



ICSC 2015 MICHIGAN CONTINUING EDUCATION PROGRAM

Speaker Biographies

KELLY A. ALLEN is a partner in the law firm of Adkison, Need & Allen, P.L.L.C., in Bloomfield Hills, Michigan. She specializes in all facets of liquor licensing. Ms. Allen and her team handle business formation, lease and land purchase negotiations, liquor license acquisition and transfers, and violations. She is known for representing clients in complex and challenging situations before many municipalities and the Michigan Liquor Control Commission (“MLCC”). Ms. Allen is published on the topic of Liquor Law, and is very familiar with the recent changes in the rules and procedures at the MLCC. kallen@anafirm.com

JONATHAN W. ANDERSON is a partner at the Grand Rapids office of Varnum LLP, and for ten years was chair of the Real Estate Practice Group at Varnum. Mr. Anderson's practice focuses on real estate transactions. Mr. Anderson has extensive experience representing corporate, commercial, office, retail, and industrial property owners, developers, investors and brokers. Mr. Anderson's practice includes representation of clients in development, leasing, purchases and sales, financings, exchanges, real estate investments, and business and residential condominium developments. Mr. Anderson is active in the International Council of Shopping Centers, Building Owners and Managers Association, the Commercial Alliance of Realtors, and the Commercial Leasing Committee of the State Bar of Michigan Real Property Section. Mr. Anderson is included in *Michigan Super Lawyers* (since 2006), *The Best Lawyers in America* (since 2007), and is a fellow in the Michigan State Bar Foundation. Mr. Anderson is and has been active in community organizations, including Cherry Street Health Services, Legal Aid of Western Michigan, Community Circle Theater, Dwelling Place of Grand Rapids, and Habitat for Humanity. Mr. Anderson graduated from the University of Notre Dame Law School in 1982, where he served as an editor on the Law Review, and received his B.A. from Calvin Collge. jwanderson@varnumlaw.com

PETER BATISTONI, is Commercial Loan Manager of Lapeer County Bank & Trust Co., a position has held since December 2010. Mr. Batistoni has been with Lapeer County Bank & Trust Co. since 2007 following 4 years with Citizens State Bank. Prior to Citizens State Bank he received credit training and was a Small Business Lender with Old Kent Bank/Fifth Third Bank from April 2000 to May 2003. His banking career began in November 1989 and held various positions in Branch Banking through March 2000. Mr. Batistoni holds a B.A. in Finance from Michigan State University and an M.B.A. in Finance from Wayne State University.

DAVID J. BELOCK, JR. is the Vice President of Real Estate at SpartanNash Company, with over 30 years of experience in the retail food industry. His background also includes a 2 year stint with a private real estate REIT. Mr. Belock earned a BBA in Finance and Insurance and an MBA in Finance from the University of Cincinnati. He also is a licensed Associate Real Estate Broker in the state of Michigan. He has been characterized as a detailed/innovative problem solver with

special expertise in the areas of market research and financial analysis. Over his career, he has a successful record of over +300 completed real estate and real estate related transactions. dave_belock@spartanstores.com

