



FACULTY BIOGRAPHIES

ALAN J. BAROCAS

**Senior Executive Vice President, Leasing
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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.

CURTIS C. BATTLES

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Curt Battles is founder and Chief Advisor of New Canaan Advisors LLC (NCA). He has over 20 years of strategic development, financial assessment and operational expertise in a variety of industries, including hospitality and beverages. New Canaan Advisors is a business/real estate advisory firm that provides public and private organizations with a unique resource for transforming underutilized assets and facilities into new opportunities. NCA is a specialist in helping public/private partnerships redevelop properties and assets into vibrant multi-use destinations. The firm is currently advising the owners of the SS United States on the redevelopment of the 650,000 sq. ft. ship into a stationary, multi-purpose waterfront attraction. NCA is also a member of a multi-disciplinary team that was recently awarded redevelopment right for historic Denver Union Station. The Beaux-Arts style station is being redefined as the core of a new mixed-use intermodal transportation center.

Curt Battles leads a pioneering boutique advisory firm that helps organizations get real value from their real estate holdings. Prior to founding NCA, he worked at Jones Lang LaSalle where he had long-term responsibilities on the teams that redeveloped two of New York City's highest visibility commercial real estate icons – Grand Central Terminal and the World Trade Center. He started his post-business school career with Pepsi Cola Company, where he served in several positions of increasing responsibility in the finance organization, including Director of Strategic Planning. Mr. Battles has a Bachelor of Science with Distinction from Cornell University and an MBA from Northwestern University's Kellogg Graduate School of Management. He is actively involved in the community and serves on the Boards of Directors of Domus Foundation, the Jackie Robinson Park of Fame, and 100 Black Men.

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. He is a member of the ICSC NOI + Conference Program Planning Committee.

PHIL CARLSON, CSM

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Phil Carlson, CSM is currently the Senior Property Manager, Property Management, for Pacific View Mall in Ventura, CA. He relocated there in April 2009 from Reston, VA, returning to a property-based management position after serving 11 years as Vice President, Property Management for two different regions for The Macerich Company. He directed the management and operations of regional centers and community centers located in six Midwestern states for seven years, and later performed the same role for four years with centers in six eastern states. Phil has been active with ICSC educational programs, teaching for several years in the John T. Riordan School of Professional Development and in 2009 in the University of Shopping Centers.

Prior to assuming regional responsibilities, he was the Property Manager for Macerich's Boulder Crossroads Mall for ten years. All of his shopping center industry experience has been with The Macerich Company, which he joined in 1987. He also worked for seven years on the retail side of the house in the jewelry business, and spent three years as a high school teacher. Phil holds a Bachelor of Arts degree in English Education from University of Southern Colorado. He attained his CSM designation in 1995 and SCSM in 2003.

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.

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As the Principal and Managing Director of Ra Co Real Estate Advisors LLC, **Ralph Conti's** focus is on providing a vast array of real estate advisory services to both private and institutional clients. Ra Co is also active in select value-add acquisitions, joint ventures and property development. Prior to forming Ra Co, Mr. Conti served as Executive Vice President of Development for Kimco Realty Corporation (NYSE:KIM). Mr. Conti has also held senior level executive positions with North American Properties-Atlanta; Developers Diversified Realty Corp., Beachwood, OH; and Homart Community Centers, Chicago. Mr. Conti sits on the Real Estate Advisory Board of the University of Florida's Warrington College of Business and is an Honorary Board Member at the J. Mack College of Business, Department of Real Estate, GA State University, where he is a frequent guest lecturer. Mr. Conti has served on ICSC's Center Build Program Committee, is a member of Urban Land Institute (ULI), is a Certified Commercial Investment Member (CCIM), a Certified Design Development and Construction (CDP) professional, and is a past member of The American Society of Civil Engineers (ASCE). Mr. Conti holds a State of Florida General Contractors License and a State of Georgia Real Estate License.

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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.

DAVID L. CRAINE

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David L. Craine is responsible for the analysis and selection of real estate investments for pension fund clients and institutional investors, specializing in retail properties. In 1975 Mr. Craine began his career in real estate investment and development. Since 1989, he has acquired nearly \$2,300,000,000 worth of income producing properties on behalf of numerous public pension fund clients. Assets acquired fit the categories of core, value added, and opportunistic returns. Additionally, Mr. Craine has arranged for and structured several joint venture partnerships with both Publicly Traded REIT's and other Development firms to acquire or build shopping centers in the eastern part of the country. Prior to joining LaSalle Investment Management, Mr. Craine served as Vice President of the Investment Department of Jackson-Cross Company of Philadelphia, where he was responsible for the sale of over 2,500,000 s.f. of income producing property. Thereafter, he was the Vice President of Acquisitions and Development for Montgomery Realty Company for four years. In this capacity, he acquired and developed over 750,000 s.f. of retail property in Pennsylvania and New Jersey.

Mr. Craine has been involved in numerous civic activities. He is a member of ICSC, and is currently a member of the Advisory Board for the Baltimore Metropolitan area of Chicago Title Insurance Company. He attended Temple University and Penn State University for post-graduate studies, and graduated from Kenyon College with a B.A. in political science.

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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.

EDWIN DATZ

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Ed Datz is the Executive Director of Real Estate in the Department of Facilities and Real Estate Services at the University of Pennsylvania. He has been a part of the Penn community for over 25 years, helping to build and sustain a dynamic off-campus portfolio of urban real estate. As Executive Director of Real Estate, Ed leads a team of real estate professionals that manages the strategic direction and operations of the University's ancillary real estate holdings. He and his team are responsible for asset management and strategic planning for University's non-academic development, commercial, office, retail, and multi-family portfolios. The full portfolio represents in excess of 3 million square feet and 155 properties. Utilizing private public partnerships, joint ventures and direct ownership, Penn has developed and maintained an integrated urban environment which enhances the quality of life of the students, faculty, staff, and neighborhood. Working in conjunction with other University departments, the Real Estate team advanced the West Philadelphia Initiatives and followed with support of President Gutmann's Penn Compact.

