

ICSC WESTERN DIVISION

Conference & Deal Making

San Diego Convention Center | San Diego, CA | October 1 - 2, 2014

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SPEAKER BIOS

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Speaker Bios

DAVID ANGARD is the Director of Real Estate for Brown Shoe and has been serving in said capacity since 1999. David's role includes expanding the company's portfolio in 15 western states which includes CA, WA, OR, CO, HI and AK. David's other responsibilities for Brown Shoe include asset management for the company's approximately 350 stores in the west. David has been a member of ICSC since 1987 and is currently the CO/WY State Retail Chair. Prior to his employment with Famous Footwear, David was the VP of Real Estate for OhCal Foods/Subway in Los Angeles County and was the Director of Real Estate for Pep Boys.

JEFF BERKES is the West Coast President for Federal Realty Investment Trust. In this capacity, Mr. Berkes is responsible for leading the Trust's West Coast Leasing, Development, Asset Management, and Acquisitions teams; achieving corporate P & L goals; and growing the Trust's West Coast portfolio. Prior to his current role, Mr. Berkes was the Trust's Chief Investment Officer since 2004. Mr. Berkes also serves as a member of the Trust's Executive, Investment and Finance Committees. Mr. Berkes is located in the Trust's West Coast Headquarters at Santana Row in San Jose, CA. Prior to joining Federal Realty in 2000, Mr. Berkes was Vice President of Acquisitions and Finance for Velsor Properties, a Northern Virginia-based private real estate investment firm. He served as Director of Acquisitions for Federal Realty from April 1997 to August 1998. Prior to joining Federal Realty in 1997, Mr. Berkes was Vice President of Acquisitions for Heitman Financial/JMB Institutional Realty Corp. He also worked as a loan officer for ITT Real Estate Services and as a Regional Investment Analyst for CB/Richard Ellis prior to joining JMB. Mr. Berkes has an undergraduate degree in Finance and Real Estate from the University of Denver and a Masters of Business Administration in International Finance from George Washington University. Mr. Berkes is an active member of The George Washington University Center for Real Estate and Urban Analysis Advisory Board, Urban Land Institute, and International Council of Shopping Centers.

NICOLAS BOUDET currently serves as Vice President of U.S. Development and Franchising for Taco Bell Corp. ("Taco Bell"), a subsidiary of Yum! Brands, Inc., (NYSE: YUM). Taco Bell is the nation's leading Mexican-style quick service restaurant serving more than 36 million customers each week in over 6,000 restaurants in the United States.

In this capacity, Nicolas shares the responsibility of defining the Company development strategy as well as overseeing its execution. Additionally, he leads the Franchising team with the goal of supporting the success of our Franchise partners' overall business performance through frequent business reviews—succession planning sessions including the oversight of business transfers. His team is also responsible for driving Franchise development and the recruitment of new Franchisees. Nicolas joined Yum! Brands in 2008 as the Chief Development Officer of the Latin America and the Caribbean Business Unit, where he grew the Business Unit footprint from 1,100 restaurants to 1,800 across 40 countries. He was also instrumental in defining the Business Unit Strategic development through new market entry and franchise partner selection. He led the teams that introduced KFC in Argentina, Taco Bell in El Salvador, Colombia and in Chile and paved the way for other market entries in Bolivia and Paraguay. Prior to Yum!, Nicolas served as Senior Vice President of Real Estate for Club Med Americas where he oversaw all development, acquisitions and asset management activities for the Americas business unit. He held several other positions such as Vice President of Joint Venture Real Estate with Starwood Hotels and Resorts based in White Plains NY, Vice President of Real Estate Investments for a private equity fund in London, and Vice President of Acquisitions and Development with Club Med Americas from 1999 until 2004. Nicolas started his Real Estate investment career with JLL based in London where he worked for several years. He earned his Master's degree from a joint program administered by Cornell University and ESSEC Business School.

DEREK DALY is an Irish driving legend and the epitome of the Complete Champion. From the Victory Circle to the Announcer's Desk, Hall of Fame Race Car Driver and Network Television Color Analyst, Daly has spent nearly three decades as the face of the motorsport world. He counts Sylvester Stallone, David Letterman and Jay Leno amongst his friends. Born and raised in Dublin, Ireland to a middle class working family, Derek's career path was set at the age of twelve when he attended his first auto race. From that moment, his commitment to the dream of being a professional driver was unshakeable. On the way to his dream he worked as a laborer in the iron ore mines of

