

## 2010 OPEN-AIR CONFERENCE

### Roundtable Speakers

**BETH AZOR** has been in the Commercial Real Estate Industry since 1986, from 1998 to 2004 as President of Terranova, Florida's largest 3<sup>rd</sup> party asset manager. A Florida Licensed Real Estate Broker since 1993. She founded Azor Advisory Services in 2004 to invest in her own properties and provide consulting and training to South Florida commercial real estate companies such as Ramco-Gershenson, Equity One and Cushman Wakefield of Florida.

She was the Chairman of the ICSC Florida Conference, and awarded Top Retail Broker by South Florida Business Journal, Superstar Broker by Real Estate Forum and Broker's Favorite Broker by Commercial Property News.

Azor attended Florida State University where she obtained her AA 1980 and subsequently her B.A. in English. Ms. Azor has been a Member of the FSU Foundation Board of Trustees since 2004, currently serving as Secretary and Chairman of the Real Estate Committee.

**JAKE BIENIUS**, Executive Vice President - AmCap Incorporated. Jake heads AmCap Incorporated's acquisitions, dispositions and financing teams. Jake has been in the real estate industry for over 12 years and has handled more than \$1 billion worth of real estate transactions throughout his career. Prior to joining AmCap Incorporated he worked at Vornado Realty Trust in its Acquisitions and Capital Markets group. At Vornado, Jake did both equity and mezzanine loan real estate investments on a variety of asset types from retail, to office, to hotel, to publicly traded securities. Jake did his undergraduate work at the University of Wisconsin, where he graduated summa cum laude with a Bachelor of Science degree in Mechanical Engineering. Jake received his Masters of Business Administration with a focus on Real Estate and Finance from the Harvard Business School.

**CLAIRE M. COOLIDGE** is a Senior Corporate Business Developer for Victor Stanley, Inc., a privately owned, Maryland based manufacturer that has been in business for 48 years. It is one of the world's largest manufacturers of quality site furnishings. Their products can be found in thousands of installations throughout the United States, Canada, Europe and the Far East.

Claire's primary responsibility includes devising in sales, advertising schedules, company trade shows and seminars for Developers, Architects and Landscape Architects. She establishes and maintains current customer and potential customer relationships and communicates new product opportunities and areas of special development. Claire is an active member of ICSC and serves on the Next Generation Advisory Board, is a Past President and current Programs Chair for WIRRE (Women in Retail Real Estate), is a participating member of ULI (Urban Land Institute) and ASLA (Association of Landscape Architects). She is a 2002 graduate of High Point University in High Point, North Carolina and currently resides in Annapolis, Maryland.

**JOHN M. CROSSMAN, CCIM** is President of Crossman & Company, one of Florida's largest retail leasing, development and management firms with over 16 million square feet under leasing and/or management. John supervises retail leasing and marketing initiatives for such notable clients as Publix, Lake Nona, and Orlando Fashion Square Mall and has recently completed similar services for The Villages. Prior to joining Crossman & Company, John was a principal at Trammell Crow Company. John also served as the leader and spokesperson for the company's National Retail Council.

John has been an active member of ICSC for over 17 years. He holds several leadership positions including Co-chair of the South Division of the ICSC Alliance and board 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.

**MITCHELL A. FELDMAN**, President, FBS Property Tax Abatement, LLC and tax expert, has more than 18 years of successful experience appealing property values and reducing property taxes. He has personally attended thousands of hearings representing over billions of dollars of property in the tax abatement process. With a multi-discipline background in real estate and corporate law, valuation, foreclosure and finance, Mr. Feldman is uniquely positioned to deftly handle a variety of property-tax related matters. Prior to joining FBS Property Tax Abatement, he practiced law in the areas of real estate, property taxation and general corporate matters. Mr. Feldman has also served as Director of a full service real estate investment banking firm, in which he specialized in facilitating the acquisitions, disposition, financing and capital needs of real estate projects for institutional investors, entrepreneurs and commercial developers.

**KARL FRANCETIC** is the Director of Developer Finance for National Retail Properties, Inc. (NYSE:NNN). His primary responsibilities include originating and structuring mezzanine debt and preferred equity investments, working with financial institutions to purchase performing and nonperforming debt and equity positions, and working with borrowers and lenders to restructure and/or recapitalize maturing debt for retail and single-tenant net leased properties on a nationwide basis. With over 20 years of commercial real estate finance experience, Mr. Francetic is responsible for coordinating the underwriting, structuring, and closing of these investments. Prior to joining National Retail Properties, Inc., he served as Vice President and Acquisition Banker for KeyBank's Private Equity Group, Vice President and Chief Underwriter for Merrill Lynch Credit Corporation's Commercial Real Estate Finance Program and Vice President and Loan Originator for ARCS Commercial Mortgage and Collateral Mortgage Capital. In these positions, he has financed all income property types, delivering mezzanine debt, preferred equity, joint-venture equity, construction, bridge/interim and permanent financing through CMBS, Fannie Mae, Freddie Mac, commercial bank, life company and pension fund executions. Mr. Francetic has a Bachelor of Arts Degree from Case Western Reserve University.

