

## SPEAKER BIOS

**David Angard** is the Director of Real Estate for CALERES for the Western United States. CALERES DBAs include Famous Footwear, Naturalizer, Famous Footwear Outlet and Mind, Body and Sole. Mr. Angard's responsibilities include new site selection, lease negotiation, legal and construction coordination and asset management for the existing portfolio of stores. Mr. Angard has been the Director of Real Estate for Brown Shoe since 1999. Prior to joining Brown Shoe, Mr. Angard was employed by Subway in Los Angeles County as its Vice President. Mr. Angard's responsibilities included overseeing the development agency's expansion throughout Los Angeles as well as asset management and construction coordination. Prior to joining Subway, Mr. Angard was Director of Real Estate for Pep Boys. Mr. Angard has a Bachelor of Arts from University of California, Santa Barbara.

**Jimmy Balafas** is co-founder and Managing General Partner of Kentro Group LLC, a private real estate investment firm. Prior to founding Kentro Group Mr. Balafas was a Director of Development at MVG, responsible for sourcing and managing retail development opportunities for the company. Prior to joining MVG, Mr. Balafas was a development associate with Pace Properties where he was responsible for site selection proposals for various national retail clients. Mr. Balafas has successfully bought and redeveloped numerous properties both commercial and residential as an independent entrepreneur. Prior to entering the real estate field, Mr. Balafas worked for Accenture (formerly known as Andersen Consulting) as a business consultant. Mr. Balafas holds a Bachelor's degree in Finance from the University of Colorado Leeds Business School and an MBA and a Master of Real Estate & Construction Management from the University of Denver, Daniels College of Business. Mr. Balafas is a licensed real estate broker in Colorado and a member of International Council Shopping Centers (ICSC).

**Keirstin K. Beck** has a transactional practice that focuses mainly on land use, real estate and business. Her extensive land use experience includes representation of landowners and developers in all aspects of the entitlement process including negotiation of annexation agreements, development agreements and vested rights agreements as well as acquisition, disposition and leasing of real property. Keirstin's true passion is assisting her clients in complicated redevelopment projects that involve challenging land use and financing hurdles. She has substantial experience negotiating public/private partnership agreements, including TIF, sales tax sharing and other economic incentives. In addition, Keirstin possesses unique knowledge of alternative financing options for complex transactions, including New Markets Tax Credits, EB-5 financing and PACE. Her innovative approach has yielded positive results to provide strong community support for projects. She obtained a B.S. from the University of Oregon and a J.D. from the University of Denver. Keirstin enjoys spending time with her family, yoga, skiing, hiking, running and biking. She is a past director of the YMCA of Boulder

Valley and the Denver Children's Home. Prior to joining the firm, she practiced at Otten, Johnson, Robinson, Neff and Ragonetti P.C.

**Darren Bovard** is the Director of Leasing at NewMark Merrill and is responsible for managing and overseeing the implementation of all aspects of the leasing department for the existing NewMark Merrill shopping centers and new developments in California, Colorado and Illinois. Since joining the NewMark Merrill leasing team in 2002, Mr. Bovard has successfully completed over one thousand retail leasing and management transactions throughout the portfolio consisting of millions of square feet in over fifty shopping centers. Mr. Bovard graduated from the University of Colorado, with a Bachelor of Science in Business Administration. He began his career in the management program at Enterprise Rent-a-Car before joining NewMark Merrill. Since joining NewMark Merrill, Mr. Bovard has formed long lasting relationships with owners, tenants and brokers which have been integral in leasing and increasing value for both existing and ground-up developments.

**Tyler Carlson** is a Principal of Evergreen Development and manages Evergreen's operations in Colorado and restaurant development nationwide. Tyler has been involved in all facets of real estate development since joining Evergreen in 2003 and developed over 50 projects across country. He graduated Magna Cum Laude from Brigham Young University with dual Bachelor's degrees in Finance and Economics and graduated with honors and top of his class from the University of Southern California with a Master's of Real Estate Development (MRED). Additionally, Tyler is a licensed and active real estate broker in Colorado and is member of the International Council of Shopping Centers (ICSC) and the Urban Land Institute (ULI).