DENNIS BERNARD is the founder and President of Bernard Financial Group (“BFG”) and Bernard Financial Servicing Group (“BFSG”). Founded in 1991, BFG has grown into the largest commercial mortgage banking firm in Michigan financing on average between \$700,000,000 and \$1,000,000,000 each year of Michigan Commercial Real Estate. BFG became a member of the Strategic Alliance Mortgage (SAM) network in 2003 (www.samalliance.com). SAM is a national network of the largest independently owned commercial mortgage banking firm and the third largest lending platform in the country. Mr. Bernard is its current national president. Over the last 29 years, Mr. Bernard has specialized in both debt and equity placement with commercial lenders and institutional joint venture participants. Bernard Financial Group has also been involved in commercial mortgage servicing on construction and permanent loan portfolios. Mr. Bernard has been involved with over 1,000 commercial real estate financial transactions totaling over \$13,000,000,000. Mr. Bernard has been engaged as both a consultant and a correspondent by over twenty five national lenders. Bernard Financial Group’s client list reads like Michigan’s Who’s Who of owners and developers. These transactions have included multi and single tenant office, industrial, hi-tech, retail, multi-family, manufactured housing communities, self-storage, hotel and senior housing. Bernard Financial Group has closed over \$10,700,000,000 in financing since its inception. These included forward commitments and immediate fundings on multi-family, retail, industrial and high-tech properties. The lenders were Life Companies, pension funds, structured lenders, securitized lenders and quasi-government agencies. Bernard Financial Servicing Group currently provides full cashiering servicing for over \$3,200,000,000 for Life Companies and CMBS Lenders. Bernard Financial Servicing Group is now actively sub Special Servicing for many national firms. Mr. Bernard's educational background includes a Bachelor's Degree in Finance from Miami University along with a MBA specializing in Finance and Strategic Planning from Case Western Reserve University. Mr. Bernard has been a lecturer on real estate finance at the University of Michigan's Graduate School of Business. Mr. Bernard has also appeared as an expert witness on real estate interest rates and financings in Michigan, New York and Texas. Mr. Bernard has been an editorial contributor to The Wall Street Journal, Commercial, Inc., Crain’s Detroit Business, Michigan Real Estate Journal, Midwest Real Estate News, National Real Estate Investors, Heartland Properties and Real Estate Forum. Mr. Bernard has received numerous awards for his community and business involvements. Most recently, he was named to the Midwest Real Estate News Hall of Fame. Additionally, he has been recognized by Crain’s Detroit Business as a “40 under 40”, by Midwest Real Estate News as a “40 over 40” Most Influential Real Estate Professional, and by Commercial Inc. as an Elite Eight winner. He has been bestowed the honor of the 2006 Governors Service Award for Volunteering and Community Leadership. He has also received Crain’s Detroit Business, University of Michigan and ULI’s “Real Estate Excellence” award. Mr. Bernard was recently honored by being awarded the International Association of Jewish Vocational Services Greenberg Leadership Award. He has also received the Jewish Federation of Metropolitan Detroit’s Young Leadership Award, the Jewish Community Council Activist of the Year Award, the American Jewish Committee “Outstanding Humanitarian Award”, and was deemed “Home Town Hero” for Oakland County for his activities and involvements on behalf of local charities. Mr. Bernard currently sits on nine different charitable organizations Board of Trustees. Mr. Bernard has been the Vice Chair of Michigan’s Venture

Michigan Fund and currently serves as gubernational appointments to two other State of Michigan Boards or Task Forces. Mr. Bernard enjoys his mentoring in the Detroit Public Schools. Most importantly, Mr. Bernard goes home for dinner every night and spends the weekends with his family. dbernard@bernardfinancial.com

JAMES C. BIERI, founded Bieri Company in 1976 in order to help both retail landlords and tenants successfully reach their real estate goals. Forged in October of 2010, Stokas Bieri Real Estate (SBRE) integrates the regional mid box retail expertise of Stokas Real Estate Advisors in the Midwest with the national specialty boutique retail services of Bieri Company. Combining the two companies greatly enhances the skill set of both Bieri Company and Stokas Realty Advisors creating a one stop shop for retailer site selection throughout the region and country. Mr. Bieri earned a bachelor's degree in business administration from Western Michigan University, and a law degree from the Detroit College of Law. Mr. Bieri has provided national site planning and execution for many brands and retailers, as well as, project leasing for key Landlords. Mr. Bieri holds the designations CRX and CLS with the International Council of Shopping Centers, and is a member of various professional, educational and civic organizations including the State Bar of Michigan. As a founding member of ULI Detroit, he served as Co-Chair and is presently Co-Chair of Larson Leadership. Served on the Board of Directors of the Detroit Athletic Club. Mr. Bieri is a member of the Country Club of Detroit. Mr. Bieri is a frequent speaker at retail real estate events, and is often quoted in various retail and business publications. JBieri@sbre1.com