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Australia and, while travelling the race tracks of England, he took up residence in a school bus. Derek's professional racing career spanned 17 years and his experiences are nothing short of breathtaking. Daly's story is one that precious few have lived to tell. In 1984, Derek suffered one of the hardest crash impacts that a driver had ever survived when he hit the wall at Michigan International Speedway at 212 MPH. After fourteen surgeries and three years in therapy, he returned to full-time racing. He competed in the 12 Hours of Sebring—one of the premier motorsport endurance races in the US—and won the race two years in a row. His early dreams became reality when he won Irish, British and European championship events. In 1978, he competed in the Formula One World Championship, and two short years later Derek was ranked 10th in the world. In 1983 he made his first of six starts in the Indianapolis 500. In 1985 Derek started a 10-year association with ESPN as a motor sport color analyst. He became the face of motor sports, seen on NBC, CBS, Fox and Speed Channel. USA Today highlighted Derek as "the best new face on sports television" and IndyCar Racing magazine voted Derek "the most popular motor sports television announcer." Moët & Chandon champagne awarded Derek the Jules Goux Award for his outstanding contributions to motor sports television. He was later nominated by ESPN for an Ace Award, and Derek received the 2000 Hall of Fame Award from "Motor Sport Ireland" for his leadership of Irish motor sport. Derek literally wrote the book on how to become a "Complete Champion". *Race To Win: How to Become a Complete Champion* was heralded a "future classic" by the Irish Times. Friend, former race competitor and international auto racing superstar Mario Andretti contributed the foreword: "Derek's book teaches lessons it took guys like me years to learn. Quite honestly, I believe the advice in this book resonates far beyond the racing industry." Derek has taught the timeless principles of his most valuable asset—speed. Companies like Xerox, Bayer, Deloitte, Growmark, PepsiCo, State Farm, Zurich Insurance and Gallo wines, and agencies like the USDA, Department of Defense, Federal Reserve Bank, have depended on Derek's Complete Champion Model to motivate, inspire and enlighten their teams. Derek, his wife and three sons reside outside of Indianapolis, Indiana. Derek became an American Citizen on September 28, 1993, but retains his wonderful Irish accent.

MARC DRASIN started his real estate career with GreatScott! SuperMarkets of Michigan and was with them when they went public and then later acquired by Kroger. Thereafter he joined 7-Eleven in Dallas where he was the No. 1 Producer of new stores in the United States. He used his Chinese speaking abilities to open 7-Eleven stores in Taiwan, which have expanded throughout China. Recruited by Petco of San Diego, he was their first Vice President of Real Estate for a 10-year period when the company went public, negotiating around 600 locations and taking the company from 4 states to 41 states and Canada, acquiring 19 other companies along the way. Later recruited by Blockbuster to join them for a West Coast real estate turnaround, he also helped them in Hawaii, Guam, Saipan, Fiji and Tahiti and was also with them when they went public. He subsequently joined Grocery Outlet in Berkeley, CA in 2002. Grocery Outlet Inc. is held by Berkshire Partners and has been continuously profitable during its 67-year history. They operate over 200 stores including some on the West Coast, and have recently acquired Amelia's Grocery Outlet in Pennsylvania, which they will be expanding. Marc graduated from the University of Michigan in Ann Arbor with a B.A. in Psychology and then attended the Washington University M.A. graduate program in Chinese on both a Scholarship and a Teaching Fellowship.

JILLIENE HELMAN is the Founder and CEO of RealtyMogul.com. Realty Mogul is crowdfunding for real estate, the largest online marketplace for investors to pool money and buy shares of pre-vetted real estate investments. Jilliene is responsible for overseeing the strategic direction and operation of the business. Previously Jilliene was a Vice President at Union Bank, where the majority of her time was spent in Private Wealth Management working with the broker-dealer, registered investment advisor, real estate lenders and wealth planners. Jilliene is a Certified Wealth Strategist, holds Series 7 and Series 63 securities licenses and earned a degree in Business Administration from Georgetown University. She has been featured in countless publications including Forbes, Entrepreneur, NYT and Bloomberg, and is a frequent speaker on the subjects of crowdfunding, real estate finance and entrepreneurship.

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JAY KERNER is the President and CEO of U.S. Realty Partners, a regional commercial real estate operating company and consulting firm focused on high quality properties from California to Denver. He has over twenty eight years of experience in the acquisition, operation, development, leasing and management of retail, multi-family, office and mixed use properties. Mr. Kerner was formerly Regional Director of Capital and Counties, U.S.A., a privately held real estate investment trust with 2.5 Million square feet of retail, office, multi-family and mixed use properties organized as a subsidiary of Capital Shopping Centres Group, London (a publicly traded FTSE 100 company; CSCG.L). In addition to his duties overseeing acquisitions, dispositions, financing, and operations, he was a key executive involved in the sale of the company to Equity One (NYSE; EQY) in 2011 for more than \$600 Million. Prior to that, he was Senior Director of Acquisitions for Federal Realty Investment Trust, a public REIT with more than 19 million square feet of high quality mixed use and retail properties in the best markets in the U.S. (NYSE: FRT). Mr. Kerner was also President of Kerner Management and Investments, a regional shopping center operator and developer, for more than 10 years. Over his career, he has been personally involved in more than \$1 Billion in commercial real estate projects. Mr. Kerner is a graduate of UCLA with a degree in Business & Economics. He is a member of the International Council of Shopping Centers and has served as a speaker at past events. In addition, his is a licensed California Real Estate Broker and General Contractor. Mr. Kerner is also the author of *Chasing Yield; an Individual Investor's Guide to Passive Commercial Real Estate Investments*.

