

The Harold E. Eisenberg Foundation

2017 CAREER DAY



BIOS

**Site Tour Speakers
Young Guns Panelists & Moderators
Roundtable Leaders**

Site Tour Leader BIOS

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William Duke

Senior Vice President, Optima Inc.

William Duke is a licensed architect with 26 years of experience practicing in Chicago, Illinois. Currently a Senior Vice President with Optima, with the role of Senior Architect overseeing the in-house architectural team in developing multi-family residential projects with a range of construction cost up to three hundred million dollars.

William received his Bachelor of Arts in Urban Studies from the College of Wooster and his Masters of Architecture from Virginia Polytechnic Institute & State University.

Siteng Ma

Associate, Optima Inc.

Siteng Ma is an Associate in the real estate development group at Optima, joining in April 2015. Siteng focuses on the financial modeling, asset management, property management, and financing of Optima's developments. Prior to working at Optima, Siteng was an Acquisitions Analyst at Resource Real Estate, a Philadelphia-based apartment REIT with 23,000 units under management. Additionally, Siteng has worked at Ares Management (formerly AREA Property Partners) and Walmart corporate headquarters.

Siteng is a member of the Urban Land Institute and an Associate Board Member of the Harold E. Eisenberg Foundation, where he is the co-chairman of the Real Estate Challenge. Siteng received a BS Economics degree with concentrations in Real Estate and Operations and Information Management from the Wharton School of the University of Pennsylvania and is a licensed real estate broker in Illinois.

Mark Segal

Senior Vice President, Optima Inc.

Mark Segal is a Senior Vice President of Optima, Inc., a vertically integrated multi-family real estate firm that develops, designs, builds and manages multi-family and mixed-use projects in the Greater Chicago and Greater Phoenix markets. Prior to joining Optima, Mark was the President and CEO of The Habitat Company, a Chicago-based multi-family development and management company. He began his career as an attorney working in private practice prior to joining The Habitat Company as General Counsel. Mark is a licensed Illinois attorney and managing real estate broker.

Mark received his B.A. from Claremont McKenna College, his M.B.A. from Kellogg School of Management, Northwestern University, and his J.D. from Northwestern University School of Law. He is a Member of the Board of Directors of Business and Professional People for the Public Interest. Mark is a former Chair of the Public Policy Committee and former Member of the Executive Committee of the Chicagoland Chamber of Commerce. He was the 2013 recipient of the Human Rights Medallion Award, American Jewish Committee.

Todd Siegel

Senior Vice President, CBRE

For over a decade, Todd Siegel, Senior Vice President with CBRE, Inc. has specialized in leasing retail space in high-rise Class A office buildings, urban storefronts and mixed-use developments throughout Chicago and across America's high-street retail markets. His expansive knowledge of market fundamentals and retail drivers enable him to develop and implement top tier strategies to assist his clients with the procurement of quality tenants for the development, redevelopment and repositioning of their retail assets. His depth of services also extends to design consultation, merchandising, opinion-of-value, property evaluation, target marketing, tenant analysis/selection and complex lease negotiations.

As a specialist in urban retail development and consultancy, Todd has successfully planned and implemented numerous challenging, high profile retail and mixed-use projects, including the development located at 730 North Michigan Avenue and the redevelopment of 400 Post Street on the northwest corner of Union Square in San Francisco. Mr. Siegel currently represents the retail component on several of the country's highest profile assets including, 980 North Michigan Avenue, 646 North Michigan Avenue, 444 North Michigan Avenue, The Tribune Tower, Fortress' Miami Central Station and Blackstone's \$500 million retail redevelopment of the Willis Tower - Chicago. Internationally, Mr. Siegel is overseeing the retail development of Santiago Chile's most recognizable urban mixed-use project, Territoria Apoquindo.

In 2013, Todd collaborated with CBRE's New York office to complete Chicago's most high profile transaction of the year—the representation of Eataly's 65,000 SF Chicago Flagship.