DAVID M. BLAU is an attorney in Clark Hill PLC's Birmingham office where he practices in the Real Estate Services Practice Group. He works primarily in the areas of retail leasing, real estate litigation, bankruptcy/creditor's rights, general business and liquor licensing matters. He reviews, negotiates and drafts purchase and sale, lease, loan, security, construction, and other real estate documents. David's real estate litigation practice has included land contract forfeitures, mortgage foreclosures, landlord-tenant, eviction, guaranty, and construction lien litigation. He represents office and retail landlords both in and out of court. He also handles collections, liquor licensing, out-of-court workouts and restructurings, alter ego/successor corporate liability, shareholder disputes, and dissolution rights matters. He routinely represents shopping center landlords in bankruptcy proceedings around the country related to the assignment and assumption of leases, going out of business sales, the purchase of assets, proof of claim preparation and defense of objections to claims, including administrative expense claims, and the defense of pre-petition preference claims. From 2002 to 2003, he served as Chairperson of the Oakland County Bar Association Real Estate Committee. Mr. Blau has lead several roundtable sessions at a variety of ICSC events. dblau@clarkhill.com

EVA T. CANTARELLA, a partner at the law firm Hertz Schram PC, has over 38 years of real estate experience and has extensively practiced in the Michigan Tax Tribunal where she has successfully resolved hundreds of property tax appeals. Ms. Cantarella is a member of CBOR (Commercial Board of Realtors), CREW (Commercial Real Estate Women), the MWTA (Michigan Women's Tax Association), NAR (National Association of Realtors), MAR (Michigan Association of Realtors), the Detroit Economic Club, the Michigan Bar, the United States Tax Court, and every United States Court of Appeals, including the United States Supreme Court. Ms. Cantarella is also a continuing education instructor for CBOR. In 2012, Thomson Reuters (a preeminent media, financial-data, and legal-data firm based in New York City) selected Ms.

Cantarella as a "Super Lawyer." In 2013, dBusiness Magazine (Detroit's premier business journal) named Ms. Cantarella a Top Lawyer based on ratings and reviews from other attorneys. ecantarella@hertzschram.com

DONNA CAPICHANO, has served as Senior Vice President – Real Estate Development since November, 2011. Donna has over 20 years of experience across the retail industry. As Senior Vice President - Real Estate Development, her focus is on refining and implementing Pet Supplies Plus real estate growth strategy and construction of new stores, as well as facilities for existing stores. Donna joined Pet Supplies Plus after spending 7+ years at Kohl's Department Stores, where she served as Vice President of Real Estate Development. While at Kohl's, Donna lead her team in adding over 275 stores to the Kohl's new store portfolio. Prior to Kohl's, Donna served as Vice President of Real Estate and Construction for KaBloom, Ltd., as well as positions with Gap Inc.; Staples Inc.; and Filene's Basement. Donna has a BS, Business Administration from Emmanuel College, Boston, MA.

ALFREDO CASAB is a Member of Dawda, Mann, Mulcahy & Sadler, PLC, and has been with the firm since 2005. He concentrates his practice on real estate and business transactions, and commercial litigation. Mr. Casab's real estate practice is focused on representing shopping center developers, investors in income-producing properties, national big box retailers, and financial institutions in acquisitions, dispositions and leasing. Mr. Casab's corporate practice is focused on representing small to mid-sized companies in corporate governance, joint ventures, strategic alliances, and other day-to-day issues. Mr. Casab's commercial litigation practice is focused on representing financial institutions, companies and court-appointed receivers. Mr. Casab is a member of various professional organizations, including the International Council of Shopping Centers (Government Relations Committee) and the Hispanic Bar Association of Michigan (President), and serves Oakland University's Economics Department as a member of its Board of Advisors. Mr. Casab received a Bachelor of Science degree with a major in Economics from Oakland University in 1993, and a Juris Doctor degree from Wayne State University Law School in 1996. acasab@dawdamann.com

MELISSA N. COLLAR assists clients in the acquisition, development, construction, leasing and sale of real property at Warner Norcross & Judd LLP. She regularly prepares architect and construction contracts for owners, architects and contractors, condominium documents, tax incentive and abatement applications and leases, as well as handles Land Division Act documentation and real estate brokerage matters. Melissa is chair of the Firm's Real Estate and Condominium Practice Groups. She is also a licensed real estate broker. mcollar@wnj.com

GEORGE A. CONTIS concentrates his practice in the areas of, real estate acquisition and development, construction, mortgage and end-loan lending, participation loans, commercial and industrial leasing for landlords and tenants (including master leases, ground leases and subleases) and business planning. Mr. Contis regularly works with commercial landlords, commercial tenants, lenders, owners and court appointed receivers in the sale of distressed office, commercial and industrial properties and manufactured home communities. He represented LA Fitness International and negotiated leases on its behalf for the establishment of its first 6 fitness facilities in Southeastern Michigan. Mr. Contis earned his Bachelor of Arts Degree in Economics from the University of Pittsburgh in 1982 and received his Juris Doctor Degree from the University of

