



**2012 UNIVERSITY OF SHOPPING CENTERS
FACULTY BIOGRAPHIES**

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ALAN J. BAROCAS

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Alan J. Barocas is the Senior Executive Vice President of Leasing for General Growth Properties, having joined them in January of 2011. Reporting to Alan are all mall leasing functions, Research and Strategy, Luxury, Business Development and Marketing. Prior to joining GGP, Alan was the principal of Alan J Barocas and Associates, a retail real estate consulting group that he founded in May of 2006, specializing in assisting retailers, developers and investment groups in the development, execution and assessment of their growth and investment strategies. His client list included Under Armour, Calvin Klein, Fossil, New York and Company, Vornado Realty Trust, Advent International and Abbell Financial Investments. Prior to May of 2006, Alan, a 25-year veteran with Gap Inc, spent the previous 20 years in various executive positions in their real estate department. Between October of 2000 until his departure in April 2006, Alan held the position of senior vice president of Real Estate and Construction for Gap. During this time he was instrumental leading Gap Inc.'s three divisions (Gap, Banana Republic and Old Navy) in developing and executing their real estate growth strategies. Mr. Barocas is a past trustee of ICSC, and has been a director of Stage Stores Inc. since January 2007. He has taught at the ICSC Executive Learning Series. He is the Dean of the College of Leasing and Specialty Leasing.

ROBERT F. BEFFA

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With over two decades of experience in the shopping center industry, **Bob Beffa** joined Macerich in 2007. As Senior Vice President of Real Estate, he is responsible for leading department store projects and leasing in the East, Central, and Southwest regions of the company. Before joining Macerich, Mr. Beffa spent the majority of his professional career at The May Department Stores Company. After joining The May Company in 1984, as a Real Estate Representative, his levels of responsibilities increased and he ultimately held the position of Senior Vice President of Real Estate managing the strategic growth plans for some of May's largest operating divisions. After The May Company, Mr. Beffa served as Senior Vice President of Development and Construction for Glimcher Realty Trust from 2005 through 2006, where he directed the redevelopment, expansion, and renovation programs for the company. Mr. Beffa is a graduate of Saint Louis University with a Bachelor of Science Degree in Business Administration with an emphasis in Finance.

NIALL J. BYRNE

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Niall J. Byrne is Executive Vice President and President of Property Management for Inland Western Retail Real Estate Trust, Inc. (IWEST) He is responsible for the oversight of the property management, marketing and operation functions for a portfolio of over 300 properties, which aggregate to approximately 46 million square feet in 38 states. He is also a member of IWEST's senior advisory committee, where he is involved in the investment, development, acquisitions and joint venture initiatives for the company. Previously, Niall was Vice President of Asset Management for a large commercial and residential portfolio of properties at American Landmark Properties, Ltd. Prior to joining American Landmark Properties, Ltd., Mr. Byrne was Senior Vice President/Director of Operations for Providence Management Company, LLC (PMC Chicago). At PMC Chicago, he oversaw all aspects of property operations, daily management and asset management functions for a large commercial and residential portfolio. He also has over fifteen years of real estate experience with the Chicago-based Habitat Company and with American Express/Balcor. Niall Byrne received his B.S. in Accounting from DePaul University. He holds an Illinois CPA Certificate and Illinois Real

Estate sales license. He is a member of NAREIT and ICSC, and has been a panelist and participated in numerous industry professional educational seminars and conferences.

FREDERICK W. COLLINGS, SCSM, SCLS

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Frederick Collings, SCSM, SCLS has 36 years of retail leasing, asset management and development expertise in the shopping center industry. Officially joining The Irvine Company of Orange County, CA in 2009, Collings is in charge of leasing for the company's retail portfolio. Collings joined The Irvine Company after spending several years as Executive Vice President in charge of development leasing for Westfield Corp. Before that, Mr. Collings was a member of the executive leasing team for South Coast Plaza in Orange County, California. Prior to joining South Coast Plaza, Fred was a Partner at RED Development overseeing the leasing team. He gained much of his industry expertise while at Westcor Partners from 1978 to 2002. From 1990 to 2002, he served as Senior Vice President-Leasing where he performed a variety of functions including shared responsibility for managing Westcor's leasing team; acting as team captain for the lease-up of several new major retail centers including Flatiron Crossing (Broomfield, Colo.), Chandler Fashion Center (Chandler, Ariz.) and Scottsdale Fashion Square (Scottsdale, Ariz.); and was responsible for and supervised the asset management department for Westcor's portfolio that included 10,000,000 sq. ft. of retail space and 300 employees.

He entered the shopping center industry in 1974 as general manager of several California malls for Ernest W. Hahn, Inc. Actively involved in the shopping center industry, Fred Collings has been a member of ICSC since 1977, has been a faculty member of the ICSC School for Professional Development since 1992; served as Dean of the ICSC University of Shopping Centers School of Leasing in 2001; and has been a member of the ICSC CLS Admissions and Governing Committee and the ICSC Education Advisory Committee. Fred Collings has earned the Senior Certified Leasing Specialist (SCLS) and Senior Certified Shopping Manager (SCSM) designations and is a licensed Arizona real estate broker. He received an associates of arts degree in speech from Orange Coast College in Costa Mesa, CA, and a bachelor of arts degree in journalism from California State University in Northridge, CA.

VINCENT A. CORNO

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Vincent A. Corno is Senior Vice President – Real Estate for Saks Incorporated, the iconic \$2.6 billion retailer operating 52 Saks Fifth Avenue full line luxury department stores and 55 Saks Fifth Avenue OFF 5TH outlet stores throughout the United States. Mr. Corno oversees the company’s domestic real estate portfolio including new stores, expansions and closures. He is an eighteen-year industry veteran and previously served in various capacities of increasing responsibility with Forest City Enterprises, a \$9.5 billion, Cleveland-based real estate development company, and with The May Department Stores Company, the former \$15 billion, 487-store, St. Louis-based retail department store chain that is now part of Macy’s, Inc. Mr. Corno is the 2012 Dean of the College of Retailing for the ICSC University of Shopping Centers, a member of the VRN Fall Outlet Leasing and Marketing Convention Program Planning Committee, and is an ICSC Trustee. Mr. Corno earned his undergraduate and juris doctor degrees at St. Louis University, is a licensed attorney and holds a certified public accountant certificate.

RENE F. DANIEL, SCLS

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Rene F. Daniel, SCLS is the founder of The Daniel Group, LLC, a company that specializes in the leasing of shopping centers, including regional malls, specialty centers and mixed-use developments; the selective representation of a small number of services, and an expert witness testimony as related to the shopping center business in general. The firm is based in Baltimore, Maryland and has been in business for 24 years. The Daniel Group, LLC is comprised of a staff of professionals whose key executives have over 90 years combined experience in the shopping center industry. Mr. Daniel is a recognized expert in the merchandising and leasing of regional and specialty centers throughout the U.S., and does consulting for some of America’s largest shopping centers developers. Mr. Daniel previously served as Senior Vice President in charge of leasing for Monumental Properties, where he directed the leasing of 19 regional malls and personally coordinated the leasing and management staff.

Over the years, Mr. Daniel has shared his experience with others as Dean and instructor of the School of Leasing at the ICSC University of Shopping Centers, as an instructor in the ICSC John T. Riordan School for Professional Development – Leasing Institute. He introduces the chapter on Leasing on the video that accompanies the ICSC eDistance Learning for Shopping Center Management course. Most recently he served on the CLS Admissions and Governing Committee, which created the Certified

Leasing Specialist (CLS) designation. Mr. Daniel also sits on the Editorial Board of Shopping Center Business magazine, has written numerous articles for various trade publications, as well as having completed writing a chapter for the *Shopping Center Leasing* textbook by the ICSC. Mr. Daniel holds a MBA from Columbia University, New York, NY, as well as a B.A. from Hunter College, New York, NY.

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Dominic J. De Simone, ESQ. is a partner in the Real Estate Department of Ballard Spahr, LLP, located in the firm's Philadelphia office. He is co-partner-in-charge of the Distressed Real Estate Initiative, and co-partner-in-charge of the Economic Stabilization and Recovery Initiative. He practices general real estate law, with a focus on real estate finance and distressed real estate transactions on behalf of lenders, special servicers, investors, and borrowers. Mr. De Simone has extensive experience in loan and project structuring, restructuring, and workout and enforcement matters involving such varied project types as retail, multifamily, assisted-living facilities, office, gaming, and mixed-use developments. He has advised on a variety of financing structures, including acquisition, construction, syndicated, leasehold mortgage, securitized and mezzanine loan transactions, sale-leaseback transactions, and bond financing transactions. Mr. De Simone also has experience in real estate

acquisition and sale and development transactions, as well as retail, office, and warehouse leasing transactions on behalf of both landlords and tenants, including retail tenant representation. He is experienced in build-to-suit, retail condominium, REIT-related, and military housing transactions. Before joining the firm, Mr. De Simone was an assistant vice president in the Real Estate Banking Division of PNC Bank, where he was responsible for the origination, underwriting, closing, restructuring, and administration of various commercial real estate financing transactions.