National Retail Properties, Inc. (NYSE:NNN) is a \$2.6B publicly-traded real estate investment trust based in Orlando, Florida. With a current portfolio of over 1,000 properties in 44 States, NNN is a premier owner, lender and equity partner for retail and single-tenant net leased properties. NNN's Developer Finance Program provides mezzanine debt and/or preferred equity investment structures from \$700,000 to \$25,000,000 for new construction and/or the acquisition/repositioning of existing properties on a nationwide basis. In addition, NNN has a strong appetite to purchase, on an all-cash basis, mortgage notes and equity positions from banks, CMBS lenders and other financial institutions.

**JIM R. HAMILTON** is a Director in the Atlanta office of HFF (Holliday Fenoglio Fowler, L.P.). He is primarily responsible for originating retail investment sale transactions throughout the southeastern United States. Mr. Hamilton has been involved with the sale of over 70 retail properties totaling over 8 million square feet with an aggregate value of more than \$1.1 billion.

Prior to joining HFF in May 2008, Mr. Hamilton was an Associate for the Retail Capital Markets Group at Staubach and Manager of Capital Markets at Trammell Crow Company.

**STEVE IFSHIN** is Chairman of DLC Management Corp., which he co-founded in 1991. Mr. Ifshin oversees the operations of DLC's business, including tenant leasing, property, asset and construction management activities, and the firm's regional offices. Under his tutelage, DLC continues to be a leasing-driven operator of shopping centers, developing and maintaining strong relationships with national, regional and local tenants.

Mr. Ifshin entered the real estate industry in 1965 in commercial sales with Wolf & Macklowe. From 1973-1989, he was the co-founder and President of N. Peter Burton & Company, a commercial brokerage and property management firm that he sold to Grubb & Ellis. Mr. Ifshin was also founder and Chairman of Empire State Land Company, a residential developer, and founder and Chairman of The Delphi Land Company, a town home community developer.

Mr. Ifshin received a BA from the University of Vermont.

**TIM KEMPER** is the Co-Managing Principal of the firm's Atlanta office and leading the Real Estate Consulting Practice. Mr. Kemper is responsible for advising clients on structuring real estate transactions including condominium developments, single family home construction, mixed use developments and private equity fund investments including a focus on tax advantaged real estate investments. He is also responsible for compliance with partnership tax allocation requirements; examination and analysis of financial forecasts; due diligence; and tax planning and tax compliance reviews for partnerships and corporations.

Mr. Kemper has broad knowledge of and experience in the areas of public and private real estate syndication, real estate developments and work-out situations, passive activity rules, and financial and tax planning. His clients include: major publicly-held Fortune 500 companies, Private Equity Funds, and experienced developers across the United States.

Mr. Kemper's role as practice leader of the Atlanta Real Estate Consulting practice involves the planning, supervision and review of compilation and examination of projections for real estate investments for a substantial number of individual, partnership and corporate clients. He also has considerable experience dealing with the various taxing authorities to resolve the inevitable questions and disagreements which arise during the ordinary course of business in investing in real estate.

Mr. Kemper has been engaged in the underwriting for more than one billion dollars in municipal and private activity bond transactions. He has also negotiated more than one billion dollars worth of equity for real estate investments.

**EDWARD KOBEL** With a "customer comes first" work ethic, Edward Kobel, President and Chief Operating Officer of DeBartolo Development, powers the company's mission of reclaiming its position as the number one privately-held real estate developer in the country.

Inspired by the vision of the legendary Edward J. DeBartolo, Sr., Kobel leads a team of the best and brightest development officers in the industry to build on the theme "*what can be*" and execute strategic plans others find too ambitious, generating unparalleled results, client satisfaction and competitors' envy.

Named as president of DeBartolo Development in 2003 Mr. Kobel has lead the company into 500 million of development projects and over \$1 billion dollars of development in the company's pipeline.

Originally from Pittsburgh, Pennsylvania, Kobel now resides in Tampa with his wife and daughters. A U.S. Army veteran, he is actively involved with his church, and loves to ski, either on snow or water.