In 2017, Mr. Siegel and partners secured and completed a transaction for the largest Starbucks in the world—45,000 SF on North Michigan Avenue for the company's prolific Chicago Roastery—only 1 of 4 globally.

As an industry expert, Todd is regularly featured in The New York Times, Crain's Chicago Business, the Chicago Tribune, Heartland Real Estate News, and Northern Real Estate Magazine. He has been a speaker before prestigious industry groups, including the International Council of Shopping Centers (ICSC), the Building Owners and Managers Association (BOMA) Chicago Convention, and the Chicago Appraisal Institute (CCAI).

An active participant in the community, Todd served as Chairman for the 2013 Greater Chicago Food Depository's 25th Annual Real Estate Gala, an event that generated over \$1,050,000 to fight local hunger. Prior to joining CBRE, Todd worked with a boutique real estate firm in New York, NY.

YOUNG GUNS MODERATORS & PANELISTS BIOS

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Trisha Connolly

Managing Director, Alpha Capital CRE

Trisha Connolly is a Managing Director at Alpha Capital CRE and serves as a partner on the equity and debt placement team nationwide. Ms. Connolly specializes in commercial real estate financing with over 10 years of experience including loan restructuring, term financing, syndicated credit facilitating, construction financing, acquisition financing, advisory and joint venture equity or programmatic equity. Ms. Connolly has advised on capital markets financing transactions exceeding \$2 billion. Ms. Connolly specializes in retail transactions and continues to work on office, industrial, multifamily and hospitality transactions. Prior to joining Alpha, Ms. Connolly spent four years managing Cushman and Wakefield's Equity, Debt & Structured Finance team. Preceding C&W, Ms. Connolly spent more than five years at General Growth Properties (GGP) within their Capital Markets team, focusing primarily on workouts, refinances and development financing.

Ms. Connolly received her Bachelors of Arts and Sciences from Marquette University, majoring in Political Science and Spanish. She is an active member of the Marquette Real Estate Executive Board and Alumni Associations, ICSC, NAOIP, and is a board member of the Harold E. Eisenberg Foundation focusing her efforts on fundraising and Eisenopoly.

Representative Transactions: (\$75.9mm) 545 & 555 North Michigan Avenue (\$122mm) 338 - 342 N. Rodeo Drive; (\$24mm), JPMorgan Chase Corporate Center, (\$12.5mm) Airport Distribution Center; (\$36mm) multifamily programmatic JV with Streetlights Residential (\$1.5 billion) 31 assets from GGP to Rouse Properties

Julia Klairmont

Director of Operations and Leasing, Imperial Real Estate Company

Julia joined Imperial Realty full time in 2013 as Brokerage Associate. As the 3rd generation of her family's company she strives to provide all of her clients exceptional service. Being a life-long resident of Highland Park she brings a great deal of knowledge about the North Shore's communities and has long-term relationships with many property owners. Julia has been awarded Imperial Realty's Most Active Broker in 2014 and 2015, having closed over 200 lease and sale transactions in excess of \$30 million. As of 2017 Julia focuses on working with and assisting Imperial's 3,000+ tenants with expansions, renewals and portfolio relocations. In addition, Julia works closely with Imperial's property managers, HR, accounting and brokerage departments to oversee any and all logistical operations of the company.

Julia graduated from University of Oregon with a Bachelor degree in Sociology and currently resides in Chicago's Bucktown neighborhood. In her free time, Julia enjoys serving on the associate board of the Harold E. Eisenberg Foundation and traveling.

Matt Lesh

Project Manager, CA Ventures

Matt is a Project Manager for CA Ventures in Chicago. Matt is responsible for managing design and construction activities for developments in the Student Living and Senior Living asset groups across the country. Matt has held previous positions at JLL, CBRE, Sears Holdings, and Power Construction Company. Matt has an MBA in Real Estate from the University of Illinois at Urbana-Champaign and a BS in Construction Management from Western Illinois University.