MARY LOU FIALA

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Mary Lou Fiala is the Chief Executive Officer of LOFT Unlimited, a personal financial and business consulting firm in Jacksonville, Florida. Ms. Fiala served as President and Chief Operating Officer of Regency Centers Corporation, a real estate investment trust specializing in the ownership and operation of grocery anchored shopping centers from 1998 to February 2009, when she was named Vice Chairman and COO. In her role as Vice Chairman and Chief Operating Officer, Ms. Fiala was responsible for the operational management of Regency's retail centers nationwide. Prior to working with Regency, Ms. Fiala 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 Vice President 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, Ms. Fiala was Senior Vice President of Henri Bendel and Senior Vice President and Regional Director of stores for Federated's Burdine's Division. Ms. Fiala earned a bachelor's degree in science from 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. Ms. Fiala also served as the 2008 – 2009 Chairman of the International Council of Shopping Centers and Past Dean of the College of General Studies of the University of Shopping Centers.

JOHN-DAVID W. FRANKLIN, SCLS

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John-david W. Franklin, SCLS is a Senior Vice President and Director of Client Relationship Management for Madison Marquette's Retail group. He has overall responsibility for business development and relationship management for existing and new clients, new assignments with existing clients and new lines of business including strategic consulting services. His primary focus is working directly with clients to ensure an understanding of investment objectives, sourcing acquisitions, developing growth strategies and meeting service needs as well as to oversee the regional property management teams in the implementation of management and operational strategies to maximize property value and achieve ownership objectives. Mr. Franklin has over 30 years of experience in the retail and shopping center industry, with particular expertise in managing diverse property types across the United States for third-party clients that include developers, institutional investors and private owners of retail and mixed-use properties. Third-party management requires a tailored approach to each distinct property and he works with the clients to customize Madison Marquette's services to meet their specific needs.

Educated in Philadelphia, Mr. Franklin maintains a number of academic affiliations. An active member of ICSC, he is the State Director for Pennsylvania, Delaware, and Southern New Jersey for 2010-2011, past Dean for the College of Leasing and Specialty Leasing for the University of Shopping Centers, and is a frequent and popular instructor at the Executive Learning Series. Mr. Franklin is a competitive Masters rower and is the former Treasurer and current Secretary of the Board of Trustees of the Vesper Boat Club in Philadelphia. He is also actively involved with USRowing, the United States Olympic Committee, and the Parents Associations of the University of Southern California and the University of Pennsylvania. He has taught at the ICSC John T. Riordan School for Professional Development, with sessions in Mexico City and at the First ICSC Retail Conference in New Delhi, India. He has taught at the ICSC Executive Learning Series and at the ICSC Leasing for Non-Leasing Professionals Seminar, and spoke at the ICSC Fusion Conference. Mr. Franklin maintains academic affiliations with: Harvard University, Temple University, University of Edinburgh, Scotland, Philadelphia University, and the Wharton School of the University of Pennsylvania.

PAUL W. FREDDO

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Paul W. Freddo is the Senior Executive Vice President of Leasing and Development with Developers Diversified Realty. He joined DDR in August, 2008 as Senior Vice President of Development – Western Region and was promoted to his current role in December, 2008. Prior to joining DDR, Mr.

Freddo served as Vice President and Director of Real Estate with JCPenney. He earned his Bachelor of Business Administration from Adelphi University. His professional and civic activities include: Past Member of the Board of Trustees of ICSC, former Trustee with the Plano Economic Development Board, a Board member with The Network, and Director of The Legacy Association.

MABLE GIN

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Mable Gin is the principal of Maven Services Group, LLC, a retail consulting firm servicing regional and national retailers, property owners, and institutional clients. She is also very experienced in the areas of strategy development, market analysis, site selection, and negotiations for leasing, purchasing, restructuring, and disposition of commercial real estate assets. Prior to the formation of Maven Services Group, Ms. Gin was a Vice President of Northern Realty Group, Ltd., a boutique commercial real estate company which focused on tenant representation, landlord representation, consulting, and development in the retail sector. Among her diverse client base were Baccarat, Belmont Village Assisted Living, Chipotle Mexican Grill, Galt Toys International, J. Crew, Lettuce Entertain You Enterprises, Northwestern Memorial Hospital, Hines Intrests, Hyatt Development, and Walton Street Capital. Prior to joining Northern, Ms. Gin served in a number of senior level executive positions with several retail based corporations. As Vice President of Real Estate for Ann Taylor Stores Corporation, she was responsible for evaluating the company's U.S. markets and directing real estate activities for 260 stores in 39 states. In this capacity, Mable negotiated TI allowances and other business terms for new stores, expansions, renewals, etc. for the retail and outlet stores' portfolios. On a consulting basis she managed the Chapter 11 restructuring of the PharMor Drugstore chain in 30 states, which included the planning and implementation of a program to market their real estate assets while preparing crucial data for their bankruptcy court proceedings.

In addition to the above, Ms. Gin was a Corporate Manager of Real Estate for Hartmarx Corporation in Chicago where she was responsible for short- and long-term planning for the corporation's 250 stores in the U.S. She was also Controller for the Neiman Marcus flagship store in Dallas, Texas where she was responsible for the supervision of the financial activities of this asset and its various expense centers. On a professional level she served for 7 years as Chairman for the Real Estate Council of Indiana University, responsible for the development and implementation of professional programs for Council members. She is a member of the Chicago Real Estate Council, Women's Business Development Center's Retail / Franchise Advisory Task Force, ICSC, and has been a guest lecturer for the City of Chicago's Department of Business Affairs. Her educational background is comprised of an M.B.A. in finance (Indiana University) and a B.S. in marketing (University of Illinois).

GORDON J. "SKIP" GREEBY, JR., CDP, PE

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Gordon T. "Skip" Greeby, Jr., CDP, PE is President of The Greeby Companies, Inc. in Lake Bluff, IL. Mr. Greeby has directed his company's efforts since 1978 relevant to development management, project management and tenant finish consultation services. Of particular note is his work for institutional and private developers, providing Owner's representative services for the due diligence, team assembly, design, and construction of over 300,000,000 sq. ft. of retail, high-rise office, corporate headquarters and industrial development throughout the US. With offices in Chicago, Boston, Orlando, and Dallas, all such services are provided through a national network of highly experienced construction professionals located in 35 cities throughout the country. Mr. Greeby serves on the ICSC (International Council of Shopping Centers) CenterBuild Program Committee as past Conference Chairman, serves on the ICSC International Design and Development Awards Committee, is Co-Chair of the ICSC CDP (Certified Development, Design, and Construction Professional) Governing Committee to develop a new professional designation for the retail industry, is a Past Dean of the ICSC University of Shopping Centers School of Development, Design and Construction, and is the recipient of ICSC's Board of Trustees Distinguished Service Award. He is a member of CoreNet Global where he holds a Master of Corporate Real Estate designation, and serves as Course Director for the Executive Development Program's 3-day Project Management seminar. He has taught at the John T. Riordan School for Professional Development in the US, in India, in China and in Turkey. Mr. Greeby has a BS from the US Military Academy at West Point, a Master of Science from Stanford University in Soil Mechanics, and a second Master of Science from Stanford University in Construction Management. He is a registered professional engineer (P.E.) in Illinois and an ICSC Trustee.

LARRY D. GREEN

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Larry D. Green is Senior Vice President, U.S. Development and L.A. Regional Leader after holding a variety of positions since joining the company in 1993. He has worked for the company both in

Australia and the U.S. Today he is responsible the implementation of Westfield's Operations and Development Program for 11 regional and superregional shopping centers in the greater Los Angeles, CA area, with an asset value of approx. \$3.2 billion. Mr. Green's team has three major projects under active development, several in entitlements/ predevelopment, and is actively working to redevelop approx. 400,000 sq. ft. of former department store space. Over the years, he has played an important role in many of the company's portfolio acquisitions and landmark development projects including: Centermark & TrizecHahn Acquisitions and the redevelopment of Westfield Valley Fair, Westfield Topanga, Westfield San Francisco Centre and Westfield Century City. Larry Green graduated from the University of Southern California in 1991 with a Bachelor of Science Degree in Accounting. He is a member of ICSC and the Urban Land Institute (ULI).