NANCY M. DAVIDS, ESQ.

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Nancy M. Davids, ESQ. conducts a general commercial real estate practice, including representation of developers, lenders, landlords and tenants. Ms. Davids' practice has always focused on the retail industry, including the construction of regional enclosed malls, to strip centers, mixed-use and lifestyle centers and now, full circle to the "de-malling" of some of the very same enclosed malls. She has represented several national and regional landlords in the negotiation of ground leases, in-line leases, pad and outparcel leases, reciprocal easement agreements and site development agreements. Nancy Davids has also worked with several retail tenants of all sizes, including the expansion of a major "big box" retailer into several New England states as well as the "roll-out" of a small store tenant into over 150 regional malls. Nancy is a frequent lecturer for the International Council of Shopping Centers, CLE International, Massachusetts Continuing Legal Education and the Boston Bar Association.

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Dennis J. Duffy is a founding Principal of Prosper Investment Partners. Prosper intends to "co-invest" and/or acquire properties for its own account, or "source" for others "off-market investment opportunities" as an advisor. In addition, he is currently and has been the CEO of RCDH & Co since January 1990. Overall, Mr. Duffy has valued more than 6,000 commercial properties; aggregate value would be in the many billions of dollars. RCDH is a well-regarded real estate valuation and consulting company based in Washington, DC. It offers primarily a regional focus, but has also worked in 25 states nationally. Prior to RCDH & Co, he was employed by and was a Principal with Joseph J Blake and Assoc from 1982-1990. Prior experience was with a prominent NYC multi-service real estate firm, with prior work experience within the appraisal division of bank and insurance company structures. Overall, he has 30+ years of commercial real estate experience. Mr. Duffy has a broad array of commercial experience in valuing: office buildings, apartment complexes; shopping centers (in all forms); hotels (all categories); industrial properties; vacant land in all categories; special use projects (such a stone quarries; amusement parks; farms; etc); fractional interests; partnerships; complex business company valuations; etc. In addition, he has extensive court testimony experience and is rated to be an expert witness in multiple court jurisdictions. He also has been an equity investor in multiple large scale office buildings throughout Metro Washington, DC. Mr. Duffy has also been a frequent speaker at industry forums, and has had articles published in a variety of trade journals. He also has been an instructor for The Appraisal Institute and NYU, as well as a guest lecturer at Johns Hopkins University.

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, Macquarie Global Growth Trust Board, General Growth Board and Flat out Crazy Board. She has recently accepted of Non-Executive Chairman of the Board of Build-A-Bear Workshop, 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 Senior Vice President 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.

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. 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. Educated in Philadelphia, 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.

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Paul W. Freddo is the Senior Executive Vice President of Leasing and Development with DDR Corp. 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, Director of The Legacy Association, and Chair of the new ICSC Conference, NOI +.

JAMES T. FREEL

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James T. Freel serves as Senior Vice President and Chief Real Estate Officer for the Institutional Asset Management division of Amalgamated Bank and serves as the Senior Portfolio Manager of the \$1B Longview Ultra Construction Loan Investment Fund. He manages a team of six loan officer and is presently concentrating on portfolio management and the workout of certain construction loans around the country. Prior to joining Amalgamated, Jim served as Senior Vice President and manager of the New York office of KeyBank's Asset Recovery Group primarily concentrated on commercial real estate loan workouts and the management of ORE properties. Prior to joining KeyBank, Jim Freel served as Senior Vice President and Regional Manager for HSBC Bank, USA responsible for a commercial real estate lending team based on Long Island. Prior to HSBC, Jim was Senior Vice President of Washington Mutual heading commercial real estate lending teams located in New York, Long Island, New Jersey and Tampa, FL. During the 1990's, he served as Senior Vice President and Manager of the Commercial Real Estate Workout Department of the Dime Savings Bank of New York where he managed a team of Relationship Managers which resolved over \$3 billion of problem commercial real estate loans. During the 1980's, Jim Freel held management positions in commercial real estate finance and asset management with Merrill Lynch, Citibank and Union Dime Savings Bank. He is a graduate of Georgetown University and is an active alumnus. Mr. Freel served as President of the Mortgage Bankers Association of New York from 2000-02 and has been a member of the MBA Board of Governors since 2002.

STEPHEN J. FURNARY

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Stephen J. Furnary is the Chairman & CEO of Clarion Partners and is Chairman of the Clarion Partners Executive Board. He joined the firm in 1984, and is one of Clarion Partners' founding partners. Prior to joining Clarion, Mr. Furnary was a Partner and Executive Vice President at Lazard Realty, Inc. from 1980 – 1983, and a Vice President, regional head of acquisitions, in the Real Estate Investment and Management Department of Citibank from 1974 – 1980.

Mr. Furnary received a B.S. from Villanova University in 1972, and an M.B.A. from Boston College in 1974. He is a Trustee and Governor of the Urban Land Institute, former Chairman of the Pension Real Estate Association (PREA), as well as former Chairman of the National Association of Real Estate Investment Managers (NAREIM). Mr. Furnary is an appointed vice president of the Muscular Dystrophy Association, a voluntary national health agency, and serves as an advisory board member to the Villanova School of Business.

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.

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).

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, Laliq, 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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Prof. 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) and is Co-Director of the NBER Project on Housing Markets and the Financial Crisis. A former editor of *Real Estate Economics*, Professor Gyourko presently serves on various journal editorial boards. Professor Gyourko is a past Trustee of the Urban Land Institute (ULI) and currently serves on the Board of Directors of the Pension Real Estate Association (PREA). Finally, he consults and advises real estate various 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.

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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, MD to suburban Boston, MA, 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.

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David B. Henry is President, Vice Chairman & Chief Executive Officer of Kimco Realty Corporation, a NYSE REIT which is the nation's largest owner of neighborhood and community shopping centers. As of December 31, 2010, the company owned interests in 951 shopping centers comprising 138 million square feet of leasable space across 44 states, Puerto Rico, Canada, Mexico and South America.