Matt is Vice Chair of the Harold E. Eisenberg Real Estate Education Committee, member of the Harold E. Eisenberg Foundation Board of Directors, and member of the Harold E. Eisenberg Foundation Associate Board.

Michael Slovitt

Director, Berkadia

Michael Slovitt is a director on Berkadia's capital markets team in the Chicago office. Mr. Slovitt has capitalized over 100 transactions representing over \$2 billion of commercial real estate in his career. He is responsible for providing internal and external capital solutions to commercial real estate developers, owners and buyers, with an emphasis of expertise in the multifamily, retail and mixed-use sectors.

Michael focuses on understanding the client's needs, certainty of execution, and obtaining the best terms and structure available in the market. He has helped clients across the country grow their portfolio and develop deep relationships with non-recourse permanent debt sources. He is one of the youngest bankers in the company with a promising future.

Michael is a graduate from the University of Michigan and is a competitive golfer.

Andy Stein

Principal, Clark Street Real Estate

Mr. Stein is involved in all aspects of leasing and development at Clark Street Real Estate just as he performed at his prior position as Vice President of Development at Joseph Freed and Associates LLC, where he was responsible for site selection, land acquisition and the entitlement process for development projects. In addition, he was involved in the selection of and the negotiation with national retailers for new developments, redevelopments and remerchandising of existing properties. Prior to joining Clark Street Real Estate, Mr. Stein worked for the Weitzman Group/Cencor Realty in research, marketing and real estate development.

Clark Street Real Estate is a recently formed real estate development partnership of like-minded individuals that specialize in the development of retail shopping centers throughout the United States. Founded in the fall of 2005, the principals came together cementing already established development project relationships in this new venture. Balancing the interests of the retailers, with the intensity objectives of the developer and with the community and political concerns can be a daunting task. The Clark team, through creativity, experience and objectivity, has overcome these obstacles on numerous occasions over the years. The results are properties that are easily understood and have ready appeal to the investment community.

ROUNDTABLE LEADER BIOS

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Martin Becker

Partner, Becker Gurian

Mr. Becker is a seasoned real estate and transaction attorney with more than 25 years of practice. His emphasis is in complex commercial real estate lease negotiations, real estate acquisitions, dispositions and development matters. He is also a member of the Village of Deerfield Planning Commission.

Becker Gurian is an aggressive law firm that provides quality expertise in complicated real estate transactions, including the acquisition, sale, development, construction, leasing and financing of commercial, industrial, and residential property. They have extensive experience in a broad range of real estate projects including shopping centers, office buildings, and custom home residential developments, condominium conversions and troubled debt restructuring.

Doug Bober

Division President, LMC

Mr. Doug Bober serves as Divisional President of Central & Midwest Region at Lennar Multifamily Communities, LLC. He comes from Lennar, where he served as Division President of the Chicago division. During his tenure at Lennar, Doug was responsible for all operations in the Chicago Market. Mr. Bober has an extensive background in the acquisition, entitlement, and construction of residential communities, including single family, mid-rise, and high-rise construction. Prior to Lennar, he held various roles at Pulte Group, a leading national homebuilder.

Todd M. Caruso

Senior Managing Director, CBRE

Todd M. Caruso is the Senior Managing Director leading CBRE's support of all real-estate needs of retail Investors and Owners. He connects clients with the full breadth of CBRE's service lines, working closely with CBRE's leaders in Advisory & Transaction Services, Asset Services, Capital Markets and Valuation to assemble talented teams tailored to individual clients' needs. Todd's previous experience includes Retail Sales and Leasing, overseeing CBRE's Midwest Regional Retail business and managing two of the company's Chicago offices. In these roles, his responsibilities included business development, revenue/expense, hiring and training.

Todd has been quoted in The Wall Street Journal, The Washington Post, Chicago Tribune, Toledo Blade, Crain's Chicago Business, Shopping Centers Today, Shopping Center Business, Chain Store Age, National Real Estate Investor and Women's Wear Daily.