STEVEN B. GREENBERG

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Steven B. Greenberg is founder and president of The Greenberg Group, Inc., a real estate advisory firm devoted exclusively to representing leading retailers. Mr. Greenberg established the firm in 1987. On behalf of its clients, The Greenberg Group performs strategic planning, market research, analytical studies, site selection and deal negotiation throughout the U.S. The firm represents premier retailers including Crocs, Faconnable, Lalique, Kellwood Industries, Vince, Lumber Liquidators, Lacoste, Grom, and Dover Saddlery. It also has represented Gucci, Puma, Barnes & Noble, Eddie Bauer, and White House/Black Market, among others. With more than 20 years as a leader in retail tenant representation, The Greenberg Group places unique emphasis on research and analysis. The firm's national research program is based on the implementation of highly sophisticated demographic technologies and analytical research studies. The Greenberg Group has long-established relationships with nearly every shopping center company throughout North America. The firm deals with developers and leasing agents and once a site is approved, negotiates the best possible transaction on behalf of its clients.

Mr. Greenberg is respected as one of the pre-eminent industry experts and is often quoted in *The New York Times*, *The Wall Street Journal*, *Fortune*, *Newsday*, *The New York Post* and *Women's Wear Daily*. For more than 15 years, he has taught a class at ICSC University and now also lectures as part of ICSC's Executive Learning Series on *Understanding the Retailer's Site Selection Criteria*. Mr. Greenberg's expertise in retail tenant representation was first established during his 10 years as the founder and operator of a retail chain. During this time, he saw firsthand a lack of skilled advisors available to counsel retailers on expansion opportunities. This experience eventually led Mr.

Greenberg to develop his niche and form The Greenberg Group, a company dedicated solely to the representation of leading retailers in real estate transactions.

PROFESSOR JOSEPH GYOURKO

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Joseph Gyourko is the Martin Bucksbaum Professor of Real Estate, Finance and Business & Public Policy at The Wharton School of the University of Pennsylvania. He also serves as Director of the *Zell/Lurie Real Estate Center* at Wharton and is Chair of the Real Estate Department. Professor Gyourko received his B.A. from Duke University and a Ph.D. in economics from the University of Chicago. His research interests include real estate finance and investments, urban economics, and housing markets. Professor Gyourko is a Research Associate of the National Bureau of Economic Research (NBER), is co-director of the NBER Project on Housing Markets and the Financial Crisis, and serves on various journal editorial boards. A Trustee of the Urban Land Institute (ULI), Professor Gyourko also is a member of World Economic Forum's Global Agenda Council on the Future of Real Estate. Finally, Professor Gyourko is a consultant and advisor to various real estate companies and investors.

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Paul G. Harnett, SCSM is Senior Vice President-Asset and General Management responsible for the company's southeastern portfolio. He possesses over 25 years of experience including more than 15 years in commercial real estate management, leasing, marketing and development across all asset classes (retail, mixed-use, multi-family and office) in both single and multi-property environments.

Prior to joining Madison Marquette, he was a Senior Executive with Kane Realty Corporation, responsible for North Hills, the company's \$1.0 billion, 6.0 million sq. ft. mixed-use development. Previously Mr. Harnett held executive level positions with The Related Companies where he managed a multi-property portfolio that included the Time Warner Center, a \$2.5 billion, 2.2 million sq. ft. development in New York City and City Place in West Palm Beach, Florida. He also served as a Vice President with The Rouse Company, where he managed the South Street Seaport, an urban retail mixed-use development in lower Manhattan. Paul Harnett is a graduate of James Madison University, where he also earned his M.B.A. degree. He is a member of ICSC and has served on several non-profit boards and panels such as the Lower Manhattan Development Corporation's 9-11 advisory committee. He has spoken at numerous ICSC conventions covering a broad range of topics ranging from effective techniques to turning around a distressed asset to the role of entertainment in increasing retail sales. He possesses a CSM (Certified Shopping Center Manager) designation and certification in asset management through the ICSC's joint Wharton Business School program.

JOHN HENDRICKSON

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John Hendrickson is Vice President - Northeast Region Chief Operating Officer for Federal Realty Investment Trust. In this capacity, Mr. Hendrickson directs the strategy and day-to-day activities for the Trust's Northeast region which includes properties located from suburban Baltimore, Maryland to suburban Boston, Massachusetts totaling more than eight million square feet. Mr. Hendrickson joined the Trust in 1998 heading the Trust's development analysis department and then later joined the acquisitions department where he was responsible for the execution of all property acquisitions, dispositions, and property-secured debt for the Trust.

Prior to joining Federal Realty, Mr. Hendrickson was Area Manager for Acquisitions and Development for Grosvenor International, a privately held international real estate development firm located in Washington, D.C. While at Grosvenor, Mr. Hendrickson directed the company's eastern U.S. acquisition and disposition program. Mr. Hendrickson has a bachelor's in business administration from The George Washington University.

ELISE JAFFE

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Elise Jaffe is Senior Vice President of Real Estate at Dressbarn, one of the nation's leading women's specialty store chains offering quality career and casual fashions at value prices. A graduate of Tufts University, Ms. Jaffe has been the head of the real estate department for 25 years. She continues to oversee all aspects of Dressbarn realty, including site selection and real estate negotiation nationwide. In her current professional affiliations, she is a Past Trustee of the International Council of Shopping Centers and serves on the ICSC Open-Air Centers Committee. She is also on the board of ICSC's Educational Foundation. Personal affiliations include her position on the Trustee Committee on Architecture and Design at the Museum of Modern Art (MoMA) and as Vice President & Treasurer of the Paul Taylor Dance Foundation, both in New York City. The dress barn division, with over \$875 million in sales annually and operating more than 800 stores in 46 states, is a publicly traded company on the NASDAQ. Through its two divisions, Dressbarn and the recently acquired Maurices, The Dress Barn, Inc. will operate over 1,300 stores with total revenue expected to exceed \$1.4 billion.

BRIAN JENKINS, SCSM

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Brian Jenkins, SCSM joined General Growth Properties in Chicago as Senior Vice President of Asset Management for the Central and Region in December of 2010. For the prior 7 years, Brian managed Forsite LLC in the investment and development of commercial real estate and during 2010 for the provision of property advisory services to meet the demands of the changing real estate industry. During this time frame, Mr. Jenkins was also a Partner with AIG/Lincoln responsible for the development and asset management of all retail properties. Over his 25-year career in the real estate industry, he has directed a wide spectrum of real estate activities including property management, leasing, site acquisition and development with a greater emphasis on asset management, refinancing and repositioning of retail and office properties during the last three years. The majority of Mr. Jenkins' career has been spent with The Hahn Company, (re-named TrizecHahn Corporation in 1996) once an industry-leading shopping center owner and developer and the largest on the US West Coast. He began in property management and leasing for several key properties before rising to become

Senior Vice President of Development. For the last portion of his tenure with TrizecHahn, he was located in Europe and directed the acquisition and development of eight major real estate projects. Mr. Jenkins has been involved in an impressive list of successful real estate properties including Horton Plaza, San Diego, as Operations Manager; North County Fair, Escondido, CA, as General Manager and Leasing Representative; Prudential Center, Boston as Retail Development Consultant during the redevelopment; West End City Center, Budapest, Hungary, as Development Director; and the Market Central retail portfolio, as Founder and Partner. Mr. Jenkins received the ICSC Certified Shopping Center Management (CSM) designation in 1989 and the Senior SCSM designation in 1995. He has been the recipient of two ICSC MAXI awards for marketing excellence in 1995 and 1999 and the FIABCI Prix d'Excellence Award for the development of West End City Center in 2000. Since 1995, he has been an instructor for the ICSC John T. Riordan School for Professional Development School and Central European University, teaching a variety of subjects such Planning, Design and Construction, Leasing, Accounting, and Asset Management. He is also a frequent panelist for ICSC, ULI, as well the Harvard Graduate School of Design. He is the Associate Dean of the ICSC University of Shopping Centers College of Asset Management and General Studies.

MICHAEL P. KERCHEVAL

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Michael P. Kercheval is the President and Chief Executive Officer of the International Council of Shopping Centers (ICSC). He joined ICSC in January 2000 and was appointed to the position of President and CEO in May 2001, becoming only the third CEO in the association's fifty year history. In this role he is responsible for the day-to-day management of ICSC's global operations and carrying out the association's strategic objectives. Prior to joining ICSC, Mr. Kercheval was a senior executive at Lend Lease Real Estate Investments, an Australia-based global real estate company.