Before joining Kimco Realty, Mr. Henry was Senior Vice President & Chief Investment Officer at GE Capital Real Estate. Mr. Henry spent 23 years with the company and was responsible for pension advisory activities and investment policies and strategies in the U. S. and international markets. Mr. Henry was also chairman of the Investment Committee and a member of the Credit Committee.

Prior to joining GE Capital, Mr. Henry was Vice President for six years with Republic Mortgage Investors, a REIT based in Coral Gables, Florida.

Mr. Henry graduated from Bucknell University in 1971 with a B.S. in Business Administration, and received an M.B.A. in 1973 from the University of Miami. He currently serves on the boards of HCP (NYSE), Fairfield County Bank, and TRI, Inc. Mr. Henry was elected to serve as the 2011 - 2012 Chairman of ICSC.

DOUGLAS P. HERCHER

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Douglas P. Hercher is an Executive Vice President and Principal of Cushman & Wakefield Sonnenblick Goldman and Managing Director of its Debt and Equity Capital Markets Group, where his responsibilities include originating, marketing and structuring debt, equity and joint venture transactions. He also is a principal in the firm's registered broker dealer, C&W Securities, which is responsible for executing third party fund-raising transactions and other corporate financings. Mr. Hercher joined the firm in 2004, having previously been Managing Director in the Global Real Estate Group of Lehman Brothers, where he oversaw a team of investment bankers focused on raising debt and equity capital for major real estate projects on behalf of institutional clients. Before assuming his position at Lehman Brothers, Mr. Hercher was an International Managing Director of Jones Lang LaSalle, a senior member of that firm's Investment Sales and Finance Group and CEO, North America of Jones Lang LaSalle Hotels. During his career, Mr. Hercher has advised clients on in excess of \$25 billion of transactions including the acquisition, financing or recapitalization of office, retail, industrial, multifamily and hospitality properties and portfolios, including such properties as Fashion Centre at Pentagon City, The Plaza Hotel (New York), John Hancock Tower (Boston), Minnesota Mini Storage, One Park Avenue (New York City) and the purchase of Highland Hospitality Corporation. He has also acted as an expert witness in federal bankruptcy court.

Mr. Hercher holds a Bachelor's degree from Colgate University and an MBA from the Columbia University Graduate School of Business. He has been a member of numerous industry groups, including ULI, Lincoln Center Real Estate Council and the Real Estate Roundtable, as well as being registered with FINRA and the SEC as a Series 24 General Securities Principal. With 25 years of experience in real estate finance, Mr. Hercher is a frequent speaker at leading industry events including speaking at the Federal Reserve Bank, and has contributed to articles in publications such as *The Wall Street Journal*, *New York Times*, *Hotel Business*, *Commercial Property News* and *Real Estate Forum*.

JOSEPH C. HOESLEY

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Joseph C. Hoesley is Vice Chairman and head of the Commercial Real Estate group at U.S. Bancorp. He is also a member of the company's Managing Committee. Mr. Hoesley has led commercial real estate at U.S. Bank since joining the company in 1992. During this time, he helped build the commercial real estate division into 25 regional offices and a team of more than 370 employees, with a real estate portfolio of \$24 billion. Under Joseph Hoesley's leadership, the real estate group opened up 7 lending offices, initiated a mezzanine loan program and joint ventures that provide structured financing, commercial mortgage-backed securities and securitization capabilities for U.S. Bank customers.

Prior to joining U.S. Bank, Mr. Hoesley, as Senior Vice President, opened and managed Wells Fargo Bank's Chicago office from 1985 until 1992. This office was Wells Fargo Bank's largest real estate office outside California, with loan commitments of over \$2.0 billion managed and serviced by 10 people. From 1983-1985, Mr. Hoesley, as Vice President, worked in Wells Fargo Bank's then newly opened Washington D.C. office. Mr. Hoesley earned a bachelor's degree from St. John's University in Collegeville, Minn. and an MBA from DePaul University in Chicago. Joseph Hoesley is the Associate Dean of the ICSC University of Shopping Centers College of Finance. He is a Past ICSC Trustee and of the Center for Urban Land Economics Research University of Wisconsin-Madison.

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Alex Hurst founded Palatine Capital Partners in 2007 and is the Managing Partner. Prior to founding Palatine, Mr. Hurst was a Vice President in the real estate group at Avenue Capital Group, a New York-based distressed securities hedge fund with over \$15 billion under management. Prior to Avenue, he was associated with Perry Capital, where he was a member of the real estate team. Alex Hurst started his career in real estate at Tishman Speyer. At Tishman, he participated in the executive rotation program and spent time working in various groups including portfolio management, leasing and development. Before real estate, Mr. Hurst was a founding member of mondu.com, a European business-to-business internet company, which was sold to Seat Pagine Gialle for \$300mm in 2001. He graduated cum laude from the University of Pennsylvania, where he majored in Political Science. Mr. Hurst has served on the Alumni Board of Governors of the Hotchkiss School and the NOLS Advisory Board.

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.

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Brian Jenkins, SCSM, is Principal for Forsite LLC, Commercial Property Advisors based in Boston, MA. He was formerly with General Growth Properties in Chicago as Senior Vice President of Asset Management and Executive Vice President of Development for Rouse Properties, a newly formed REIT comprised of former GGP properties. Prior to GGP and Rouse from 2003 to 2009, Brian was a Partner with AIG/Lincoln responsible for the development and asset management of the company's retail properties in Europe. 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 four years. The majority of Mr. Jenkins' career was 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 and AIG/Lincoln, he was located in Europe and directed the acquisition and development of eight major real estate projects. Mr. Jenkins has had key roles in an impressive list of successful properties including Horton Plaza, San Diego; North County Fair, Escondido, CA; Prudential Center, Boston; West End City Center, Budapest, Hungary; 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.