Detroit in 1985. While at the University of Detroit, Mr. Contis participated in several local and national Moot Court competitions and was selected for membership to the Order of Barristers. His publications include: Tax Aspects of Divorce in Michigan, Michigan Tax Law Journal, 1984; Bring a Weapon to School, Get Expelled 370 Laches 8, Nov. 1996; and Year End Planning Considerations for 1031 Exchanges, Bar Briefs, December 2000. Mr. Contis has an “AV” Peer Review rating from Martindale-Hubbell, the highest ranking by peers for general ethical standards and legal ability. gcontis@gmhlaw.com

EDWARD C. DAWDA is a founding member of Dawda, Mann, Mulcahy & Sadler, PLC in Bloomfield Hills, Michigan. He concentrates his practice in a broad spectrum of real estate, corporate and finance matters. He regularly represents end users (primarily public companies) and developers in the acquisition, financing, leasing and disposition of office, industrial, retail and commercial buildings, shopping center projects and excess land throughout the United States, with a particular emphasis on retail development, store expansion, distribution and fulfillment centers and parks, and logistics and operational matters in the United States. Among other projects, he has been lead counsel in the Midwestern growth programs of several of the country's largest retailers, having been involved in the addition of over 700 new stores and store expansions in 8 states over the last 23 years. He is currently actively involved in the excess property disposition and development of distribution and fulfillment center programs for several national retailers. Ed earned his J.D. *cum laude* from Michigan State University College of Law and his B.A. with high honors (Honors College) from Michigan State University. Ed has been recognized as a top real estate lawyer since 2004 in *Chambers USA*; *America's Leading Lawyers for Business*; listed in *Best Lawyers in America* since 2005; identified as a Top 100 Michigan Super Lawyer since 2006, and as a Michigan Super Lawyer - Real Estate in the Corporate Counsel Edition of *Michigan Super Lawyers*, 2009; *DBusiness* Top Lawyer since 2010. Ed was selected by *Best Lawyers in America* as its 2011 Detroit Area Lawyer of the Year-Real Estate Law. In November, 2012, Mr. Dawda was elected to the Midwest Commercial Real Estate Hall of Fame. edawda@dawdamann.com

NYAL D. DEEMS is a partner in the Grand Rapids, Michigan office of Varnum, Riddering, Schmidt & Howlett LLP. His practice focuses on real estate transactions, financing and development. He was the President of the American College of Mortgage Attorneys, a fellow in the American College of Real Estate Lawyers and the past chair of the Real Property Section of the State Bar of Michigan. He is the co-author of two books on real estate practice in the United States published by Matthew Bender and Michigan Real Estates Sales Transactions and three other books on real estate practice in the State of Michigan published by the Institute of Continuing Legal Education at the University of Michigan. He received his BA degree from Miami University and his J.D. from the University of Georgia School of Law. He was the Mayor of the City of East Grand Rapids for 10 years and the chair of the Grand Valley Metropolitan Council for 5 years. He served in the United States Navy and is a Vietnam Veteran. ndeems@varnumlaw.com

MICHAEL P. DEIGHAN is a Managing Director of O'Keefe. He is a 25-year veteran of commercial and retail real estate, having disposed of more than 350 million square feet of data centers, industrial, multi-family, office, retail and warehouse properties over the course of his career. Mike specializes in advising retailers, developers and financial institutions on restructurings, bankruptcies, dispositions and acquisitions with an expertise as a real estate

strategist. He has also worked as a court appointed receiver in a number of real estate cases. Most recently, he completed a two-year assignment as head of real estate with the bankrupt Motors Liquidation Company, formerly General Motors Corporation, managing and liquidating 50 million square feet of automotive facilities. He also worked as a site selection specialist throughout the country for a number of retailers including Trader Joe's Markets and DSW. Mike earned his JD from the Michigan State University College of Law and a Bachelors of Arts from the University of Michigan. He is a member of the American Bankruptcy Institute, International Council of Shopping Centers, State Bar of Michigan and Turnaround Management Association. He is a frequent speaker for the ICSC, NREI, State Bar of Michigan and the Michigan Economic Developers Association. mdeighan@okeeffellc.com