Following the completion of graduate work in economics at Columbia University, Mr. Kercheval joined the Equitable Life Assurance Society in 1982 as an economist in its investment research area. Over the years, he held a series of positions culminating with the title of Senior Vice President and Portfolio Manager of Equitable's U.S. \$12 billion commercial mortgage portfolio. When Equitable sold its real estate operations to Lend Lease in 1997, Kercheval was appointed to lead the transition management team, bringing together 6,000 worldwide employees and integrating operations. Most recently, Kercheval was Principal and CEO of Lend Lease Latin American Realty Advisors, Ltd, operating in Buenos Aires, Argentina and Santiago, Chile.

Earlier in his career Kercheval worked on a series of public health and development projects in Central America, taught Urban Economics at Columbia University, and served as staff economist on the Colorado Governor's Blue Ribbon panel on Economic Growth Management. A graduate of the University of Colorado with degrees in economics, political science, and international affairs, Kercheval earned his graduate degree in economics from Columbia University, New York. He has authored research papers on international economics, real estate investment, and economic growth management. A member of the National Association of Business Economists, ARES, and ULI, Kercheval serves on the boards of the Travel Business Roundtable and the New York Society of Association Executives. He, his wife Dana, and their two children reside near Princeton, New Jersey.

Founded in 1957, ICSC is the premier global trade association of the shopping center industry. Its more than 55,000 members in over 90 countries include shopping center owners, developers, managers, marketing specialists, investors, retailers and brokers, as well as academic and public officials. As the global industry trade association, ICSC links with more than 25 national and regional shopping center councils throughout the world.

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Michael Kobrin, CA is Vice President of Risk Management and Governance at Oxford Properties Group, where he is responsible for managing all aspects of the company's risk management, governance and education initiatives. Oxford Properties Group is a leading global real estate investment, development and management company, with offices in New York, London and across Canada. Prior to joining Oxford, Michael held positions at Ernst & Young, Deloitte and a Toronto-based software company. Michael is an experienced educator and facilitator, and was previously a part-time instructor in the Faculty of Accounting at the Schulich School of Business, York University. Michael has also been actively involved with the International Council of Shopping Centers (ICSC) as an instructor for the *Finance for Non-Financial Professionals* program in both Canada and the US.

Michael is a Chartered Accountant and holds a Bachelor of Business Administration degree from the Schulich School of Business, York University.

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Harry G. Koehler - Vice President - Site Planning and Traffic for the real estate group of Macy's, Inc where his primary responsibility is to ensure that Macy's substantial capital and physical investments in existing assets and proposed facilities are materially enhanced by comprehensive site and building planning. Mr. Koehler delivers against Macy's capital plan and asset management objectives with primary responsibility for comprehensive review, analysis and required negotiation related to conceptual site and building locations, conceptual site and building shell plans, designs and configurations, and site circulation and parking system plans and designs. Mr. Koehler has over 30 years experience in commercial site development planning including design and analysis responsibilities for over 500 Company project locations throughout the U.S. He has completed presentations to groups within and outside the Company, including appearances before public agencies and courts of law as an expert witness regarding commercial site development issues. Prior to joining Macy's, Inc. in February 2006, Mr. Koehler worked as Vice President of Site Planning for the May Realty, Inc. group of The May Department Stores Company for 22 years where he represented department store divisions such as Lord & Taylor, Robinson's-May, Meier & Frank, Filenes's, Famous-Barr, Strawbridge's, Kaufmann's, Foley's, and Hecht's. Mr. Koehler also worked at the JCPenney Company, Inc. for five years as a Regional Site Development Planner prior to joining The May Department Stores Company. Mr. Koehler holds a Bachelor of Environmental Planning and Design degree from Rutgers and a Masters of City and Regional Planning degree from the University of Texas. Harry Koehler is a past Dean of the ICSC University of Shopping Centers College of Retailing.

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Norman M. Kranzdorf, Esq. 's firm, Urdang Capital Management, Inc. is a subsidiary of The Bank of New York. Mr. Kranzdorf has had a distinguished career in the real estate industry spanning more than 50 years. He founded Kranzco Realty, Inc., a general commercial real estate management and brokerage company, in 1979 and was a co-founder of Kranzco Realty Trust in 1992. He served as its President and Chief Executive Officer until the June 2000 merger with CV REIT, which created Kramont. He was chairman of Kramont until he retired in 2003. From 1972 to 1981 he was president of Amterre Development, Inc., a successor to Food Fair Properties, Inc., a major shopping center

owner and management company. He is a past ICSC Trustee and is chairman of the ICSC Bankruptcy Task Force. He was a founding member of the University of Pennsylvania Wharton School Real Estate Center and served on its Advisory Board. Mr. Kranzdorf also serves on the Board of Directors of NAI Global, one of the largest commercial real estate organizations in the world. Mr. Kranzdorf and his son, Michael, have formed a new shopping center company, Amterre Property Group LLC, specializing in shopping centers in Colorado. He co-taught an ICSC Executive Learning Series seminar on “Developing Neighborhood Centers Anchored by Supermarkets and Drug Stores”. He is a Past ICSC Trustee. He has written or co-authored a number of real estate books including “*Retailer Tenant Bankruptcy*”. He was a Contributing Author for “*Business and Legal Problems of Shopping Centers:*”, “*Supermarket Business and Legal Problems*”, and “*Problems of the Developer*” in the University of Illinois Legal Forum, “*Creative Business Financing*”, *Real Estate Financing*”, *Real Estate Construction*, “*The Lawyer as a Financial Consultant and Participant*” and The US Department of Commerce Handbook on “*The Local Economic Development Corporation*”.

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Kenneth S. Lamy is Founder and President of The Lamy Group, LTD., the Mandeville, Louisiana (New Orleans North Shore) based International Financial Management Consulting Firm. Kenneth has been actively involved in the Commercial Real Estate and Shopping Center industries since 1975. During the past 29 years, he has developed Specialized Professional Services including Retail Sales and Compliance Examinations, Ancillary Revenue and other related Special Financial Examination Programs for clients throughout North America. He has been admitted as an expert witness at the state and federal level.

Mr. Lamy is a graduate of Holy Cross School, New Orleans, Louisiana. He served on the Board Of Directors for over Twenty (20) years including as its Board Chairman (4 years) in the 1990's. He graduated Magna Cum Laude from St. Edward's University and has an MBA degree from Tulane University. He also served on numerous Boards of higher educational institutions, non-profit organizations, trade publications and the Advisory Board for Executive Education at Tulane. He currently is a member of the Pastoral Council of Mary Queen of Peace Catholic Church Parish in Mandeville, Louisiana. Mr. Lamy has authored numerous articles internationally. He participates actively in Industry as a speaker, faculty member and various leadership roles (State Director, Dean of the University of Shopping Centers School of Finance, Accounting and Lease Administration, long-time instructor for the ICSC Finance for Non-Financial Professionals, Conference Chair and Education Advisor) for ICSC; Institute of Real Estate Management (IREM) and other trade associations. He is

the Dean of the ICSC University of Shopping Centers College of Finance for Non-Financial Professionals.

He is a member of the Board of Directors and Co-Chairman of the Financial Management Committee of The National Association of Real Estate Companies (NAREC) and a member of The National Association of Real Estate Investment Trusts (NAREIT). Lastly, he has been awarded a distinguished member of Who's Who Worldwide Registry of Business Leaders in recognition for outstanding leadership and achievement in his occupation, industry and profession. He received the ICSC Trustees Distinguished Service Award for meritorious service in May, 2004.

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As Senior Managing Director in Capital Markets, **Spencer Levy** is responsible for overseeing and coordinating the activities of more than 300 investment sales and debt/equity finance professionals in the Eastern Region of the U.S. In addition to his duties in Capital Markets, Mr. Levy is the national head of CBRE's Restructuring Services initiative. Restructuring Services is CBRE's group that is focused on servicing both large financial institutions and government entities to assist them with real estate services required for both REO and whole loan assets. Prior to joining CBRE, Mr. Levy was a Principal at Stifel Nicolaus (formerly Legg Mason Capital Markets), one of the most active and diverse real estate investment banking practices in the US. As Principal, he was responsible for leading overall execution several major merger and acquisition assignments. Mr. Levy played a significant role in the initial public offering of six REITs, as well as dozens of other public and private capital-raising transactions. Previous to this position, Mr. Levy served as Assistant General Counsel of the Witkoff Group, formerly one of the largest property owners in the New York City area. Prior to that, he practiced real estate law at Fried Frank Harris Shriver & Jacobson and Jones Day Reavis & Pogue. Mr. Levy is on the Board of Directors of the Baltimore Leadership School for Young Women.