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Douglass Karp is Executive Vice President of New England Development, where he is involved in all aspects of the company's business, including site acquisition, financing, permitting and planning, design, construction, and leasing. He manages most of the firm's retail and mixed-use development projects and serves as asset manager for Nantucket Island Resorts, a collection of premier hospitality and retail properties on Nantucket and an affiliated company of New England Development. Upon joining the company in 1999, Douglass was responsible for overseeing construction of the White Elephant Resort, transforming this 1920's Nantucket property from an eclectic mix of cottages into a premier hotel.

In addition to his development and asset management experience, Douglass Karp brings to New England Development the perspective of a retailer, including expertise in market research, real estate development, and marketing. Prior to joining New England Development, Douglass co-founded Lids, the specialty retail pioneer and leader of officially licensed and branded athletic fashion headgear. Under his leadership, the firm grew to include more than 400 mall-based, airport, and street level stores throughout the country.

Douglass Karp serves on the boards of Children's Hospital Trust and the Children's Hospital Trust Next Generation Developers Task Force. He is also on the board of Combined Jewish Philanthropies (CJP) and the CJP Next Generation Housing Foundation, Inc. Mr. Karp is also on the boards of Union College, RBS Citizens Regional Advisory Board for New England, and the Massachusetts Chapter of NAIOP. He is also on the Board of Overseers for the New England Aquarium.

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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. 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 worked for 20 years in real estate investment banking, most recently as CEO of Lend Lease Latin American Realty Advisors. A member of the National Association of Business Economists, ARES, and ASAE, Kercheval serves on the Executive Committees of the, the University of Florida Retail Program, the Real Estate Associates Program (REAP) and the New York Society of Association Executives of which he is a past chairman.

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Robert W. Kline, Principal and CEO of RW Kline Companies, is a savvy, experienced executive with nearly 30 years of successful leadership in the commercial and residential real estate industries. Mr. Kline's firm specializes in commercial loan modifications, note sales, restructuring, commercial brokerage and mergers and acquisitions. RW Kline Companies also specializes in assisting Lenders in the disposition process. Mr. Kline is a seasoned workout specialist with personal experience in the real estate industry as a former Senior Vice President for Pulte Homes, where he ran the nation's largest land operation and division within Pulte, delivering more than 5,500 lots a year with a billion dollar balance sheet and budget. His responsibilities included acquisitions, entitlements, land development, strategic positioning, trade partnering, and short- and long-term strategic direction. Prior to his leadership role at Pulte, Mr. Kline founded and owned seven separate companies throughout his career, including a residential/commercial development company and a marine construction and dredging company. Additionally Mr. Kline personally developed several resorts and hotels in the U.S. and the Caribbean. His well-rounded experience has provided him with a thorough understanding of financial and operational controls. He works alongside company management to develop a workout plan that makes sense and is able to be executed. His goal is to provide expert assessment, evaluations and real estate asset management to those who may be especially hit hard by pending or likely commercial foreclosures. Over the past 18 months, Mr. Kline has facilitated more than 218 note sales, crafted large merger and acquisition plans and quadrupled the size of companies. His niche is working with clients and lenders to restructure both CMBS and conventional loans for companies with hospitality, retail, master planned, multifamily, mixed-use, industrial or office properties. Due to his expertise and standing relationships with numerous lenders, he has been able to successfully negotiate write-downs that are on average 20 percent more favorable than a company that negotiated on its own behalf. Additionally, he has worked with private or court-order asset solutions, receivership and workouts on behalf of more than 50 lenders. RW Kline Companies' team is comprised of former national lenders, former RTC agents, former IRS agents. RW Kline Companies also provides full service disposition solutions to Lender clients across the Country.

Mr. Kline is a frequent guest speaker within the commercial real estate and financial industries and is a member of numerous professional organizations, including Urban Land Institute (ULI), International Council for Shopping Centers (ICSC), Turnaround Management Association (TMA) Home Builders Association of Central Arizona (HBACA), National Association of Home Builders (NAHB), American Bankers Association, Florida Bankers Association and the California Bankers Association. He holds a bachelor's degree from the University of Miami.

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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.

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

HARRY G. KOEHLER

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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*".

KENNETH S. LAMY

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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. 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.

JOSÉ DE JESÚS LEGASPI

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José de Jesús Legaspi is the owner and president of The Legaspi Company. He is an expert in retail project development, sales and leasing, econometric consulting, and retail tenant representation. Since 1979, José de Jesús Legaspi's market niche has been the inner city, specifically areas with high densities of Hispanic consumers. Legaspi has developed an expertise in the successful marketing and revitalization of urban and downtown areas. His work on Pacific Boulevard in Huntington Park, Fourth Street in Santa Ana, North and South Broadway in Los Angeles, Whittier Boulevard in East Los Angeles, and Cesar Chavez Avenue (formerly Brooklyn) in Boyle Heights has earned him a reputation as a key contributor to the thriving commercial successes of these downtown areas.

José de Jesús Legaspi is considered an expert in Hispanic consumerism and is involved in many creative projects throughout the United States. These include *mercados*, malls and mixed-use projects in Southern, Central and Northern California, Texas, Arizona, Nevada and Georgia. Legaspi manages a joint venture with a major pension fund in the State of California that invests in key markets throughout the southwestern United States. He is involved in the development of unique mixed-use projects involving housing, retail, and educational components.

José de Jesús Legaspi co-owns a 1,200,000 square foot indoor mall in Fort Worth, *La Gran Plaza*, which he has brought to over 80% occupancy in just two years. This mall, formerly Fort Worth Town Center, was considered an undesirable mall for decades and was 20% occupied when his group purchased the property in 2004. *La Gran Plaza* is the keystone to all of the knowledge and experience Legaspi has gained throughout his professional career. This 1.2 million square foot mall encompasses the confirmation of concepts that have worked in the provision of goods and services. These concepts include anchor and specialty shopping, entertainment components [such as movie theaters and a *lienzo charro* (Mexican rodeo arena and concert venue)], a small shop marketplace, and a supermarket.