RICK KUHLE, is a founding principal and Chairman and CEO of Vestar. Through his leadership, Vestar has become a nationally recognized shopping center acquirer and developer in the western U.S. Under his stewardship, Vestar has acquired and developed over \$5 billion dollars worth of high profile developments in the U.S. He has a master's degree in Business Administration from Arizona State University and an undergraduate degree in History from Utah State University. Kuhle serves on municipal boards in metropolitan Phoenix, is the past President of the United Way Board of Directors, and the past Chairman of the Phoenix Children's Hospital Board. In 2009 he was inducted into the W.P. Carey School of Business Hall of Fame at Arizona State

University. Rick and his wife, Shelley, have been married over 24 years and reside in Paradise Valley, Arizona. They have four children. He enjoys hiking, biking and skiing.

GREG LUKOSKY is currently Vice President of Development for Peninsula Retail Partners, a retail development firm specializing in new and existing retail shopping center projects in California, Nevada, Arizona, and Utah. He is responsible for acquisitions, feasibility analysis, marketing, leasing, and planning/entitlements. Previously, Greg was a Real Estate Manager for Ralphs Grocery Company & Food 4 Less, both divisions of The Kroger Company. He was responsible for new development opportunities, relocations, on-site replacements, lease extensions, leasehold acquisitions, remodels, and various asset management duties in Southern California and Nevada. Prior to joining Ralphs/Food 4 Less, Greg was a partner with Peninsula Retail Partners. Greg handled the Acquisition, Planning, Entitlements, Tenant Leasing and Investment Analysis for the company. Greg was also a partner with Silvercreek Properties. He was personally responsible for various shopping center developments covering over 500,000 square feet of retail projects in California, Nevada, and Arizona. He started his career as a broker with the Grubb & Ellis Company and has further corporate experience with Office Depot and Marie Callendar's Restaurants. Greg is a graduate of the University of California, Berkeley.

KEVIN MACKENZIE is a Senior Managing Director in the Orange County office of HFF. He is primarily responsible for overseeing the day-to-day operations of the Orange County, Los Angeles and Portland offices, as well as originating debt and equity placement transactions throughout the United States. He has completed the capitalization of a broad range of properties including multi-housing, office, industrial, retail and land. The capitalizations have included conventional permanent financings, joint ventures, mezzanine debt and construction financing. Throughout the course of his career with HFF, Mr. MacKenzie has been involved in excess of \$6 billion in commercial real estate transactions. Mr. MacKenzie joined the firm in March 2004. Prior to HFF, he worked in strategic finance and business development roles at various venture capital backed technology companies in Silicon Valley. During his tenure in the technology industry, Mr. MacKenzie played a key role in raising more than \$250

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million in venture capital from prominent firms including Kleiner Perkins Caufield and Byers and Benchmark Capital, among others.

STEPHEN POHL is a Managing Broker with NAI Black in Spokane, WA. He is a retail sales and leasing specialist with over 36 years of experience in all aspects of commercial retail (community/regional mall), mid-rise office, land development and asset and land sales. Until moving to Spokane, WA in 2007, he was a broker in Houston, TX, serving as an asset manager for Coventry Development Corp (NY) handling their Houston portfolio for 19 years. Stephen started his career with Friendswood Development Company, the real estate subsidiary of Exxon Corporation in 1978. He has leased over 2 MM square feet of retail space, totally over \$300 MM in transactions, and has been an active member of ICSC since 1982 serving in a number of leadership roles, panels and volunteer federal lobbying efforts. His focus has been the promotion of public-private partnering. He currently represents a number of retail properties as well as high-profile retailers in the eastern Washington market. Born in Cincinnati, OH, he holds an MS from Purdue University, and undergraduate degree from Xavier University OH.

JIM REYNOLDS, Senior Real Estate Manager, joined Great Clips in 2000 and represents the western region of North America. Jim earned the Great Clips Corporate Employee of the Year award in 2011. Prior to joining Great Clips, he was a leasing manager for shopping centers in the Seattle area and a real estate agent in Washington. Jim was born and raised in San Diego, attended college at the University of Oregon and lives in Seattle.