Mr. Levy is a frequent lecturer and panelist at real estate industry events and is often quoted in prominent real estate publications. Most recently, Mr. Levy has been quoted in The New York Observer [cover story/photo], Puget Sound Business Journal (Seattle), Crain's New York Business and Real Estate Forum. He was a member of the New York State Bar [retired]; has Series 7, Series 24 and Series 63 Securities Licenses; and Maryland and Washington D.C. Real Estate Licenses. He is a graduate of the Harvard Law School, Juris Doctorate and Cornell University, Bachelor of Science;

Industrial and Labor Relations. Spencer Levy is the Dean of the College of Debt Workout, Transactions and Repositioning of Assets.

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David P. Lindsey, FAIA, is Vice President of Store Planning for Nordstrom, Inc., one of the nation's leading fashion-specialty retailers with over 150 stores and facilities nationwide. Mr. Lindsey has overseen the design and construction of all company facilities since 1973. Projects include all new stores, renovations and retail concepts, corporate offices, call centers, computer facilities, and distribution centers. He has overseen (fostered) the development of more than twenty-million square feet of retail stores with a value in excess of four-billion dollars during his career. A significant portion of his time is spent in the real estate arena where he is involved with evaluation and site selection for Nordstrom stores. This includes market and site review, developer negotiation, city and agency reviews, along with other appropriate activities that might be involved. He assists in the development and is signatory to all capital projects involving real estate, design, and construction for Nordstrom.

As an active ICSC member, Dave Lindsey has chaired panels at the spring leasing convention, chaired and been a panelist at many ICSC Centerbuild conferences. He was one of the original Centerbuild conference advisory panel members, where he served for many years in the 90's. He has guest lectured at the University of Washington, The University of Kansas, and the Seattle Chamber of Commerce, and was past member of the University of Washington College of Architecture and Urban Planning advisory board. Representing Nordstrom, Lindsey has received numerous awards including the Peter Glen Retailer of the Year award in 2006. A fellow of the American Institute of Architects (AIA) and a member of the Urban Land Institute, David Lindsey is certified by the National Council of Architectural Registration Boards. He is Associate Dean of the University of Shopping Centers College of Retailing and an ICSC Trustee.

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Dr. Peter Linneman is the principal of Linneman Associates and recently retired as the Albert Sussman Professor of Real Estate, Finance, and Public Policy at the Wharton School of Business, the University of Pennsylvania. A member of Wharton's faculty since 1979, he served as the founding chairman of Wharton's Real Estate Department, and was the Director of Wharton's Zell-Lurie Real Estate Center for 13 years. He is the founding co-editor of The Wharton Real Estate Review. His teaching and research focuses on real estate and investment strategies. He has published over 80 articles during his career.

Dr. Peter Linneman is widely recognized as one of the leading strategic thinkers in the real estate industry, and was cited as one of the 25 most influential people in real estate by Realtor Magazine, and one of the 100 most powerful people in NY Real Estate by the NY Observer. He is a highly sought-after speaker, appearing as the keynote speaker at numerous major industry conferences. Dr. Linneman holds both Masters and Doctorate degrees in economics from the University of Chicago. For 30 years he has been the managing Principal of Linneman Associates providing strategic and financial advice to leading corporations.

Dr. Linneman is the CEO of investment firms American Land Funds and KL Realty. His quarterly research publication, The Linneman Letter, is widely read throughout the real estate industry and is viewed as a major thought leader in the business. His book, *Real Estate Finance and Investments: Risks and Opportunities*, has been adopted at over 80 leading universities and is the leading primary reference source for those interested in real estate finance and investment. During a one-year leave from Wharton he served as Senior Managing Director of Equity International Properties, a global real estate investment firm. He also served as Vice Chairman of Amerimar Realty, and was Chairman of the Board of Rockefeller Center Properties. In this latter capacity he led the process of foreclosing on its Japanese owners and the successful sale of Rockefeller Center. He also has, and continues to serve on the Board of Directors of public and private companies.

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With an extensive background of more than 20 years in the industry, **Dominic Lowe** directs the entire Westfield Airport Division, including development, leasing, management, marketing, tenant

coordination, design and construction. With a team of over 60 staff members in 10 locations, he leads by example through his hands on approach and his commitment to excellence in customer service. Prior to joining Westfield, Mr. Lowe gained both domestic and international experience through a variety of leadership positions with BAA plc. He began as part of the pioneering team that first brought branded retail concessions to Airports at London's Heathrow International. He then moved to the US to develop the award winning Pittsburgh and Indianapolis International Airport programs prior to returning overseas where he held several senior leadership positions covering the UK, Europe and Africa. Mr. Lowe graduated with a Diploma in Business and Finance from Thames Valley University and attended executive programs at IESE Harvard Business School, Barcelona and Westfield Strategic Leadership, Sydney.

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Mr. Maurin is one of the founders of Stirling Properties and currently serves as its Chairman. In addition, Mr. Maurin served as the 2004-2005 Chairman of the International Council of Shopping Centers (ICSC). He is currently a 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 previously served as Vice President of its Southern Division and ICSC State Director for Louisiana. He has also received the designation of Senior Certified Shopping Center Manager (SCSM) from ICSC.

Mr. Maurin is also a member of the Urban Land Institute (ULI), The World President's Organization (WPO), Blueprint Louisiana, Tulane University Business School Council, the LSU Foundation, the Northshore Area Foundation, the LSU Tiger Athletic Foundation (TAF), and the LSU College of Business Dean's Advisory Council. He is also a Trustee of Blueprint Louisiana and a member of its Executive Committee. Mr. Maurin is a past Chairman of WPO's Louisiana Chapter. At LSU, he serves as President Elect of TAF's Board and a member of its Executive Committee. 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. He is a Past Dean of the ICSC University of Shopping Centers School of Economic Development.

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Robert M. McAndrew, ESQ. is currently Vice President, Real Estate Law for Ross Stores, Inc., located in Pleasanton, CA. Prior to joining Ross he was Managing Real Estate Attorney of Limited Brands, Inc., Columbus, OH, where he was responsible for the preparation, negotiation and execution of leases for all divisions of Limited Brands, Inc. From 1980 to 1984 he was Legal Counsel to the CVS division of Melville Corporation. He was associated with the law firm of Murphy and Beane in Boston, Massachusetts prior to joining CVS. He is a speaker at various ICSC conferences and is a past Co-Chair of the ICSC Ohio Law Symposium and former Dean of the ICSC University of Shopping Centers School of Shopping Center Law. He formerly served on the ICSC Law Committee. He currently serves on the ICSC Law Conference Committee. Mr. McAndrew received his undergraduate degree from Boston College and his JD from the Suffolk University.

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Michael E. McCarty, SCLS is executive vice president of development operations of Indianapolis-based Simon Property Group, Inc., an S&P 500 company and the largest U.S. publicly traded real estate company. The Company currently owns or has an interest in approximately 380 properties in North America, Europe and Asia. Mr. McCarty joined Simon Property Group in 1979, serving in both management and leasing positions within the Company. In January 1995, he was promoted to the position of senior vice president of the community/lifestyle center division and became its president in 2000. He was promoted to his new position in 2007. In his role as executive vice president of development operations, he is responsible for the successful execution of all development programs within the regional mall platform in which the Company embarks. Reporting to Michael are various departments essential to this function including: mall development, market research, public finance, design, engineering, construction, big-box development, and peripheral development. He also serves as the principal corporate liaison for several national retailers.

Michael is a former Trustee for the ICSC, a former member of the ICSC Executive Committee as well as a former Indiana ICSC State Director. He also holds the ICSC designation of Senior Certified Leasing Specialist (SCLS). Michael is a member of the board of directors for the Simon Youth Foundation.

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Alan McKeon is President and CEO of Alexander Babbage, a market and consumer research firm serving clients in the shopping center, retail, restaurant, sports and entertainment industries. Starting his career in consumer packaged goods with Kellogg Company in England. McKeon worked with Microsoft in the U.K and then throughout Europe and as European Manager for Nielsen Marketing Research before coming to the U.S.

Since joining Alexander Babbage in 2004, he has led the growth of the company including the acquisition of the oldest consumer research company in the shopping center industry, 30-year old Stillerman Jones, and the most technologically advanced, MAXtrak. Today, Alexander Babbage continues to drive innovation and provide client insights through data-driven innovations including: measuring the effectiveness of social media with their benchmark report on social media within shopping centers and determining the drivers of geographic and retail sales productivity, the SpendR™ household level segmentation model. Alexander Babbage today serves leasing, development and marketing for leading shopping centers throughout the North America.