**Chad Corrigan** is currently Vice President of Brand Expansion at Tokyo Joe's in Denver, CO. Leveraging his broad experience in restaurant and retail development, he delivers company growth by managing the real estate process from site selection to lease negotiation. His experience in trade area analysis and market planning provide the background for establishing the growth strategies for the brand. Chad helped guide Tokyo Joe's to open its first location outside of Colorado and select the markets for future company and franchise growth. Previously, Chad worked at Quiznos in a variety of development roles related to both real estate and franchise development. With a background in demographic modeling and analysis, he brought thoughtful leadership to the development team. It was there that he also gained significant expertise in franchise lead generation and the franchise sales process.

**Brian Darby** has over 25 years' experience in the corporate restaurant development sector. Past experience includes Development Team leadership at McDonald's, Boston Market, RARE Hospitality (LongHorn Steakhouse and The Capital Grille), Darden and Qdoba.

**Lauren Cook** has been with Weingarten Realty Investors since 2013. She currently holds the position of Regional Leasing Director and is responsible for managing and negotiating new lease transactions within the Colorado and Utah portfolio which contains approximately 3 million square feet. Most recently, she began overseeing the Las Vegas portfolio for Weingarten Realty which contains approximately 12 shopping centers and an additional 2 million square feet. Lauren has over eight years of retail leasing experience. She is an active member of ICSC.

**Ken Gatt** is a Principal and the Director of Leasing of Evergreen Real Estate Development, a multifaceted commercial real estate development firm that specializes in the development of Single Tenant and Multi Tenant Projects. He has worked in the Retail Real Estate industry since 1988 and was formerly with The Pederson Group and Westcor Partners where he specialized in retail development and leasing, he is now focused on the marketing and leasing of over 26 commercial corners in Colorado, Arizona and California, as well as the procurement of Retailers that require development services. Ken takes pride in creating win-win situations for both Landlord and Tenants. Ken graduated from Arizona State University and recently served as the State Director of International Council of Shopping Centers for Arizona and New Mexico.

**Dan Grooters**, along with partner and fellow executive managing director Riki Hashimoto, focuses on investment sales. Considered one of the top investment teams in the Denver metropolitan area, they specialize in the acquisition and disposition of office, retail and industrial investment properties. Mr. Grooters was ranked as the Number One producer in NGKF Denver in 2014 and has closed approximately \$1.75 billion of investment real estate in more than 278 transactions. Mr. Grooters joined Newmark Grubb Knight Frank after serving as a senior vice president with CBRE's Capital Markets Group. Prior to that, Mr. Grooters built extensive client relationships and a successful track record over a nine-year span as a senior vice president at Grubb & Ellis Company, where he served on the firm's Brokerage Leadership Board from 2008 to 2011. Mr. Grooters began his brokerage career in real estate at Marcus & Millichap in 1995.

**Grant Guidinger** has, for over ten years, specialized in retail site selection, sales and leasing of urban and suburban retail properties, mall merchandising and leasing, and strategic market consulting. Currently, Grant serves as Director of Real Estate for smashburger® and manages all aspects of site selection and transaction negotiation for new smashburger® locations in 33 markets across the United States. Previously Grant worked for Baum Realty as VP of National Real Estate Solutions and was responsible for outsourced store development across the US for both franchise and corporate driven brands. Grant's background is in landlord and tenant representation as a brokerage professional at Cushman & Wakefield, and shopping center development at Chesapeake Realty Advisors. Grant is a

passionate industry volunteer, currently serving as ICSC's Colorado/Wyoming State Retail Chair, and is the former chairman of ICSC's Western Division Conference, Next Generation Advisory Board, and founding member of ICSC's RECon Intellectual Advisory Committee (Las Vegas Convention).

**Julie Jacoby** joined the City of Thornton Economic Development office in 2014 as the Retail and Local Business Administrator, where she oversees the retail attraction and local business support programs for the largest city in North Metro Denver. Prior to joining the Thornton team, Julie's extensive managerial and marketing career spanned a variety of industries, including retail, development, broadcasting, hospitality, and education. Most notably, Jacoby spent 8 years with General Growth Properties, Inc., one of the nation's largest retail development companies where she served as the Director of Corporate Marketing & Communications and participated in 30 development and redevelopment retail projects. Julie entered the public sector in 2011 as the Economic Development Specialist for the City of Commerce City. Julie has been a member of the International Council of Shopping Centers since 1998 and currently serves as the Public Sector Chair for the ICSC Rocky Mountain Alliance. Julie holds degrees in Communications and Political Science from Valparaiso University. She has lived in Thornton since 2001 with her husband Jeremy and two daughters, Jessica and Johanna.