PETER SMYSLOWSKI is a Managing Director and cofounder of the San Francisco office of HFF. He has over 20 years of experience in commercial real estate finance and is primarily responsible for the origination and placement of both debt and equity transactions for all property types throughout the western United States. During the course of his career, he has completed in excess of \$5 billion in commercial real estate transactions. He has extensive background in complex, structured finance transactions. Prior to HFF, he was a Vice President at George Smith Partners where he was responsible for new originations, loan placement and closings. He also held a number of

senior management positions, most notably with the San Francisco based Kimpton Group, in the hotel and restaurant industry prior to his start in the mortgage banking field.

CHRIS WAIZMANN, Real Estate Manager at Dollar Tree Stores, Inc. is responsible for site selection in Southern California (San Diego, San Bernardino and Riverside Counties) and the entire state of Arizona. Chris joined Dollar Tree in January of 2012 and lives in Encinitas, CA. Prior to joining Dollar Tree, Chris was a Senior Vice President at CBRE, Inc. from 2007-2012 specializing in Retail Tenant and Landlord representation in Northern Nevada and a Senior Vice President at Trammell Crow, Inc. from 1998-2007. Past clients included Dollar Tree, Starbucks Coffee, Jack In Box, Brinker International, CVS/Pharmacy, Fresh & Easy, Grocery Outlet, Kimco Realty and Donahue Schriber.

ROBERT WELANETZ, CRX, CSM, is Blackstone Real Estate Partner's Global Retail Real Estate Advisor. In his capacity as a retail sector expert he assists in sourcing and creating investment strategies, underwriting acquisition targets and determining strategic asset management guidance for retail real estate within Blackstone's global real estate portfolio which includes equity and debt investments in mixed-use, retail, office and hotel properties. After eight years in Shanghai, China, Mr. Welanetz is now based in Atlanta, GA. Prior to his current assignment with Blackstone, Mr. Welanetz was President and CEO of Shanghai Kinghill Limited and Co-Chairman of Chia Tai Real Estate, real estate subsidiaries of The CP Group, a well-respected Thailand-based international conglomerate. While with CP he was responsible for all real estate investment and asset management for the group's owned retail real estate and department store initiatives in China. Mr. Welanetz was also on the board of Lotus Supercenters, CP's 100-store hypermarket business in China. Previously, Mr. Welanetz held executive positions as President and CEO of JLL Retail, Senior VP and Head of Lend Lease Retail Americas, Managing Director of Retail of The Yarmouth Group and Senior VP Operations and Leasing for Pan Pacific Development. His 35-year career in retail real estate began via his tenure with The Hahn Company where he held executive positions in Development, Management and Investor Relations. Mr. Welanetz is a past member of the Board of Trustees of the 55,000+ member International Council of Shopping Centers ("ICSC") and has served on

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numerous committees including the Executive Committee of the Board of Directors. Mr. Welanetz is an advocate of ICSC's role in support of the global retail real estate industry and active as a real estate professional for many years in both the U.S. and international real estate markets. He is a frequent speaker on cross border trends in retail, retail property and retail investment. Mr. Welanetz is a graduate of Colorado State University and Executive Management courses at INSEAD. He formerly was on the Board of Galileo Americas Trust, an Australian-listed property trust, the Advisory Board of the U.S. National Association of Realtors ("NAR") and the Board of Brixmor, a United States-based community shopping center company. Mr. Welanetz is currently on the Advisory Boards of Mokard, a China-based Retail Technology Sales/Marketing Company and Sino-US-Holdings, a United States-based investor in China market consumer product companies. Mr. Welanetz also serves on the Supervisory Board of Multi Development, a Netherlands-based Pan-European shopping center company.

AMBER WRIGHT is the Director of Leasing for Retail Opportunity Investments Corporation. She manages and executes the strategic merchandising strategy and lease negotiations for ROIC's Northern California retail portfolio consisting of approximately 1.6 million square feet. ROIC owns and manages a portfolio of necessity-based retail properties anchored by national or regional supermarkets and drug stores in the Western regions of the United States. Prior to joining ROIC, she managed and leased retail portfolios for Federal Realty Investment Trust, Vornado Realty Trust, Westrust Ventures and CenterCal Properties, including Santana Row (San Jose), Westgate Center (San Jose), The Plant (San Jose), Meridian Town Center (Boise) and Station Park (Salt Lake City). Earlier on in her career she spent time in the brokerage world representing both tenants and landlords for Main & Main, Inc. and CB Richard Ellis. Amber studied Regional Development and Business Administration at The University of Arizona.