NICK A. EGELANIAN is the President and Founder of SiteWorks Retail Real Estate, a retail, mixed-use, and shopping center consulting firm, whose clients have included FAO Schwartz, Stuart Weitzman, Zany Brainy, Limited Too/Justice, Lane Bryant, Vornado Realty Trust, Madison Marquette and Cadillac Fairview. Nick currently advised Detroit area REIT Ramco Gershenson, on its expanding "Specialty Retail" portfolio. Prior to founding SiteWorks, Nick served as Vice President of Real Estate and New Store Development for Crown Books and FAO Inc./Zany Brainy. Since 1992, SiteWorks has provided highly targeted retail and shopping center consulting to retailers, developers, owners, and municipalities. Nick authored the retail chapter of the Urban Land Institute's *Professional Real Estate Development* book, 3rd Edition, published in 2012, within which he pioneered the segmentation of retail into distinct "Commodity" and "Specialty" classes to better explain retail shopping patterns in the 21st Century and what he terms the "Post-Department Store Era". Nick is an Adjunct Professor at the University of Maryland Colvin School of Real Estate and has contributed numerous articles and editorials in publications including the Urban Land Institute's *Urban Land* magazine and Madison Marquette's *PLACES* magazine. Nick is also a frequent industry speaker, including at the ULI's Fall 2013 Conference in Chicago, IL, the February 2014 Mid-Atlantic ICSC Program in Washington, D.C., and in September 2014 at the British Counsel of Shopping Centers' Annual Conference in London, England. Most recently, Nick led the North American Retail Program at Europe's MAPIC Conference this November in Cannes, France, where his panel included the top real estate executives from U.S. retailers Staples and Williams-Sonoma, along with the president of Madison Marquette. negelianian@siteworksretail.com

KEVIN A. FANNING is a partner in the Birmingham, Michigan office of Clark Hill. Kevin serves as counsel to various retail shopping plazas and other commercial property owners in all aspects of leasing and property management. Kevin's practice also focuses on all aspects of complex commercial, industrial, office, and retail property litigation, including commercial property workouts, foreclosures and strategic use of receiverships for various lender and servicer clientele. Kevin serves large national lenders as counsel in foreclosure and receivership actions, including for various loan servicers involving shopping malls, numerous retail shopping centers across Michigan, and apartment complexes with thousands of units in various localities. His cases have taken him into the United States Bankruptcy Courts, numerous state courts, and the Michigan Court of Appeals. Kevin also provides highly specialized counsel in disputes over the condition of warehouses and other industrial properties upon lease expiration or termination, especially in matters involving substantial alleged damages. As part of his active engagement in the industry, Mr. Fanning speaks regularly to real estate industry leaders in the areas of lending, brokerage,

property management, and property development. Kevin is listed in the Michigan Super Lawyers publication. kfanning@clarkhill.com

JOHN D. GABER is a shareholder of Williams, Williams, Rattner & Plunkett, P.C., in Birmingham, Michigan. Mr. Gaber practices real estate, land use and zoning law, corporate and general business law, specializing in commercial real estate acquisitions, dispositions, land use, developments, construction, financing and leasing. He represents developers, national retailers, landlords, tenants, operators, franchisees and municipalities. He has represented clients in the development and redevelopment of numerous commercial and mixed use projects. Previously, Mr. Gaber was a senior real estate attorney for Kmart Corporation. Mr. Gaber is an active member of the Real Property Section of the State Bar of Michigan, where he co-chairs the Commercial Real Estate Development, Ownership and Finance Committee, co-chaired the 2012 and 2013 Summer Law Conferences and is a member of the Continuing Legal Education Committee. He is also a member of the American Bar Association, The Fellows of the American Bar Foundation, International Council of Shopping Centers and the Oakland County Bar Association. Mr. Gaber serves on the Board of Directors for the Rochester Regional Chamber of Commerce and the Rochester DDA, and is an active member in the Rochester Rotary Club. He also served on the Rochester Hills City Council and Planning Commission. He graduated *summa cum laude* from Wayne State University Law School, and earned his BBA degree with high distinction in finance from the University of Michigan. JDGaber@WWRPLaw.com

