estate Center at Wharton. Mr. Zell has also endowed the Northwestern University Center for Risk Management. He received a B.A. and a J.D. from the University of Michigan.

Speaker Biographies *continued*

C. DAVID ZOBA is Senior Vice President of Corporate Real Estate for Gap Inc., the \$15 billion retailer operating as Gap, Banana Republic, Old Navy and Outlet divisions. In this role, Zoba works closely with Gap Inc.'s brand presidents in developing and delivering on the company's strategies to optimize its global real estate fleet. Zoba joined The Limited in the mid-1990s to lead real estate law, and then expanded his responsibility significantly to other areas during his seven years with the company. He subsequently worked for Galyan's Trading Company, Inc., where as EVP he helped create and launch a specialty sporting goods retailer that later became part of Dick's Sporting Goods. Most recently, Zoba was principal and chief operating officer for Steiner + Associates, one of the country's most respected mixed-use retail developers. Zoba earned his undergraduate degree from Harvard University and attended the London School of Economics for graduate studies. Zoba has a J.D. from Case Western Reserve University Law School.