Todd is involved in numerous charitable and community organizations, including The Dreamcatcher Foundation, Feed My Starving Children, the Harold E. Eisenberg Foundation for Industry Mentorship and Cancer Research, and the Clemson University Parent Board.

ACHIEVEMENTS

- Larry Perrish Leadership Award, CBRE
- Two-time Recipient of CBRE Chairman Award, CBRE
- Managed #1 office nationally in CBRE
- Top Retail Professional, Washington D.C. Metro
- Graduate University of Shopping Centers (ICSC)
- Graduate and Instruction Professional Selling Skills III (Xerox Learning Systems)
- Honorary Illini, University of Illinois, Real Estate Instruction

Trisha Connolly

Managing Director, Alpha Capital CRE

Trisha Connolly is a Managing Director at Alpha Capital CRE and serves as a partner on the equity and debt placement team nationwide. Ms. Connolly specializes in commercial real estate financing with over 10 years of experience including loan restructuring, term financing, syndicated credit facilitating, construction financing, acquisition financing, advisory and joint venture equity or programmatic equity. Ms. Connolly has advised on capital markets financing transactions exceeding \$2 billion. Ms. Connolly specializes in retail transactions and continues to work on office, industrial, multifamily and hospitality transactions. Prior to joining Alpha, Ms. Connolly spent four years managing Cushman and Wakefield's Equity, Debt & Structured Finance team. Preceding C&W, Ms. Connolly spent more than five years at General Growth Properties (GGP) within their Capital Markets team, focusing primarily on workouts, refinances and development financing.

Ms. Connolly received her Bachelors of Arts and Sciences from Marquette University, majoring in Political Science and Spanish. She is an active member of the Marquette Real Estate Executive Board and Alumni Associations, ICSC, NAOIP, and is a board member of the Harold E. Eisenberg Foundation focusing her efforts on fundraising and Eisenopoly.

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Moises Cukierman

President, Integrated Land Management

Mr. Cukierman has 24 years of progressive experience, responsibility, visibility, and success in the real estate development field. During the course of his career, he has successfully acquired land and executed entitlements for over 3,200 residential units in mixed-use developments in Chicago and its bordering suburbs. He played a key role in the success of Concord Homes becoming the only suburban homebuilder to achieve a preeminent position as one of the City of Chicago's most prolific builders. His vision and demonstrated ability to capitalize on Chicago's position in the national and global market makes him a valuable asset to any real estate development organization that wishes to establish a presence or strengthen its existing presence in the Chicago Metro area.

His professionalism, integrity, and talent have earned him the respect of appointed and elected officials, community leaders, and colleagues within Chicagoland's real estate community. This enabled him to introduce and secure a number of policy changes for the benefit of his developments.

Mr. Cukierman's relationships and acumen have proven invaluable to the success of the companies for which he worked.

Mr. Cukierman has extensive experience with all phases of property acquisitions, entitlements, zoning, and disposition of property, including management of the consultant teams that were integral to the implementation of the development projects.

Mike DeRouin

President, Fitzgerald Architects

For the last 20 years, Mike De Rouin has embodied FitzGerald Associates Architects' commitment to practical, affordable and sustainable buildings that satisfy the needs of builders, developers, and residents. Holding both a Bachelor of Architecture in Design and a Bachelor of Architecture in Structures from the University of Illinois at Chicago, Mike works from a strong foundation of both aesthetic architecture and engineering training. Mike is regarded as an expert in his field and offers himself as a consultant, counselor and mentor in and out of the workplace. His leadership is well-regarded with his successful group of mentees, and his technical knowledge in matters of local, regional and national standards for design, construction, and sustainability make him an invaluable resource to our clients, consultants and design teams.