McKeon holds a Bachelor of Science degree in Mathematics and Management Science with Honors, from the University of Manchester, England. He has spoken at ICSC conferences, taught at the ICSC John T. Riordan School for Professional Development, contributed articles to ICSC Researcher, and been featured on CNN, CNBC and the BBC.

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Michael H. McNaughton, SCLS, RPA, CCIM serves as Executive Vice President of Asset management for General Growth Properties. Mr. McNaughton joined GGP in January, 2001. He formerly served as Senior Vice President with oversight of big-box, land, hotel and restaurant strategy for the GGP portfolio. Previously, was Senior Vice President of Asset Management with responsibility for 17 properties totaling 20,000,000 sq. ft. Before joining GGP, Mr. McNaughton was a founding partner and Senior Vice President of CORO Realty Advisors, an Atlanta-based investment advisory and development firm.

He served as a founding member of the NAIOP Mixed-Use Development Forum. He is an active member of the Urban Land Institute, serving on the Entertainment Project Development panel and served as a blue ribbon panelist for the World Trade Center/ Lower Manhattan market redevelopment in New York City and a contributing author of the recent ULI publication, "Rethinking the Mall." Michael McNaughton holds the RPA, SCLS and CCIM designations.

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Susan M. Mello is a Principal with Prudential Real Estate Investors (PREI) an investment division of Prudential Financial. PREI manages over \$40 billion of equity real estate investments on behalf of approximately 350 pension fund clients. Ms. Mello currently works with the value add portfolios of PREI, with oversight responsibility for approximately 80 multi-family, retail and land investments and previously worked on PREI's transaction team focusing on investments in retail and mixed-use developments throughout the United States. Before joining PREI in 2006, Susan was a partner with the law firm of McCarter & English, LLP with offices in Newark, New Jersey; New York City; Philadelphia, Wilmington, DE; Hartford and Stamford, CT; and Boston, representing clients in business transactions, with extensive experience in structuring real estate development investments. She graduated from Cook College, Rutgers University, received her J.D. degree with High Honors from Rutgers School of Law-Newark and earned a Master of Laws degree in taxation from New York University. Ms. Mello is a member of the Urban Land Institute (ULI) and ICSC, Vice Chairman of the Partnership Committee (Tax Section) of the American Bar Association and is an Adjunct Professor

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Jack Nugent has been in the commercial real estate industry for more than twenty years. He is a director for Meridian Realty Consultants of Philadelphia with offices in Atlanta, where his major focuses are on due diligence, lease audit & review, property transitioning, and property management consulting. He has previously served as controller for Faison & Associates of Atlanta and Director of Lease Accounting for DeBartolo Properties Management. Mr. Nugent has worked within the organizations of many of the leading owners and managers of commercial real estate in the country on long term consulting assignments, providing expert testimony on CAM, utilities and industry standard practice related issues. He has served on the board of directors of the Atlanta Chapter of NAREC and was previously Financial Management Committee Chairperson for NAREC for the national organization. He is a graduate of Temple University with a degree in accounting. He has been on the faculty of the ICSC seminar, Finance for Non-Financial Professionals, for over a decade, plus at the ICSC University of Shopping Centers School of Management and Marketing and the John T. Riordan School for Professional Development. He is the Associate Dean of the ICSC University of Shopping Centers College of Finance for Non-Financial Professionals.

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James P Page “JP” is a Civil Engineer, PMP, LEED AP, and is Chief, Programming, Real Estate Directorate, Army Air Force Exchange Service, Dallas, TX. AAFES is a joint military activity providing quality goods and services to military families world-wide for over 115 years. JP is responsible for the planning and programming of AAFES \$220M annual construction program. AAFES operates over 3,300 retail and service facilities in over 30 countries and all 50 states. He is a graduate of the United States Air Force Academy with a BSCE and Oklahoma University with a MPA.

JP is a retired Air Force Officer, spending 24 years with the Air Force. He has managed construction throughout the US, Japan, Europe, Honduras and the Middle East.

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William T. Parks has spent 30 years in property and facilities operations, the last 15 years in retail operations and management. Mr. Parks is a member of ICSC for ten years. Previous to his present position at Inland Western Retail Real Estate Trust, he worked for national and local developers and managers including The Rouse Company, Trammell Crow, and Faison Associates. His work in property management includes operations and management of malls, strip centers and power centers. He currently oversees the management of 8.5 million s.f. of retail, mall, lifestyle and power centers, encompassing ten states in the Northeast.

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Arthur L. Pearlman is the chairman and founder of the Arthur Pearlman Corporation in Santa Monica, CA. This company is focused toward the development of select retail real estate developments and is currently developing over 3,000,000 square feet of shopping centers throughout California. Mr. Pearlman brings over 30 years of real estate experience into the company, which involved the development and ownership of retail and mixed use shopping centers ranging in size from 10 to 200 acres. Previously, Mr. Pearlman was co-president, partner and founder of the Riley/Pearlman Company. Riley/Pearlman is recognized for its development of approximately 6,000,000 sq. ft. of quality shopping centers throughout California. These shopping centers included grocery-anchored neighborhood centers, mixed-use centers, state-of-the-art entertainment-based retail centers, and large, value-oriented power centers. He was selected as chairman of the board and, previously, president of

California Business Properties Association (CBPA). He remains an active member of its Board. Mr. Pearlman was elected as ICSC's California's State Director and previously, as ICSC's Program Chairman. He serves on the Board of Directors for UCLA's Anderson Graduate School of Management, Real Estate Alumni Association. Mr. Pearlman received his B.S. degree in Chemistry from the University of California, Los Angeles and his MBA degree from Pepperdine University's "Presidential/Key Executive Program". He is a past Dean for the ICSC University of Shopping Centers School of Development, Design and Construction, and is a licensed real estate broker. He has also been a frequent teacher and lecturer at both UCLA and USC's Graduate School of Business. Arthur Pearlman is a recipient of the ICSC Board of Trustees Distinguished Service Award for Meritorious Service.

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Gary M. Ralston, CCIM, SIOR, SRS, CPM, CRE, SCLS is President of Coldwell Banker Commercial Saunders Ralston Dantzler Realty – the premier commercial services provider in Central Florida (Polk County). He is a recognized subject matter expert on retail and commercial properties. His consulting assignments include handling Florida REO properties for one of the nation's largest special servicers of small commercial loans. He also serves as a principal of a retail build-to-suit development company. From the early 1990's to mid-2004, Mr. Ralston was the president and a member of the board of directors of Commercial Net Lease Realty, Inc., the industry leader in single-tenant corporate net-leased real estate. During that time he guided the company's growth from less than \$15 million in real estate assets to nearly \$1.5 billion. Mr. Ralston holds the Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), Specialist in Real Estate Securities (SRS), Certified Property Manager (CPM), Counselor of Real Estate (CRE) and Senior Certified Leasing Specialist (SCLS) designations and is also a Florida licensed real estate broker, mortgage broker and certified building contractor. He is a senior instructor for the CCIM Institute and Past President of the Florida CCIM Chapter. He is a full member of the Urban Land Institute (ULI) and former Vice Chairman of the Small Scale Development Council. Mr. Ralston also has taught at the ICSC Executive Learning Series and at ICSC's RECon Academy. He holds a Masters in Real Estate and Construction Management from the University of Denver, serves on the Burns Counselor Board of the Franklin L. Burns School of Real Estate and Construction Management at the University of Denver and in 2007 was named an adjunct faculty member. Mr. Ralston also serves on the Executive Advisory Board of the Center for Retailing Education and Research at the University of Florida. He

was inducted as a Hoyt Fellow in 2001. Mr. Ralston is Associate Dean for the ICSC University of Shopping Centers College of Financial Analysis.

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Gary D. Rappaport, SCSM, SCMD, SCLS, CDP is President and Chief Executive Officer of The Rappaport Companies, a retail development and management company he founded in 1984. The Rappaport Companies provides brokerage, management and development services for more than 13 million square feet, 2 million of which is planned development within the next two years. The Rappaport Companies' portfolio includes more than 45 shopping centers and ground floor retail in some 100 mixed-use properties, both residential and office, located primarily throughout the mid-Atlantic region. Mr. Rappaport is Managing General Partner for approximately 5 million square feet of the shopping centers managed by The Rappaport Companies.

Serving as Chairman of the International Council of Shopping Centers (ICSC) for the May 2002 - May 2003 term, Mr. Rappaport is the only Chairman to date to hold all four ICSC designations, SCSM, SCMD, SCLS and CDP. He was appointed to the ICSC Board of Trustees in May 1998 and is presently on ICSC's Executive, Audit, Nominating, Government Relations, Long Range Planning and PAC committees. Mr. Rappaport is a past Dean of the ICSC University of Shopping Centers School of Open-Air Centers, an instructor for ICSC's Executive Learning Series, a past Entrepreneur in Residence at the Wharton School of the University of Pennsylvania and has lobbied at the state and federal government levels on many issues important to the industry.