His tenant representation client roster includes national U.S. companies as well as retailers from Mexico. He has been instrumental in the initial expansions of Mexican retailers such as Gigante, a 250+ supermarket chain, FAMSA, a 280+ furniture, appliance and electronics retail chain, and Emyco, the largest manufacturer of shoes in Mexico. He orchestrated the original expansion of El Pollo Loco in the 1980s throughout the Los Angeles metropolitan areas. His tenant representation efforts brought retailers such as Blockbuster Video and McDonalds to trade areas once overlooked by national credit tenants. Most of the stores and restaurants he placed in the 1980s are still in operation as of 2009.

Most recently, José de Jesús Legaspi and his team are exclusive brokers for Fresh & Easy in the L.A. Central / San Gabriel Valley regions of Southern California. The Legaspi Company is one of the original brokerage teams aiding the expansion of Tesco's Fresh & Easy neighborhood markets.

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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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Charles E. Lhotka, CSM oversees the management and maximization of GGP's operations. Throughout his tenure at the company, Mr. Lhotka has held various positions, including chief administrative officer, senior vice president of development and senior vice president of operations. Prior to joining General Growth, Mr. Lhotka worked for Homart Development Co., where he began working in 1972 as a staff assistant in the corporate personnel department. At Homart, he went on to serve in many capacities within corporate and mall management, including general manager of Northbrook Court and vice president of asset management. A native of Chicago, Mr. Lhotka received his Bachelor of Arts from DePaul University. He is an honoree of GGP's distinguished Founder's Award; has served as an ICSC CSM committee member.

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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 and spoke at the 2011 ICSC RetailGreen Conference. 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, CEO of the American Land Funds and KL Realty, as well as the founding principal of Linneman Associates, and Professor Emeritus of Real Estate, at the Wharton School of Business, the University of Pennsylvania. He was a member of Wharton's faculty for 32 years, serving 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 lectures 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 has been 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 32 years he has been the Managing Principal of Linneman Associates, providing strategic and financial advice to leading corporations.

His quarterly research publication, [The Linneman Letter](#), is viewed as a major thought leader in the business. His recently released 3rd ed. of *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. He was Senior Managing Director of Equity International Properties, 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 has, served on the Board of Directors of public and private companies.

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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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Brian S. McCarthy, CMD, CSM is the Senior Vice President, Asset Management, Central Region for General Growth Properties, Inc., the country's second largest shopping center owner, manager and developer. In this capacity, McCarthy oversees the operations for 48 retail properties of the company's portfolio. This portfolio consists of regional shopping centers including several flagship properties such as Mayfair in Milwaukee, WI, La Cantera Center in San Antonio, TX, Oakbrook and Water Tower Place in Chicago, and Kenwood Centre in Cincinnati, OH. In his position, McCarthy is responsible for the strategic direction and financial performance of the properties, overall center operations, and capital deployment.

A native of Maryland, McCarthy first joined General Growth as a Portfolio Analyst in 1998 and served in various capacities in the General Growth Asset Management department, including Vice President of Management for a portfolio 42 shopping centers in the East region through 2004, at which time he was promoted to Vice President of Asset Management over 29 regional centers in the Midwest. Prior to joining General Growth, McCarthy worked for The Rouse Company. He is a graduate of the University of Maryland, Robert H. Smith School of Business. Brian McCarthy holds two professional designations (CMD, CSM).

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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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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 Law at Rutgers School of Law – Newark. She is Dean of the ICSC University of Shopping Centers College of Asset Management.

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Susan C. Murphy, Esq. is an attorney at Brennan, Dain, Le Ray, Wiest, Torpy & Garner, PC, a Boston, Massachusetts law firm specializing in serving the legal needs of the real estate industry. Her practice focuses on real estate development, leasing, land use, and real estate finance. Prior to joining Brennan Dain, Ms. Murphy practiced at the Boston offices of Nutter, McClennen & Fish and WilmerHale where she represented real estate clients both locally and nationally. In addition to her private practice, she has over ten years experience at the municipal level serving on a planning board and various development and planning committees, and advising on land use and real estate matters.

Ms. Murphy is a current co-chair of the Leasing Committee of the Boston Bar Association and is an annual guest lecturer on the topics of site control, public-private development agreements and retail leasing at the Real Estate Ventures course in the MIT Center for Real Estate masters program. She earned her law degree from Fordham University School of Law and her B.A. from the College of the Holy Cross, and is admitted to practice in Massachusetts and New York.

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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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David K. Ober, general partner of Rockvale Outlets Lancaster, holds more than twenty years of outlet industry experience in leasing, marketing, acquisitions, development, construction, and property sales. Recently Mr. Ober started Global Outlet Management, a property management company that specializes in outlet leasing, marketing and management. Global Outlet Management is partnering with a land developer in Springfield IL to bring an outlet center to that city. He is also president of The Council of DOC&R, the International Trade Organization of the Outlet Industry. In September of 2010, Mr. Ober was inducted into the Developers of Outlet Centers & Retailers Hall of Fame. The presentation is conducted annually to honor top leaders in the outlet and retail industry.

In addition to his real estate, retail and shopping center expertise, Mr. Ober is the founder and President of Share the Blessing, Inc., a 501 (c) 3 charitable organization. He has been a guest lecturer, speaker, and moderator at ICSC) conventions across the U.S. China, and Argentina and for the second year in a row Milan, Italy. A board member of the Pennsylvania Retailers Association, Ober also has a monthly column in *Value Retail News* (VRN). He is also a member of the Value Retail News Fall Outlet Leasing and Marketing Convention Program Committee. Value Retail News is an ICSC publication. Mr. Ober is a graduate of Wheaton College and is currently a candidate for his PhD degree at Eastern University, Philadelphia, Pennsylvania.

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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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Bruce D. Pomeroy, CDP is a founding principal and President of Evergreen. Mr. Pomeroy has more than 34 years of real estate development experience, focused on single tenant, community and power center development in the western U.S. With offices in Glendale, California and Phoenix, Arizona, Evergreen regularly averages more than 100 projects under development. In addition to shopping centers, the company has created extensive systems for national tenant rollouts, completing more than 250 freestanding stores for Walgreens, and as a lead developer, completing new stores for Tesco's Fresh & Easy Neighborhood Market. Mr. Pomeroy is also a principal of Evergreen Communities, LLC, which is active in land planning and development.