DENNIS M. GANNAN is a lawyer practicing in Troy, Michigan in the firm which he founded, Dennis M. Gannan PLLC. Mr. Gannan specializes in commercial real estate transactions and business law. He attended Babson College where he received a BSBA with distinction and an MBA with high distinction. He attended the University of Detroit School of Law on an academic scholarship and became an editor of the Law Review. He graduated *summa cum laude* from the Law School in 1979. After graduation he clerked for Judge George N. Bashara Jr. of the Michigan Court of Appeals. Mr. Gannan next joined the national law firm of Dykema Gossett, PLLC where he became an equity partner and practiced for **17 years**. He has specialized in commercial real estate transactions with a sub-specialty in commercial leasing and the representation of borrowers in commercial loan transactions. He has represented a myriad of institutional landlords and tenants as well as developers, buyers, sellers, lenders and brokers. He has represented borrowers in connection with CMBS loans and has seen the evolution of CMBS loan documents from the pre-Great Recession era to current practice. In 1997, Mr. Gannan became President of AARMAX Commercial Realty Group, Inc., a real estate development agency specializing in commercial development. While at Aarmax Mr. Gannan was instrumental in the development of numerous commercial and residential projects including shopping centers, drug stores, apartment projects and residential subdivisions. Mr. Gannan has been a Chairperson of the State Bar of Michigan Committee on Commercial Leasing and Management. He has also been a member of the Executive Committee of the American Bar Association Commercial Leasing Section where he was also Chairperson of the Subcommittee on Options. He has delivered numerous lectures to real estate lawyers on a national, regional and local level including lectures delivered on behalf of the American Bar Association and State Bar of Michigan. gannanlaw@aol.com

JOHN P. GONWAY is a shareholder at Maddin, Hauser, Roth & Heller, PC; he is a Co-Chair of the Real Estate Practice Group and a member of the firm's executive committee. Mr. Gonway

specializes in secured lending, real estate, mergers and acquisitions and commercial transactions. He received his Juris Doctor, cum laude, from the Wayne State University School of Law. Prior to attending law school, he received his undergraduate degree from James Madison College at Michigan State University. Mr. Gonway is a member of the Real Property, Business Law and Taxation Sections of the State Bar of Michigan and is a member of the Oakland County Bar Association. Mr. Gonway's experience includes the acquisition, financing, construction, development and leasing of all types of commercial real estate, as well as the representation of clients in all aspects of corporate law, commercial law, mergers and acquisitions and commercial transactions, including complex franchise acquisitions and private equity syndications. jgonway@maddinhauser.com

DAVE HUNTOON is President of Intalytics, a predictive analytics firm specializing in developing and deploying sales forecasting models on behalf of retailers, restaurants, banks, and health care client. Dave has been conducting location and market research on behalf of retailers and shopping center developers for more than 30 years. Prior to founding Intalytics, Dave previously worked at two firms: Howard L. Green and Associates from 1977 – 1982, and Thompson Associates (acquired by MapInfo Corporation in 2003) from 1987 – 2007. Dave also worked as a real estate attorney for Shipman & Goodwin in Hartford, Connecticut from 1985 – 1987. Dave has worked for a wide range of clients during his career, including projects in the United States, Canada, Mexico, Panama, Costa Rica, Brazil, Great Britain and China. Dave's clients include large-format retailers, mall tenants, convenience operators, restaurants, medical clinics and service companies. Dave has been involved in industry organizations including his tenure on the Research Steering Committee for the International Council of Shopping Centers. Dave holds a Bachelor of Arts in Geography and Mathematics from Dartmouth College (1976), and a Juris Doctor degree from the University of Michigan (1985). dave.huntoon@intalytics.com

JORDAN JONNA is a graduate of the University of Michigan in 2010, has amerced himself in the family real estate business to ensure that A.F. Jonna Development continues its dedication and focus on the fundamentals; relationships, market knowledge, hard work and honest dealings. These simple principles, which were implemented in 1979 when his father, Arkan Jonna, founded the company, remain and serve as Jordan's focal point for the company's continued success moving forward. Jordan's expertise of financial underwriting and analysis has directly contributed to the growth of A.F. Jonna Development through investment acquisitions over the past seven years. Bringing insight beyond his years, Jordan creates value to the company's bottom line. Jordan is also passionate about helping others and serving the community, which is evident through his work and involvement in several non-profit and charitable organizations. jjonna@afjonna.com