**JOE KOLB** is the Director of Land Development – Southeast Region for Vanasse Hangen Brustlin Inc (VHB), an ±800 person multi-disciplinary design firm based in Watertown, Massachusetts. He is a graduate of the University of Pennsylvania with a degree in Civil Engineering and has 25 years of experience in civil design and permitting for private sector development. His current retail projects include: The Crossroads Shopping Center at Lake Buena Vista, Florida (adjacent to Walt Disney World), Delray Square Shopping Center in Delray Beach, Florida and Semoran Plaza in Orlando, Florida.

**ADAM D. LUSTIG** is a partner in Bilzin Sumberg's Real Estate Group. Adam's practice includes complex commercial real estate transactions such as acquisitions, dispositions, leasing, financing, workouts, development and joint ventures involving shopping centers, office buildings, raw land, condominiums and hotels. Adam represents developers and lenders and has extensive experience with CMBS loan workouts. Adam is an active member of the International Council of Shopping Centers (ICSC) and National Association of Industrial and Office Properties (NAIOP). For more information about Bilzin Sumberg, visit [www.bilzin.com](http://www.bilzin.com).

**BRAD PETERSON** based in Orlando, is a Managing Director in the Miami office of HFF (Holliday Fenoglio Fowler, L.P.) with more than 10 years of commercial real estate experience. He is primarily responsible for originating retail investment sale transactions throughout the southeastern United States. Mr. Peterson was awarded the Central Florida Commercial Association of Realtors' Top Retail Investment Property Producer Award for both 2007 and 2006 as well as the Atlanta Commercial Board of Realtors Top Producer under 35 Award in 2005.

Prior to joining HFF in May 2008, Mr. Peterson was a Managing Director for Staubach Capital Markets. Mr. Peterson has been involved with the sale of 140 shopping centers totaling 18.7 million square feet with an aggregate value of more than \$2.2 Billion over the past 7 years. Prior to Staubach, Mr. Peterson was with Trammell Crow Company, Westdeutsche Landesbank Girozentrale (West LB) and Price Waterhouse, LLP.

**DEREK PETERSON** is Director of Acquisitions for Hart Realty Advisers, Mr. Peterson is responsible for generating and closing acquisitions in primary markets across the United States. In addition to providing economic and market-specific analysis to Hart and its Clients' Investment Committees, he leads the due diligence process and negotiates Purchase and Sale documents, Partnership structures and debt financing. He also serves on the firm's Acquisition Committee.

Prior to joining the firm in 2002, Mr. Peterson was employed by the Real Estate Principal Group at Lazard in New York, as well as Bernstein Investment Research and Management. He is a graduate of Villanova University and affiliated with ICSC, NAIOP and REFA, CT.

**GERALD RIEBE, PE.** With over 40 years of experience in planning and design, Mr. Riebe currently serves as a Vice-President of Shive-Hattery Architects and Engineers a 300 person firm with 7 offices in the mid-west. He has worked extensively with developers and retailers from concept through design of all types of developments including lifestyle centers, neighborhood centers, stand-alone retail and mixed-use developments throughout the mid-west. Recent projects have included working with City's, medical groups and developers to convert dark tenant spaces into alternate uses such as medical office or medical related facilities. Much of the work he has

been involved with is in the secondary markets. Mr. Riebe is a registered professional engineer in Iowa.

**DALE E. SCOTT, CDP**, has over 40 years of experience in construction and real estate. As Sr. Executive Vice President of SIKON Construction Corporation his responsibilities include directing the company's Pre-Construction Service Department and Business Development. Educated in Business Administration at Kansas University, Mr. Scott is active in many industry organizations including ICSC, ULI, NAIOP, AGC and ABC. He served as Chairman of ICSC/MRA's Joint Task Force on the International Building and Fire Codes, which was successful in having industry favorable language written into the code. Dale is a past chairman of the CenterBuild Conference, which is ICSC's annual conference for the design and construction segment of retail development and currently serves on the CenterBuild Advisory Council. Mr. Scott has received the CenterBuild MVP for his service to that industry organization. He was the 2000 Chairman of ICSC's Florida Conference and currently serves on that conference planning committee. This annual conference is the third largest real estate conference in the world. He was also the Chairman of the planning committee for the 2007 West Florida Idea Exchange. Along with being a past co-chair of the Central Florida Planning Committee he also serves on the Central Florida ICSC Alliance Committee and is an active participant in ICSC's Government Relations efforts. He has been appointed as the ICSC Florida State Director for 2009/2010. Dale is an active member of the Governing Committee which is charged with developing ICSC's Professional Designation, CDP (Certified Development, Design and Construction Professional). Mr. Scott is a recipient of ICSC's Trustees Distinguished Services Award. In the fifty plus year history of the 75,000 member international organization, this honor has only been presented eighty times. He is a 2004 inductee into the Retail Construction Hall of Fame, and is listed as an Honored Member of the Continental Who's Who in Commercial Real Estate. Mr. Scott has published numerous articles and speaks frequently at many industry conferences. He also served on the NACORE Institute faculty and has been a guest lecturer at the university level along with being a contributor to the annual Florida Regional Overview Report.