Mr. Pomeroy and the Evergreen team contribute to the activities of the Evergreen Development Foundation, which supports children in the communities in which they are involved. Mr. Pomeroy received his degree in Economics from Pomona College. He is an ICSC Trustee and past Dean of the ICSC University of Shopping Centers College of Debt Workout, Transactions and Repositioning of Distressed Assets.

KIERAN P. QUINN

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Kieran P. Quinn joined Guggenheim Partners and its affiliate, Pillar Multifamily, LLC, in February, 2011. He will be establishing a national platform to originate commercial and multifamily loans. He was formerly with Walker & Dunlop as Vice Chairman and Executive Vice President, where he managed the Capital Markets Group. In 2010, the group closed \$500 million in loans and generated \$4 million in fee income. From 2003 – 2009, he served as President, Chairman and Chief Executive Officer of Column Financial, Inc. and Column Guaranteed. Column Financial was originally a joint venture between Donaldson Lufkin & Jenrette (DLJ) and Equitable Real Estate. Column opened 18 offices in the US and two offices in Canada. Credit Suisse acquired DLJ and Column in 2000. Column closed over \$50 billion in loans from 1993 – 2009 with 140 employees. Column Guaranteed was a Fannie Mae DUS lender that Column acquired in 2003. Column Guaranteed merged with Walker & Dunlop in 2009.

Mr. Quinn worked at Equitable Real Estate from 1990 – 1993, where he managed the Equitable Life portfolio in Atlanta, Philadelphia, New York and Washington. He worked as a Vice President of Finance at a private multifamily development company based in Atlanta from 1981 – 1990. He started his career at the First National Bank of Chicago from 1973 – 1980. He has an MBA from the University of Chicago and a BA from Villanova University. He is a Past ICSC Trustee and past Dean of the School of Finance, Accounting and Lease Administration of the University of Shopping Centers. Kieran Quinn is Director of the ICSC Foundation.

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Gary M. Ralston, SCLS, CCIM, SIOR, CPM, CRE 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, SCDP is President and Chief Executive Officer of The Rappaport Companies, a retail real estate company he founded in 1984. The Rappaport Companies provides leasing, tenant representation, management and development services for more than 13 million square feet. 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 Principal Partner for approximately 3.5 million square feet of the shopping centers managed by The Rappaport Companies.

A former Chairman and Trustee of the ICSC, Mr. Rappaport is the only Chairman to date to hold all four ICSC designations, SCSM, SCMD, SCLS and SCDP. He serves on ICSC's Executive, Nominating, Government Relations, Long Range Planning and PAC committees and continues to lobby at the state and federal government levels on many issues important to the shopping center industry. Mr. Rappaport also serves on the Washington, D.C. Economic Partnership Board and served as an Entrepreneur in Residence at the Wharton School of the University of Pennsylvania.

Mr. Rappaport is committed to sharing his knowledge and experience as an entrepreneur and has authored "Investing in Retail Properties," which explains how to structure real estate partnerships for sharing capital appreciation and cash flow. The information contained in the book is the basis for classes he teaches for ICSC's University of Shopping Centers and Executive Learning Series and as an annual guest instructor at Johns Hopkins University and Georgetown University.

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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 Chairman of the Real Property Practice Group of Siegfried, Rivera, Lerner, De La Torre & Sobel, P.A. 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 (now Clarion Partners) 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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Dana Rowan has 30 years of real estate workout, investment and development experience. As managing director of Paradigm-Exeter Advisors, Mr. Rowan manages a team of Boston-based workout and restructuring advisory professionals serving the needs of debtors, creditors and receivers. The firm's advisory business is national, covers all product types and includes existing and development projects encumbered by both whole loans and securitized debt. Mr. Rowan, together with his three partners and a team of roughly 20 employees, has extensive experience over the past 20 years working out, restructuring and investing in over \$10 billion of distressed real estate assets throughout the US. Mr. Rowan started his workout career in the early 1990's at The Recovery Group in Boston, which at the time was one of the largest specialized workout, receivership and bankruptcy advisory firms in New England. Today that firm is a global advisor operating under the name CRG Partners. Also during the 1990's, as national chairman of NAIOP (National Association of Industrial and Office Properties), Mr. Rowan helped form an industry-wide coalition of real estate trade associations, including ICSC, to lobby Congress and the White House for tax reform, investment incentives and liberalization of REIT investment rules to help restore liquidity to the industry.

Mr. Rowan started his career with the Prudential Realty Group during the 1980's, where as a member of the acquisitions and sales team, he was responsible for roughly \$500 million of equity investment annually, including retail assets. Later in his career, Mr. Rowan became part of the senior management of New Boston Fund, where he set up and ran the company's asset management operation involving a 10 million SF real estate portfolio located in the Eastern US and Midwest. Subsequent to that role, he served as head of corporate and portfolio strategy for the firm. In 2003, Mr. Rowan with several partners established The Exeter Companies and focused on investment and development opportunities both in the US and the emerging markets of Eastern Europe and India. In the course of that work, Mr. Rowan became involved with the investment and development of one of the largest regional malls in Northern India (Festival City, Ludhiana).

In addition to serving as the past national chairman of NAIOP, Mr. Rowan is a current director of NAIOP, the recent chairman of NAIOP's Tax and Finance Committee and a founder of NAIOP's Urban Redevelopment Forum and its National Research Foundation. Mr. Rowan is a recent US director of the International Real Estate Federation and an active member of the Urban Land Institute, the Real Estate Finance Association, and the Real Estate Investment Advisory Council. He is also a founding member of the Alumni Advisory Board of the Real Estate Academic Initiative at Harvard University. REAI facilitates interdisciplinary collaboration in real estate academics and alumni activities across all of Harvard's professional schools and the College. Mr. Rowan is also a recent director of the Harvard Alumni Association, the past chairman of the Harvard Kennedy School Alumni Association, and a former advisory board member of both Harvard's Center for Business and Government and the Taubman Center for State and Local Government. Currently, Mr. Rowan is a trustee of the Boston Architectural College. Mr. Rowan is a graduate of Dartmouth College, has a master's degree in finance and urban economic development from the Harvard Kennedy School and an Executive MBA from the Boston University School of Management.