JUMANA JUDEH, MAI, CCIM, MCAT, MRICS is a commercial appraiser with over two decades of appraisal experience, during which she has developed strong skills in valuing a variety of properties. Regularly sought after as an expert witness for legal testimony as well as a regular speaker at continuing education classes and before business groups and conferences, Ms. Judeh is typically included as a consultant on teams to establish acquisition, leasing or proposed construction. She is an expert on the development of market analysis, feasibility studies, and/or highest and best use analyses. Judeh & Associates has built a reputation for providing a quality and reliable service in a timely manner, and they work closely with their clients to assure

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PATRICK A. KARBOWSKI is an attorney and member at McDonald Hopkins, practicing in the Bloomfield Hills, Michigan office. Mr. Karbowski's practice focuses on both real estate transactions and real estate litigation, including acquisitions, brokerage law, development, financing, leasing, workouts and foreclosures. Mr. Karbowski has served as Chair of the Real Property Section of the State Bar of Michigan, is an *ex-officio* member of the Section's governing Council, and serves on several of the Section's committees, including Chairperson of its Pro Bono Committee. He is a recent recipient of the C. Robert Wartell Distinguished Service Award for his work on behalf of the Real Property Section of the State Bar of Michigan. He also is a member of the Real Estate Advisory Board for the Institute of Continuing Legal Education and has served as a board member on a variety of community non-profit organizations. He has frequently written and lectured on various real estate topics for the International Council of Shopping Centers, the Institute of Continuing Legal Education and the Real Property Law Section of the State Bar of Michigan and has served as an adjunct professor at the Ave Maria School of Law teaching Real Estate Transactions. Mr. Karbowski is listed in *Chambers USA*, *Best Lawyers in America* and *Super Lawyers* for real estate. He graduated *cum laude* from the Wayne State University School of Law in 1987 and *cum laude* from Central Michigan University in 1979. pkarbowski@mcdonaldhopkins.com

DAVID KIRSHENBAUM has been with Hilco Real Estate since 2011 and has multiple senior-level responsibilities as team/project leader in connection with lease restructuring/renewal, asset management of owned and leased property and property acquisition and disposition transactions. David leads Hilco's efforts related to the strategic real estate repositioning and disposition of our

clients' non-retail related property portfolios, from both a business development and execution perspective. He has and will continue to work with a wide range of well-known companies such as Gatehouse Media, Office Depot, Furniture Brands, Whole Foods, The Dolan Company, Wal-Mart, Walgreens, and a host of other local, regional and national retail, industrial, office and restaurant clients. An experienced real estate professional, David presents a broad and deep background in property development, leasing, brokerage, acquisitions, dispositions, loan restructuring, strategic planning, asset management and general operations management. He has been actively involved with large portfolios of retail, office and mixed-use projects, totaling in excess of 10 million square feet – including the development of numerous ground-up and rehab projects. He has overseen the construction, operations and sale of over 1,200 affordable residential rental units, 600 high-end condominiums and over 3,500 mid-rise and loft condominium units. Prior to joining Hilco Real Estate, David was Senior Vice President of Residential and Retail Operations with Joseph Freed and Associates, LLC, a Chicago-based developer, manager and owner of large-scale urban retail, residential and mixed-use projects. Prior thereto, David served as COO then President of LR Development Company, also a Chicago-based developer focused on affordable, adaptive re-use and high-end residential developments. Earlier, David was a transactional real estate attorney with the firm of Rudnick & Wolfe (now DLA Piper). David graduated Phi Beta Kappa from Emory University in Atlanta, Georgia. Following Emory, David graduated from Northwestern University School of Law with a JD degree, followed by an MBA from the Kellogg Graduate School of Management where he majored in Finance, Marketing and International Business. He is an active member of ICSC, the ACC and the IAMC and is on the board of directors with the Chicago Real Estate Council. He is actively involved with the Kellogg Graduate School of Management and Northwestern Law School as a mentor, has guest-lectured at Northwestern, and is currently an Adjunct Professor of Law at Northwestern Law School where he teaches Real Estate Finance Law. dkirshenbaum@hilcoglobal.com

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