**LORI SCHNEIDER** is Senior Vice President Investments and Senior Director, National Retail Group with Marcus & Millichap, the nation's largest commercial investment sales and financing company, where she is repeatedly one of the top retail brokers in the nation. Her accomplishments include being the #1 agent for shopping centers on the East Coast, and top overall agent in Florida. She has been included in *The Wall Street Journal's* recognition of the company's top agents nationally for the last 3 years. She has been a consistent member of the Chairman's Club and included in the *Florida Real Estate Journal's* "Top Women in Real Estate" *Commercial Property News* "Hot Brokers" and *Real Estate Forum* "Women of Influence". Ms. Schneider has been published and cited as an authority in numerous regional and national industry publications, as well as acting as a consultant for the Marcus & Millichap national publications on trends and analysis.

**SEAN SELBY, AIA, LEED AP**, Associate Principal at Arrowstreet. Sean's leadership has garnered design awards and LEED certification for Arrowstreet's clients, including the first LEED-Silver certified retail store in Maine. He believes that long-term planning is the key to successful development, and is a frequent speaker and writer on the topic. He holds a Master of Architecture degree from Cornell University.

**BRETT SHEETS** serves as Senior Vice President of Leasing with Cole Real Estate Investments and is a seasoned expert in national commercial real estate leasing. With over 15 years of professional experience in the field, he is recognized and well respected within the commercial real estate community. He is dedicated to providing excellent leadership to Cole to evolve and develop proactive leasing plans to maximize returns for investors.

Prior to employment with Cole, Brett was Vice President of Real Estate for a national franchise concept, responsible for executing their nationwide strategic development plan. His responsibilities included managing and optimizing contract negotiations, site acquisitions, and construction and development planning. He accomplished over 900 lease transactions, a formula for site approval, and the creation of a national lease “take down” program that catapulted their new store openings.

Brett performed his undergraduate studies in Business and Marketing at the University of Arizona in Tucson from 1982-1986 and is an active participant and contributor to the Alumni Association. He is an active member of the International Council of Shopping Centers (ICSC), attending and participating in several regional and national conventions, sitting on numerous panels.

**KEN SIMON** is a Principal of Lerner Heidenberg Simon Properties and a licensed New Jersey Real Estate Salesman. He and his company are actively involved in new development, redevelopment, and acquisition and leasing of retail properties primarily located in the Northeastern and Middle Atlantic, and Midwestern states.

He has been active in the retail real estate and shopping center business since 1970. He is knowledgeable in all facets of the shopping center business and has been an active member of the ICSC throughout his career including the chairmanship of the 2007 New York National Conference and Deal Making. Before joining the Lerner Heidenberg organization, Ken opened a New Jersey office of Konover Development Corporation as a Vice President. Ken also has a substantial background on the tenant side of the business having served as Senior Vice President of Real Estate for Jamesway Discount Department Stores.

Mr. Simon earned an MBA degree from The Stern School at New York University where he co-founded management consulting corporation for minority businesses in the New York area. He obtained a B.S. degree from American University.

**STEVEN J. STUEBS, PE** is President of AVID Group®. Steven established AVID Group® in 1991 as a civil engineering firm with a focus on commercial development. Steven has since lead firm’s expansion into a full-service consulting firm offering civil engineering, landscape architecture, planning, traffic/transportation services, environmental sciences, green consulting and surveying services for both the private and public sector with offices in Tampa Bay, Orlando and Jacksonville. Steven is directly responsible for strategic planning and direction, business development and client relations. Steven contributes to all phases of project development, from conceptual design through construction completion and occupancy. Steven is a Registered Professional Engineer in the State of Florida. He received his BS in Civil Engineering from the University of Florida.

Steven has been an active member of ICSC for over 15 years. He has held several ICSC leadership positions including Chairman of the Florida Conference in 2006. He currently serves on the Board of Directors for Habitat for Humanity Pinellas County and is an active member of NAIOP, REIC, ASCE, FES and ITE.