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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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Ed Senenman is Senior Vice President - Investments at EDENS, formerly known as Edens & Avant. Mr. Senenman's primary responsibilities include the oversight of strategic portfolio acquisitions as well as one-off transactions particularly in the New York Metro area. Prior to joining Edens & Avant, Ed Senenman was Senior Director of Acquisitions at Federal Realty and previously served as Vice President of Acquisitions for Kimco Realty Corporation. Senenman received both an MBA in Finance and BBA in Accounting from Hofstra University and has more than 20 years of experience in all facets of retail property acquisitions, property valuations, asset management, and development.

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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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Ira B. Silverstein, Esq. is a partner in the Litigation Department and a member of the Complex Commercial Litigation, Employee Benefits and Executive Compensation, and Insurance Groups. He concentrates his practice in complex commercial litigation, with an emphasis on insurance fraud, insider misconduct, and ERISA.

Mr. Silverstein's experience includes numerous matters that have set precedents. Among them is a Pennsylvania Supreme Court case that determined that survivors of individuals killed in motor vehicle accidents could receive wage-loss benefits under the state's no-fault insurance law. In another matter, Mr. Silverstein persuaded the Pennsylvania Supreme Court to reverse itself, restoring the validity of the Philadelphia Historic Preservation Ordinance. Finally, representing an insurance department as liquidator of a national life insurance company, Mr. Silverstein attained a landmark, \$35 million legal malpractice settlement. Additionally, he recovered \$25 million for the company in related litigation.

He is a member of the American Bar Association and the Philadelphia Bar Association. He was recently named to the Pennsylvania Supreme Court's Committee for Standard Civil Jury Instructions, and is a Recipient, AV Peer Review Rating, for Martindale-Hubbell. He wrote "Litigating Insider Misconduct," *The Legal Intelligencer* and was a Contributor, *Pennsylvania Supreme Court Committee Suggested Standard Civil Jury Instructions*, third edition. He spoke on Employee Benefit Claims & Litigation: Risk Reduction Strategies," Association of Corporate Counsel, Delaware Valley Chapter (DELVACCA), October 2008

Mr. Silverstein has a J.D. from Harvard Law School and a Master's from the University of California, Berkeley. He was a Recipient, Ford Foundation Fellowship and Woodrow Wilson Fellowship to Yale University, where he received his Bachelor's, *cum laude*. He is admitted to the Bar in New York and Pennsylvania, the U.S. District Court for the Eastern District of Pennsylvania, the U.S. District Court for the Southern District of New York, the U.S. District Court for the Eastern District of Wisconsin, the U.S. Court of Appeals for the Third, Seventh and Tenth Circuit, the U.S. Supreme Court, and the U.S. Tax Court.

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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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Jane Snoddy Smith, ESQ. is a partner with the international law firm of Fulbright & Jaworski L.L.P.'s real estate practice group. In a transaction recognized nationally as a mega deal and only one of few to close since the credit markets froze, she led a 20-lawyer team on behalf of one of the largest public retirement systems to purchase a portfolio of over 90 buildings located in nine states, containing more than 9.6 million sq. ft. Jane Smith's broad range of experience includes brownfield projects, healthcare facilities, shopping centers, public and private equity investments, wind and alternative energy projects, and public-private partnerships.

Her clients include real estate developers, as well as big-box and department store retailers, real estate investment trusts, insurance companies, and pension fund advisors. Ms. Smith has extensive expertise in shopping centers, having worked on transactions involving more than 130 regional, million-plus sq. ft. centers in more than 34 states.

Jane Smith is named in *The Best Lawyers in America, Real Estate Law* (2008-2011) and is a Fellow of the American College of Real Estate Lawyers. She is the Immediate Past President (2009) of the 8,000 member CREW Network, is listed in Texas Super Lawyers, was the 2008 Chair of the ICSC Law Conference and has served on the ICSC Law Board for over ten years. Ms. Smith is a Founder of the Center for Women in Law at the University of Texas School of Law. She is a frequent speaker at conferences and has published numerous articles for professional publications, including BOMA, ICSC, ABA, NAREIM and CCIM.

JOYCE S. STORM

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Joyce Storm's company, JSS Advisors, is a real estate company specializing in large scale retail property development; and the strategic assessment, execution and management of underperforming retailers themselves. The firm's president, Joyce Storm, is a nationally recognized expert in development, repositioning, leasing and management of regional malls and single category dominant retailers. As an advisor, Ms. Storm has consulted with department stores and category dominant retailers such as Nordstrom, Nordstrom Rack, Bloomingdales, JC Penney, and LA Fitness, to name a few. She has counseled investment banks, opportunity funds, and institutional investors regarding their retail portfolios in the United States and Europe. Among others, these include QIC of Australia, Lazard Freres, CS First Boston, Starwood Capital, Rockwood Capital, Prudential Real Estate Investors, The Anschutz Group, Oaktree Capital, Taconic Partners, The Olnick Organization, Orient Express Hotels, The Benenson Group and Equity International Properties.

As a leader in prepackaged bankruptcy disposition, Ms. Storm divested 550 properties for public companies including Woolworth, United Artists and Regal Cinemas. For Woolworth's successor company, Venator Group Inc., she generated over \$400 million in unanticipated revenues. As an active developer, Ms. Storm is repositioning 2.5 million square feet of regional malls in New Jersey, Maryland and Georgia. She has \$75 million in ongoing construction projects through 2010. As an equity source, Ms. Storm placed \$40 million for a 52 acre, 1 million square foot mixed use *Town Center* in Sandestin, Florida in 2007. As a leasing expert, Ms. Storm has tenanted over 25 million square feet of trophy malls from coast to coast (e.g. from Beverly Center in Los Angeles to CambridgeSide Galleria in Boston).

