

**JERROLD G. BERMINGHAM** has enjoyed a successful career in real estate encompassing brokerage, financial analysis and development. For the past 20 years at National Realty & Development Corp., he has performed a range of services including retail and office leasing, residential development, acquisitions and shopping center development culminating in his current leadership role as Executive Vice President. Founded more than 50 years ago, National Realty & Development Corp. (NRDC) has built a reputation as one of the leading shopping center ownership and development firms in the industry. NRDC has amassed a portfolio in excess of 22 million square feet including shopping centers, corporate business parks and residential communities in 14 states across the Northeast. Mr. Bermingham began his career at National Realty & Development Corp. in 1993 after seven years as a successful commercial real estate broker at Cushman & Wakefield. As Executive Vice President of Development/Acquisitions at NRDC, he is responsible for the identification and purchase of real estate for ground-up development, purchasing existing centers, obtaining entitlements, and redeveloping existing shopping centers. He manages the approval, engineering and design for the projects integrating outside professionals with the in-house construction, leasing and legal departments. Throughout his tenure, he has overseen the development and redevelopment of over four million square feet for dozens of projects which are valued at over 500 million dollars. Mr. Bermingham is a graduate of New York University where he obtained a Masters of Science with a concentration in Development. He is also a member of the foundation board of the State University of Oneonta where he obtained his undergraduate degree.

**KATHY BOUDREAU** joined Raymour Flanigan in 2006 and is currently its Director of Asset Management. She is responsible for the leasing the excess real estate in the company's eleven million (11M) square foot portfolio and overseeing the Lease Administration department, billing the recoveries to its tenants and auditing the Landlords' billings. Raymour & Flanigan is the largest furniture retailer in the Northeast with over \$1 billion in annual sales. Prior to Raymour Flanigan, Kathy was on the other side of the fence, representing the Tenant as the Director of Real Estate for Empire Vision Centers, involved in site selection and Lease negotiations. This gave Kathy a unique perspective, seeing the business from not just the perspective of a landlord, but from that of the tenant. Combined with several prior years with Benderson Development, and as a nationally recognized leading property manager for many years with Konover Associates Kathy has a well-rounded view of commercial real estate that she has brought home to Raymour Flanigan.

**JOHN DIMARCO II**, a part of the fourth generation to lead the family business, oversees the overall operations for The DiMarco Group and DiMarco Constructors. John has helped developed the interests of the DiMarco Group, as well as ensure the growth and upward momentum of DiMarco Constructors. John has been in the industry for more than 20 years and his relationship management skills have cultivated a long-lasting rapport with the managers, developers, and general contractors. John's complete knowledge of real estate development - including site design, development and construction management has allowed him to complete a wide variety of projects for mixed-use, retail, multi-unit residential and commercial properties. John has a Bachelor's of Science from Union College in Civil Engineering Technology and is EIT Certified. He is an active board member in a variety of organizations including: Golisano Children's Hospital, Associated Builders Contractors, Monroe Community College Foundation, General Building Contractors, Associated General Contractors of America and the International Council of Shopping Centers.

**FL GORMAN** is an attorney at Harris Beach, PLLC with 10 offices across New York State from Buffalo to Wall Street as well as Newark New Jersey and New Haven Connecticut. He practices in the Commercial Real Estate and the Public Finance and Economic Development Practice Groups and serves on the Real Estate Developers Industry Team. Mr. Gorman has substantial experience in commercial real estate with an emphasis on development, acquisitions, dispositions, financing, leasing and litigation, including real property valuation disputes. He previously served as Director of Legal for Litigation and Operations for Wilmorite, Inc. and as Director of Acquisition and Development for The Widewaters Group, Inc. Mr. Gorman is a member of the ICSC's Economic Issues, NYS Government Relations (Past Co-Chair) and Upstate Planning Committees.

**SHAWN GRIFFIN** is a member of the firm and co-leader of the Public Finance and Economic Development Practice Group. He also serves on the Municipalities and Local Agencies, the Racing and Gaming, and the Science and Technology Industry Teams. His legal practice focuses on municipal, commercial and corporate

law. Selected as one of the *Best Lawyers in America*, Mr. Griffin has extensive experience handling private and public financing transactions, with special emphasis in various types of commercial and real estate related transactions involving industrial development agencies, housing authorities, and application of the Empire Zone and Empowerment Zone programs. He also focuses on structured financings involving straight-lease transactions and bond transactions involving industrial development agencies and has significant knowledge and experience in working with these programs and the overlay of other local, state and federal benefits. Mr. Griffin currently counsels approximately 26 IDAs throughout the state acting as transaction counsel and often acting as general counsel on IDA operational issues (eg. compliance; corporate governance; employment issues; formation of affiliated entities; development of spec buildings, industrial parks and infrastructure; litigation; environmental compliance; etc.). Mr. Griffin has served as bond counsel to the U.S. Virgin Islands and as such drafted the authorizing legislation closed on the first non-housing private activity bond in the U.S. Virgin Islands. He has formed and advised municipal water and sewer districts, acted as counsel to Seneca County as part of the Seneca Army Depot closing, advised municipalities on forming, utilizing and redefining the boundaries of Empire Zones and Empowerment Zones and the use of local development corporations and urban renewal agencies as part of a development plan. His practice also includes utility rate negotiations and funding of electrical infrastructure as well as brownfield redevelopment. He has worked with the federal EDA grant program, entitlement city funding, small cities block grant funding and related section 108 loan programs as well as other federal grant and loan programs. Mr. Griffin wrote the "Harris Beach PLLC Economic Development Handbook: Transactions Involving Industrial Development Agencies and Zones." He is an active member of the New York State Economic Development Council. More recently, he has spoken on the interplay of IDA benefits and the Empire Zone program, Brownfield Cleanup Program and federal programs like New Market Tax Credits regionally. Mr. Griffin has extensive experience with state appropriations and assists lobbyists on behalf of his clients to obtain the targeted funding. Mr. Griffin is a member of the National Association of Bond Lawyers, American Economic Development Council, New York State Economic Development Council, Seneca Knit Development Corporation, and the New York State Bar Association. In January 2000, Mr. Griffin founded The Friendly Sons & Daughters of St. Patrick of the Fingerlakes Region, an organization which raises money for various charities. He is also actively involved with the Greater Rochester YMCA in the development of growth plans and new facility financings.