**Chuck Line** is the Deputy City Manager at the City of Glendale. He is directly responsible for the planning and zoning, building inspection, liquor licensing, and intergovernmental legislative functions of the City. Chuck has been with the City of Glendale since 1999, as Community Development Director and then Deputy City Manager in 2004. He has been directly responsible for the creation of Glendale's Urban Renewal Authority, the writing of the Common Consumption statutes for liquor licenses, and co-authored the Glendale and Denver fire agreement.

**Steve Nalley** has 9 years of urban design, planning, and zoning experience. For the past 7 years he has been working for the City and County of Denver Community Planning and Development Department where he is currently a Neighborhood Planning Supervisor. In this role, Steve manages multiple projects and staff focusing on long range planning, regulatory, and implementation projects for the city. This work includes TOD planning and implementation, transportation planning, neighborhood plans, map and text amendments to the Denver Zoning Code, citywide planning and implementation initiatives, and urban design guidance related to major infrastructure projects. Before taking a supervisor role, Steve supported several types of City projects including rezonings, neighborhood plans, general development plans and the Denver Zoning Code update.

**Grant R. Nelson** is the Managing Partner of Republic Investment Group. He has been actively involved in the shopping center development industry since 1992. Mr. Nelson joined the development firm of Antonoff Miller as a retail broker in 1992 and leased existing properties and new developments. From 1997 to 2000 Mr. Nelson developed two small scale retail and mixed use properties in Brighton and Denver. In 2000 Mr. Nelson joined a regional the regional development company of Goldberg Properties Inc. as a development manager and was responsible for over 3.0 million square feet of retail developments. During the spring of 2003 Mr. Nelson was promoted to Vice President of Goldberg Properties and was responsible for site acquisition, major anchor lease/contract negotiation, pro forma modeling, entitlement, and construction of the developments. In the Fall of 2011 Mr. Nelson started Republic Investment Group as the Managing Partner and currently operates the investment and development company. Republic focuses on retail investment and development and has acquired properties and is currently developing two King Soopers anchored centers. In the past thirteen years, Mr. Nelson completed developments with Wal-Mart, Sam's Club, Costco, Home Depot, Lowe's, Kohl's, King Soopers, and a multitude of other retailers totaling over 4.0 million square feet of space. Mr. Nelson has been involved with the International Council of Shopping Centers (ICSC) and is currently the ICSC Colorado/Wyoming State Director and was formerly the ICSC Colorado/Wyoming Government Relations Chair. Mr. Nelson is a 1991 graduate of the University of Colorado at Boulder with a BS in Business Administration.

**Amber Schiada** is Vice President, Director of Research for Jones Lang LaSalle's Northern California & Rocky Mountain Region. With more than 10 years of real estate experience, Amber specializes in real estate economics, industry trends and real estate forecasting. In addition, she co-authors the U.S. High-Technology Office Outlook, one of the firm's most comprehensive industry reports covering employment, patent, venture capital and public market trends nationally and in select markets across the country. Amber developed the proprietary market score featured in the report that ranks high-tech markets nationally and the potential impact of the industry on local real estate trends.

**Jason Schmidt**, Executive Vice President at JLL, began his real estate career as vice President of Development/Leasing for Signature Equities, Inc. in 1995. A full service office/retail development, leasing, and property management company with a portfolio of 350,000 square feet. In 2003 Mr. Schmidt became Director of Development for Pace Properties focusing on retail development and leasing. During this time at Pace Properties, Jason developed and leased over 500,000 sf of retail space. Jason was Vice President of Investment Sales at Cassidy Turley Fuller Real Estate where he focused on retail and land investment brokerage. Most recently, Jason was Senior Director at Cushman & Wakefield. A 1993 graduate of Drake University, Mr. Schmidt holds a Bachelor's of Arts

in Psychology, a Master's in Business Administration (1994) as well as a Master's in Real Estate & Construction Management (2002) from The University of Denver. Additionally, Mr. Schmidt is a member of the International Council of Shopping Centers (ICSC).