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Valerie Richardson, SCLS is the Vice President of Real Estate for The Container Store, Inc. She is responsible for site evaluation and lease negotiation, as well as store design coordination and construction for The Container Store's nationwide store expansion program. Prior to joining The Container Store in the fall of 2000, Ms. Richardson was Senior Vice President – Real Estate and

Development for Ann Taylor, Inc., the specialty women's apparel retailer, where she administered the company's store expansion strategy for Ann Taylor and Ann Taylor Loft. Before her years at Ann Taylor, Valerie was Vice President of Real Estate and Development for the Superstore Division of Barnes & Noble, Inc., the country's largest bookselling retailer. Prior to Barnes & Noble, Valerie was a Partner in the Shopping Center Division of the Dallas-based developer, Trammell Crow Company. Ms. Richardson earned an M.B.A. in Real Estate from the University of North Texas and a B.S. in Education from Southwest Texas State University. From 2004-2010, she had been a member of the Board of Trustees of ICSC. She served on the organization's Executive Committee.

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Oscar R. Rivera, ESQ. is a shareholder of Siegfried, Rivera, Lerner, De La Torre & Sobel, P.A. He is the senior real estate member and heads the firm's shopping center/real estate property practice group. He received his undergraduate degree in accounting from the University of Miami and his J.D. degree from Georgetown University. He is admitted to the Florida Bar, U.S. District Court, Southern District of Florida and U.S. Tax Court. He is also actively involved in ICSC, having served as Florida State Director and Government Affairs Chair, as a member of the Florida Government Affairs Committee, Florida Law Symposium Program Committee, Florida Conference Program Committee, U.S. Law Conference Program Committee and as Chairperson of the International Conference of the Americas, the U.S. Law Conference and the Florida Law Symposium. He is also President of the Florida Shopping Center PAC and a member of the faculty of the ICSC Law for Non-Lawyers Seminar, as well as the ICSC University of Shopping Centers, having also served as the dean of its School of Shopping Center Law and in 2012 as Dean of the University College of Law for Non-Lawyers. He has taught an ICSC Executive Learning Series class on "*Rent, Escalations and Pass-Throughs: The Economics of a Lease.*" He is a frequent lecturer on various shopping center and real estate topics. Mr. Rivera is also an adjunct professor of real estate law at the University of Miami, School of Law. He is a recipient of the ICSC Board of Trustees Distinguished Service Award for Meritorious Service.

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Christopher W. Roscoe, SCSM began working in the real estate industry in 1972. He joined ING Clarion in 2004 and serves as Sector Head of Non-Mall Retail Asset Management with 38 years of retail experience. In this capacity, he oversees and directs 5 asset management teams in the U.S. and Mexico, representing 142 assets with a GLA of just over 35 million square feet. Mr. Roscoe became a Certified Shopping Center Manager (CSM) in 1977 and a Senior Certified Shopping Center Manager (SCSM) in 1995. He is also a frequent lecturer and teacher with ICSC and an active member of ING's Global Retail Platform. He has a B.A. from the University of Puget Sound.

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Jim Rosen is currently the Vice President of Brokerage for Pace Properties of St. Louis, MO, specializing in the leasing, development, acquisition and disposition of retail properties. His responsibilities include as third party representation of both landlords and tenants and investment property sales. Earlier in his career, Jim Rosen was with The Midland Development Group, specializing in the leasing, development, acquisition and disposition of retail properties, investment property sales, as well as third party representation of both landlords and tenants. He later served as a Senior Manager, Midwest Investments for Regency Centers, a NYSE listed Real Estate Investment Trust whose stated purpose is the acquisition, development and operation of grocery-anchored, neighborhood strip shopping centers. Mr. Rosen is a Past President of the St. Louis CCIM Chapter, a member of its Board of Directors, and Chairman of its Education Committee. He was selected the Chapter's CCIM of the Year in 1997 and 2006. He is also a past chairman of the Retail Marketing Exchange Committee for the St. Louis Association of Realtors® and was nominated for its Commercial Realtor® Associate of the Year award. At the national level, Jim is a CI 101 and CI 103 senior instructor. He was a member of the planning committee for the 2003, 2004, & 2006 Instructor Training Seminars; is a past Chairman of the Institute's Education Committee, and is a past member of the Faculty Subcommittee and the University Alliance Task Force. Jim was selected as the CI 101 Senior Instructor of the year for 2002 and 2008, and received the People's Choice Award (for the instructor with the highest student ratings) in 2004, 2005, and 2007. In addition, he was the Course Chairman for CI-103 in 2004 and was the 2005 Course Chairman for CI-101. He is the 2010 vice

chair of the CCIM Institute's Negotiations course and will be the Chairman of that course in 2011. Jim Rosen is the Dean of the ICSC University of Shopping Centers College of Financial Analysis.

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Anita Saleh is Vice President, Specialty Leasing for Taubman Centers, Inc. Since she joined the Bloomfield Hills, Mich.-based Taubman in December 1997, Saleh has spearheaded the creation of the Specialty Leasing department as well a comprehensive program for RMU's, kiosks and temporary in-line stores at 25 Taubman shopping centers nationwide. Saleh came to Taubman from Compass Retail in Atlanta, GA, where she spent five years as Vice President of Specialty Leasing. During that time, she created a start-up Specialty Leasing Department for the organization. Saleh has also worked in various capacities in retail and commercial real estate for Equity Properties & Development Limited Partnership, First Capital Financial Corporation and VanKampen, Morris and Stone (VMS) Realty Partners, all Chicago based companies. Born and raised in Chicago, Illinois, Saleh holds a bachelor's degree in political science from Loyola University of Chicago. Saleh has authored numerous articles that have appeared in industry publications and is a frequent speaker at professional conferences. Anita Saleh has taught at the ICSC John T. Riordan School for Professional Development, as well as at the ICSC Leasing for Non-Leasing Professionals Seminar. She is a member of the ICSC Fusion Conference Program Planning Committee and the Associate Dean of the ICSC University of Shopping Centers College of Leasing and Specialty Leasing.

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Bill Saltenberger, CDP, PE joined Westfield LLC's U.S. headquarters in Los Angeles in August of 2005 as the Executive Vice President for Construction and Project Management. Currently, the construction division is responsible for managing over \$250M in construction projects all over the U.S. Mr. Saltenberger has over 30 years of experience in commercial construction on projects ranging from high rise office buildings, hotels and condominiums, health care facilities, light industrial, warehousing and manufacturing facilities to retail. Prior to joining Westfield, he served for a short period as Regional Vice President for Construction Management and Development in their Chicago Office. He also has experience working on his own as an independent consultant where he spent a year in Chicago heading his own firm, WMS Construction Management/Construction Consulting. Bill Saltenberger's other construction experience includes three years with Morse Diesel as Senior Vice President and Western Territory Manager in their San Francisco office; four years with Kajima Construction Services as Regional Vice President and General Manager in Chicago; seven years with Tishman Construction Corporation of Illinois where as Vice President, he was responsible for all marketing and business development in the Midwest; eight years with Morse Diesel in Chicago as a Senior Project Manager and then as a Vice President and Project Executive. His career began as an officer in the Civil Engineer Corps of the U. S. Navy where he served for eleven years in a variety of construction and facility management roles, achieving the rank of Lieutenant Commander before leaving the Navy to pursue the public sector.

Mr. Saltenberger's educational and professional credentials include an M.B.A. from the University of Chicago, an M.S. and a B.S. in Civil Engineering from Georgia Tech and a B.S. from the U.S. Naval Academy. Bill is a Registered Professional Engineer in Illinois and Wisconsin and holds a general contractor's license in California. He is a member of the CDP Admissions and Governing Committee and the Dean of the ICSC University of Shopping Centers College of Development and Redevelopment.

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Mark A. Schurgin, President, The Festival Companies, has been active in all phases of real estate development for 25 years. He has specialized in the development and redevelopment of regional,

promotional, community, specialty and convenience shopping centers and has acquired, developed and managed over 120 promotional, community and neighborhood shopping centers nationwide. The Festival Companies' clients benefit from his wealth of knowledge, as he consults on all acquisition, finance, and related activities. He graduated from the University of Colorado. Mr. Schurgin is an active guest speaker for the ICSC and for the Society of Real Estate Appraisers. He lectures at the University of California on shopping center development, is active both with ICSC and ULI. He is an ICSC Trustee. Mark Schurgin is the Associate Dean of the University of Shopping Centers College of Debt Workout, Transactions and Repositioning of Distressed Assets.