**DAMON HEMMERDINGER** is Co-President of ATCO, a family of real estate companies. He oversees the company's operations and accounting departments, as well as its capital raising and acquisitions programs, ATCO City Center Retail Estate (ACCRE). He is a seasoned real estate development executive, who brings to his work expertise on construction and development; leasing and financing; community and economic development; and the structuring of multi-party relationships that facilitate transactions. ACCRE is a joint-venture program focused on street retail, CBD office, and select neighborhood shopping centers in New York City and America's best secondary markets. Damon has completed two award-winning brownfield cleanups and is in the middle of a third. He was the sole representative of the development community on the NYS Brownfield Advisory Panel, the State's official policy-making body, until it disbanded. Damon is currently Board Chair of AmericaSpeaks, a national non-profit deliberative democracy organization, and is Chair of the New York Government Relations Committee for the International Council of Shopping Centers (ICSC). He is also a member of the Board of Governors of the Real Estate Board of New York (REBNY) and ICSC's Open Air Committee. Damon also sits on the boards of the New York Building Congress, the Queens Library Foundation and the Queens Chamber of Commerce. Previously, Damon was the Development Director for The Shops at Atlas Park, a 400,000, 12-acre mixed-use development in Queens, NY, and the Director of Real Estate Development for the New London (CT) Development Corporation. His public sector experience includes work for the Connecticut Attorney General's Office, the Clinton White House Chief of Staff's Office, and the US DOD. Damon is a graduate of the Yale Law School and Williams College, and is a member of the bar in New York and Connecticut. He lives with his wife Jacquie and their two daughters in Forest Hills, NY.

**JOE HUCKO** founded Washington St. Partners, Inc. in 1990 as a full service real estate development, management and brokerage company. He is active in all aspects of the company's operations and manages the company's existing portfolio while continuously searching for future opportunities. Since its inception Washington St. Partners has been involved with development projects in excess of 1.5 million square feet with over \$120 million of capital investment. Development projects represent a diverse portfolio and product type ranging from urban mixed-use projects, rural shopping centers, to hospitality and more. The primary emphasis has always been on sustainable "smart-growth" development including adaptive reuse and historical

restoration, repositioning and in-fill. Joe is an adjunct professor of Real Estate at Syracuse University and a graduate of Lemoyne College.

**TIM KELLEY** assumed the role of President in September 2009. Prior to that, he held the position of Director of Leasing/Asset Management, having been in that position for eight years. He was appointed the Director of Asset Management role in 1997 from his position as the General Manager of the Holyoke Mall in Holyoke, Massachusetts. From 1994 until 1995, he served as a Leasing Representative. During his tenure at the Company, Mr. Kelley has been involved in managing, developing and leasing retail facilities. Mr. Kelley received his B.A in Accounting from Wagner College in 1984.

**RAY POTTER** is a founder and Managing Partner of R3 Funding with 25+ years' experience in commercial lending. Mr. Potter has originated or securitized over \$16B in real estate loans over his career in the United States and Canada. During this time he has earned the trust and respect of both Borrowers and Mortgage Bankers while working in senior leadership positions within various Wall Street financial institutions. Prior to founding R3 Funding, Mr. Potter was a principal at Hodes Weill & Associates where he focused on equity raising for fund managers and individual properties. Previously, Mr. Potter was a Managing Director at Credit Suisse in the Real Estate Finance group where he was responsible for a Commercial Mortgage Backed Securitization (CMBS) origination team located in New York, Chicago, Philadelphia and Tampa. He spent a total of nine years at Credit Suisse and Donaldson, Lufkin and Jenrette (merged in November of 2000). His prior positions included CEO of Column Canada, Senior Credit Officer, CMBS Securitization Deal Manager and Underwriter. As CMBS Securitization Deal Manager, Mr. Potter was responsible for running the securitization process in United States and Canada and interacting with various Rating Agencies, Trustees and Bond buyers in order to close the transactions. Mr. Potter also spent a combined six years with Countrywide, Eurohypo and Bear Stearns performing various duties such as Co-Head of CMBS and Senior Originator. From 1992 to 1994, Mr. Potter was with Chase Manhattan Bank where he completed the associate credit training program and worked on loan restructurings and workouts throughout the United States. Mr. Potter began his career in real estate finance at HSBC where he completed the analyst credit training program. Mr. Potter received his Bachelor of Science and his Masters in Business Administration degrees from Cornell University.