**Erika K. Shorter** is Director of Colorado Acquisitions for Evergreen and focuses on site acquisition, underwriting, preliminary due diligence, site planning, deal structuring and negotiations of development projects in the Colorado market. Erika has been part of the Evergreen team since October 2013 and has over a decade of experience in retail real estate having worked in the finance and real estate departments for a publicly traded specialty grocer and subsequently as a top producer and Vice President at SullivanHayes Brokerage, specializing in tenant representation and landlord leasing. Erika has a BS in Finance and Marketing with a minor in Economics from the University of Colorado at Boulder and an MBA from the University of Colorado at Denver. She also has a Colorado real estate license and is a member of the International Council of Shopping Centers.

**Bryan D. Slaughter** has been a member of the SullivanHayes Brokerage Corporation since 2012. Prior to working with SullivanHayes Bryan worked as a retail broker in Arizona from 2004-2012. His clients include landlords such as Evergreen Development, Kimco Realty, Weingarten Realty, Alberta Development Partners, The Kroenke Group, Republic Investment Group and tenants such as Walgreens, Kroger, Safeway, Turn Style Consignment. He received his Bachelor of Science in Business Administration from the University of Arizona.

**Joel Starbuck** has, for 19 years, represented the real estate interests of King Soopers and City Market, divisions of the Kroger Co. Currently, Joel serves as Assistant Director of Real Estate for King Soopers/City Market and manages all aspects of site selection and transaction negotiation for new store locations. Prior to working for King Soopers, Joel was a commercial broker specializing in office and retail leasing and tenant representation. A graduate of the University of Colorado, Joel likes to spend his free time with his wife and three children camping and fishing throughout our beautiful state.

**Ashley Stiles** brings 15 years of development experience to McWhinney. In her role as Vice President of Development, Northern Colorado, Ashley oversees McWhinney development in Northern Colorado, from procurement to completion. Ashley's responsibilities include sourcing, vetting, competing for, procuring and overseeing all new development projects in Northern Colorado. She oversees all aspects of project management, from relationship management with McWhinney's clients and prospects as well as contract and budget oversight and community involvement. Ashley earned her bachelor of science degree in landscape architecture from Colorado State University, and her master of business administration in finance and capital markets from University of Denver.

**Joe Vostrejs**, as one of the founders and principals of City Street Investors, has been involved in real estate and restaurant development in Denver since 1985. Joe and his partners have been investing in Denver neighborhoods for almost two decades, with a philosophy of choosing transformative projects that create both financial and social value – a practice he and his partners have dubbed “Custom Crafting.” In City Street Investors, the partners have created a highly capable, real estate-based, investment, management and development group that primarily works on complex projects that require creative solutions and that conform to the group’s mission of creating places that genuinely improve the communities in which they exist. Through a series of creative partnerships, projects and innovative acquisitions, the group has built a portfolio that consists of more than twenty restaurant investments and partnerships as well as a collection of over twenty re-positioned retail and multi-family properties in Denver’s most desirable neighborhoods.

**Mike Willingham** is a graduate of Texas A&M University, having earned a Bachelor of Environmental Design in 1971, followed by a Master of Architecture in 1972. After practicing Architecture for several years, Mike entered the retail business in 1980 when he joined the H.J. Wilson Co., a Baton Rouge-based catalog showroom chain, as a Construction Manager and, eventually, as the Vice President of Store Development. Following a five-year position as Vice President of Operations for a construction management firm located in Baton Rouge, Mike moved to Chicago to become the Director of Construction for Montgomery Ward. In 1995 Mike relocated to Denver, joining a \$200M national construction company, specializing in retail, commercial, restaurant and hospitality projects. Following five years as Vice President of Operations for the Denver Region, Mike served as Vice President of Client Relations for the company for two years, acting as account executive for numerous national clients, as well as coordinating all marketing and business development activities for eleven offices. In 2004 Mike was hired as Vice President of Operations for Maxwell Builders, based in Englewood, CO. Mike has been responsible for all Project Management and Field Operations since October 2004. Projects ranging in size from \$5M to \$22M for Multifamily and up to \$12M for Commercial/Retail have been completed, or are in process, throughout the Front Range of Colorado and across the Western states.