Retail and advisory clients include Edwards Theatres, Polo Ralph Lauren, Club Monaco, Ark Restaurants, Stride Rite, Johnny Rockets, the New England Patriots, Footlocker, Sony, Tumi, Roebing Investment, Western Development, Champs, Footlocker, Heritage Partners (Calgary, Alberta), DeLaurentiis (Rome), Annick Goutal (Paris). In 2007, Ms. Storm purchased Savannah Mall, a one million square foot super regional mall located in Savannah, Georgia. New anchors within the project include a 130,000 square foot Bass Pro and a 60,000 square foot Savannah Regional public library facility, *Live Oak Library*. In the late 90s, Ms. Storm co-developed Roosevelt Raceway on Long Island, a 90-acre Planned United Development including residential, hotel, office, and 600,000 square feet of retail space. In 1999, Ms. Storm acquired, as part owner, the 350,000 square foot One and Olney Shopping Center in Philadelphia, PA. This property was originally Kmart anchored and then was redeveloped and sold in 2002. In 1998 she sold the development rights for a 37-story residential tower in midtown Manhattan on Eighth Avenue in the 50s after completing design, permitting and financing commitments for the project.

Prior to JSS Advisors, in 1996, Ms. Storm held the position of Executive Vice President, Real Estate and Development for Sony Theatres (Loews Cineplex, now AMC) and Sony Retail in New York City. Her responsibilities encompassed strategic partnership formation, financing, leasing, design and construction for the 1,500-screen circuit and retail concepts. She served on both Executive and Operating Committees. In 1992, Ms. Storm was President of the Kaplan Group, Newton, Massachusetts. In that capacity, she was responsible for the leasing of 20 super regional malls (23 million square feet) throughout New England. Major portfolios under exclusive leasing contracts included New England Development Portfolio (Wells Park Group) and S.R. Weiner & Associates. A portion of the New England Development portfolio was bought by the Simon Property Group in 1997 for \$1.7 billion. Prior to joining the Kaplan Group, Ms. Storm spent over a decade at the Taubman Company, Bloomfield Hills, Michigan, in development, leasing and property management. She directed site acquisition, planning and zoning activities, leasing and operations for the most productive "trophy"

retail environments in the country. She also developed and managed large mixed-use hotel and office projects for Taubman in Charleston, South Carolina (Charleston Place) and New York City (Sotheby's Tower at 72nd Street and York Avenue).

In addition to an active membership with ICSC, Joyce Storm serves as: Principal, Rosen Real Estate Securities; Board of Advisors, Onex Real Estate Partners; President's Council, Real Estate Round Table; Executive Board, Women's Leadership Committee, Kennedy School, Harvard University; Chairperson, Commercial and Retail Development Council (CRC Blue) Urban Land Institute; Advisory Board, Zell/Lurie Real Estate Center at Wharton. Ms. Storm is a regular guest lecturer at the Zell Lurie Real Estate Center at Wharton Business School and the Fisher Center for Real Estate at Hass Business School, Berkeley, California.

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David K. Taylor, ESQ. is a partner with the Nashville office of Bradley Arant Boult Cummings, LLP, and for 25 years has been a commercial litigator, with an emphasis on construction and real estate dispute resolution, and has represented local, regional and national commercial landlords and tenants. David has a national "neutrals" practice, serving more than 300 times over the past 15 years as an Arbitrator or Mediator, and has lectured more than 100 times at construction, alternative dispute resolution, landlord/tenant and real estate seminars. David was named to the 2011 *Super Lawyers Business Edition*, Construction Litigation, and he is listed in *The Best Lawyers in America*® 2010 for his construction law and alternative dispute resolution practices. He was listed in 2009 as a "Mid-South Super Lawyer" and in 2010, "Corporate Counsel Edition Super Lawyer" for his construction practice, and the *Nashville Business Journal's* "Best of the Bar" for construction and litigation.

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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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Natalie M. Turpan has been a part of the PVH family for almost a year. She serves as the Senior Vice President of Retail and Leasing for all 5 of PVH's retail brands. These brands include Calvin Klein, Tommy Hilfiger, Van Heusen, Bass, and Izod. Prior to joining PVH, Natalie worked for Aéropostale, Inc. for 11 years. There she served as their Vice President of Real Estate and Leasing Services. At both PVH and Aéropostale, Natalie has created and/or managed several departments including; the retail leasing department, responsible for locating and determining the financial feasibility for new store locations as well as managing a portfolio of over 1,000 stores in the US and Canada, the Lease Administration group, the Rent Accounts Payable and Rent Audit departments, and the Real Estate Committees. Natalie received her MBA in Business Finance from Seton Hall University and a Bachelors degree in Business/History/Politics from Ithaca College.

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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. He is a member of the ICSC NOI + Conference Program Planning Committee.

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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 ICSC 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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Greg B. Wilson is the Senior Credit Officer of the Special Assets Group at U.S. Bank. Mr. Wilson is responsible for the credit and portfolio risk function for U.S. Bank's commercial problem loan portfolio. Mr. Wilson joined U.S. Bank in 1995 and has held various roles in Corporate Banking, Wealth Management, and Credit Administration.

Mr. Wilson earned a bachelor's degree from Pittsburg State University in Pittsburg, Kansas and an MBA from the University of Minnesota (Carlson School of Management) in Minneapolis.

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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 company's divisions specializing in income and office properties. In addition, he handles recruitment for the DFW brokerage operation and handles internal and external marketing and promotion efforts. Prior to joining Weitzman, Mr. Young was senior managing director, south and southeast regions, for Kennedy-Wilson, where he was responsible for the DFW operations and overall brokerage activities. His extensive commercial real estate career also includes service as executive vice president and managing director in charge of the Dallas operation for Grubb & Ellis and as executive vice president for BEI Management, Inc.

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.