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Cynthia C. Shelton, CCIM, CRE, CIPS is Director at Colliers International Central Florida, has over 35 years of experience in the real estate industry. She works as part of the Milano-Shelton Investment Team providing acquisitions and disposition services to private and institutional clients as well as, works with special servicers and lenders with workouts of distressed properties. Her primary focus is selling investment properties, primarily retail net leased properties, as well as strip and shopping centers. Ms. Shelton has worked throughout the U.S., acquiring properties for a Real Estate Investment Trust (REIT), doing site selection and working with retail tenants on sale leasebacks. She now uses that experience to help sellers in analyzing, marketing and selling their properties. Cynthia Shelton also does consulting and many other facets of Commercial Real Estate.

Prior to joining Colliers, she worked as Vice President of Acquisitions for a (NYSE) Real Estate Investment Trust, where she acquired single tenant assets in excess of \$300 million over her tenure there. Cynthia Shelton has worked with many national companies such as Best Buy, Super Value,

Michael's Crafts and CarMax. She is a Past State President of Florida Realtors; past National President of CCIM Institute; a member of CRE (Counselors of Real Estate); has a CCIM certification (Certified Commercial Investment Member) from the CCIM Institute; and is a member of Commercial Real Estate Women (CREW) and is a Past Dean of the ICSC University of Shopping Centers College of Financial Analysis.

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Terri Simard, ESQ. is Vice President, Law and Assistant Secretary for Target Corporation. Target Corporation operates approximately 1,758 Target stores nationwide. Prior to joining Target, Ms. Simard was a partner in the commercial real estate department at Faegre & Benson law firm in Minneapolis. She is the recipient of a 2008 Minneapolis St. Paul Business Journal Women in Business Award as an Industry Leader. Terri Simard is the Associate Dean of the ICSC University of Shopping Centers College of Law for Non-Lawyers.

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Patrick W. Tupa graduated from the University of Illinois with a B.S. in Finance in 1979 and an M.S. in Finance in 1980. He was hired by Walgreens in 1981 as a real estate representative, promoted to real estate manager in 1983, and promoted to senior real estate manager in 1988. In 2002, he was named divisional vice president of real estate for Puerto Rico, Florida, New York, Michigan, Ohio, Nevada, Northern California, Oregon, Washington and Idaho. Mr. Tupa's current duties as a vice-president includes the oversight of North and South Carolina, Georgia, the Gulf Coast, Florida and Puerto Rico. He presented at the 2006 ICSC Fall Conference. He co-tought an ICSC Executive Learning Series seminar on "*Developing Neighborhood Centers Anchored by Supermarkets and Drug Stores*" in 2009. Mr. Tupa is a past Dean of the ICSC University of Shopping Centers School of Open-Air Centers.

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Mario C. Ventresca, Jr. joined PREIT in 1994, as a Financial Analyst in the Acquisitions group. In 2000, he was promoted to Vice President of Acquisitions and later in 2000 assumed the role of Vice President with the responsibility for the Asset Management group of the organization. In December of 2004, Mario was promoted to Senior Vice President. His primary responsibility is to oversee the asset management function for the company's portfolio of 51 wholly owned and joint ventured properties totaling 34.5 million square feet. This includes the supervision of the professional staff engaged in the responsibilities of creating the property strategic business plan; .developing and implementing the property budget process; monitoring performance against budgets; designing and implementing the

Revenue Lease Tracking Reports that provide real time updates on the progress of the leasing effort; recommending tactics for improving property net operating income and cash flow; and developing and implementing strategic redevelopment and repositioning programs. He is a member of the faculty of the ICSC John T. Riordan School for Professional Development and the ICSC University of Shopping Centers, past Dean of the ICSC University of Shopping Centers School of Finance, Accounting and Lease Administration, panel moderator at the 2009 ICSC Fusion Conference, and faculty member of ICSC's Finance for Non-Financial Professionals Seminar.

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A native of South Jersey, **Robert E. Wahlquist, CSM** is a 30-year veteran of the shopping center industry and currently serves as the Senior Regional Manager of the East Region of his company. Prior to joining Pennsylvania Real Estate Investment Trust/The Rubin Organization in 1995, he was a center manager and regional manager for the Edward J. DeBartolo Corporation and Westfield.

Wahlquist has overseen more than 40 shopping centers in 10 states and has had day-to-day responsibility for centers such as Cherry Hill Mall in NJ, Christiana Mall in DE, Garden State Plaza in NJ, and SouthPark in NC in his career. A graduate of the University of Delaware, he received his CSM designation from the International Council of Shopping Centers in 1989.

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Since starting this consulting company in 1974, **John Williams** has been recognized a global retail and shopping center guru. J.C. Williams Group serves retailers, manufacturers of consumer goods, shopping center developers, and governments. His specialty is in real estate, urban revitalization, and retail and distribution strategy. Since 1974 John Williams has consulted to a wide range of clients where his work is known for its practical yet creative approach to achieving results. Now J.C. Williams Group is a leading retail and real estate consultancy with offices in Toronto, Chicago, Montreal, and a joint venture RAMMS/J.C. Williams Group India, and clients in the U.S.A., Europe, and the Middle East. Strategic and new concept development projects include The Dubai Mall (United Arab Emirates) and Meadowhall (Sheffield, England), plus other retailers such as Benjamin Moore, MasterCard, Wal-Mart, and Levi Strauss. He has authored the book *Getting Retail Right!* for ICSC. He is a member of the faculty of the ICSC John T. Riordan School for Professional Development and will teach a class in the ICSC Executive Learning Series. John Williams has co-authored *A Guide to Retail Success* for the National Retail Federation, Washington D.C., as well as *Building a Winning Retail Strategy* for the Retail Council of Canada, and *Marketing Main Street* for Heritage Canada. He is a frequent speaker at industry and association gatherings across the continent. He will teach a class in July on Retailing Principles and Practices at the ICSC Executive Learning Series in New York City. Mr. Williams graduated from the University of British Columbia, and with an MBA from top-ranked the Kellogg School of graduate management at Northwestern University.

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Lisa A. Wolstromer, SCMD has been in the shopping center industry for 23 years. Prior to becoming Cherry Hill Mall's senior marketing director Lisa was marketing director of PREIT's Moorestown and Cumberland Malls. Lisa received her SCMD designation from ICSC in 2010 and has won several Maxi and Maxi-Merit awards for shopping center marketing excellence.

Prior to joining PREIT, Wolstromer served as senior marketing director at Westfield America Inc.'s Westfield Garden State Plaza in Paramus, NJ; marketing manager at Kravco Company's King of Prussia Plaza and Court; and marketing director at Kravco's Quaker Bridge Mall in Lawrenceville, NJ. She has a BS in Business Administration/Marketing and Retail Management from Drexel University.

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Donald P. Wright joined Canada Safeway as a real estate representative from 1975-1979; then he worked in the shopping center development industry from 1979-1988, where he held a number of senior-level management positions and was involved in the leasing, development and management of over 5,000,000 sq. ft. of enclosed mall and strip shopping center space in the Pacific Northwest and in Western Canada. He rejoined Canada Safeway in Calgary, Alberta as vice president, real estate in 1988. In 1991, Mr. Wright was promoted to senior vice president of real estate and engineering for Safeway, Inc. He is responsible for the company's capital expenditures and real estate program in the U.S. and Canada. This includes market research and capital planning, real estate and development, construction and design. He is a past member of the ICSC Board of Trustees, a speaker at the ICSC 2005 Fall Conference, and past Dean of the ICSC University of Shopping Centers School of Development, Design and Construction. He has also taught a class at the ICSC NY Executive Learning Series.

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Robert E. Young, Jr., is managing director of brokerage services for the Dallas/Fort Worth office of The Weitzman Group, one of the largest commercial real estate brokerage and related services firms in Texas. Mr. Young, utilizing his extensive brokerage and management experience, oversees general brokerage activities, coordinates project leasing with the director of leasing for Cencor Realty Services, works to increase the company's general brokerage presence and develops and expands the

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Mr. Young is a member of the North Texas Commercial Association of Realtors (NTCAR) and is past president of its board of directors. In addition, he is a member of the Realtors Commercial Alliance national board of directors and is active in The Real Estate Council, ICSC, the Urban Land Institute and the International Development Research Council. Bob Young is a Past Dean of the ICSC University of Shopping Centers School of Leasing. Mr. Young received a Bachelor of Arts degree in Economics from Southwestern University in Georgetown, TX.