Education

Bachelor of Architecture in Design & Bachelor of Architecture in Structures, University of Illinois Chicago

Affiliations

Licensed Architect in Illinois, Iowa, Kentucky, Pennsylvania
Certified, National Council of Architectural Registration Boards
Registered Energy Professional, City of Chicago
Past President, Construction Specifications Institute, Chicago Chapter

Member

Construction Specifications Institute
Lambda Alpha International
Int'l Council of Shopping Centers
Building Enclosure Council
U.S. Green Building Council

Experience

26 Years @ FitzGerald
28 Years @ Total

Norris R. Eber

President & CIO, Abbell Associates

Norris Eber is the President and Chief Investment Officer of Abbell Associates, LLC and oversees all acquisitions and dispositions; asset management; investor relations; and strategic partnerships for Abbell, a seventy-year old Chicago-based investment, development and management company with over 3.5 million square feet of enclosed mall, open air and office properties located in the Midwest.

Norris has over thirty five years of combined experience in retailing and shopping center development. He has earned the Certified Shopping Center Manager (CSM); the Certified Leasing Specialist (CLS); as well as the Certified Retail Property Executive (CRX) designations. Currently he serves on the International Council of Shopping Centers' Open Air Center Committee, ICSC Education Advisory Committee and the Chair of the ICSC Foundation. He is a past ICSC Central Division Vice President, ICSC Trustee and State Director for Illinois.

Prior to joining Abbell, Norris was Executive Vice President of Assets and Acquisitions at Joseph Freed & Associates LLC the largest privately owned shopping center developer in the state of Illinois. From 1996 to 2004 he was responsible for the administration of the Company's shopping center portfolio, to include Freed's Property Management, Tenant Construction and Tenant Services teams along with coordinating all acquisition activity. In 2004 Mr. Eber shifted focus to directing the repositioning, renovation and upgrade programs within the portfolio – including most notably the redevelopment of Sullivan Center, a 1,000,000+ square foot historic mixed use office and retail building on State Street in Chicago, IL. Along with these duties Mr. Eber sought out new acquisitions to grow the Freed's portfolio. Mr Eber also identified mature assets within the Freed portfolio for disposition and executed all phases of the sale process. During his 15 years with Freed he was involved in over 30 property transactions.

Before joining Freed, Norris served as Senior Vice President, Asset Management & Acquisitions for seven years for Tucker Properties Corporation REIT. During this time he was one of four key executives that helped convert the company from private ownership to a public REIT on the NYSE. Prior to Tucker, he served as Managing Director for Moor + South. There he supervised the execution of a program that included more than \$150 million in specialty retail real estate. Mr. Eber also served as Manager of Leasing for Homart Development Co., a national shopping center developer where he was employed for 15 years with Homart & Sears.

Norris holds a Bachelor of Science degree in Market Research from Northern Illinois University. He holds a real estate brokers' license in Illinois.

Peter Eisenberg

Principal, Clark Street Real Estate

Peter Eisenberg is a Principal of Clark Street Real Estate. Clark Street acquires, develops, redevelops, leases, and owns commercial real estate in the United States and abroad. The company's primary focus is the development and redevelopment of retail shopping centers and single tenant buildings. Clark Street also has significant experience in mixed-use, industrial, and land development.

In addition to his responsibilities at Clark Street, Mr. Eisenberg is actively involved in the International Council of Shopping Centers, serving on the ICSC Foundation Board of Directors and on the Illinois State Committee. He is a Co-Founder and an Emeritus Member of ICSC's Next Generation National Advisory Group as well. Mr. Eisenberg passionately supports The Harold E. Eisenberg Foundation serving as President and a Founding Board Member. The Harold E. Eisenberg Foundation funds gastrointestinal cancer research at Northwestern University and provides scholarships, mentoring opportunities, and several real estate education related programs to undergraduate and graduate level students throughout the Midwest.

Mr. Eisenberg graduated from the University of Wisconsin-Madison with a Bachelor of Arts degree in Political Science. He also earned a Juris Doctorate degree as well as an LL.M. in Real Estate Law with honors from The John Marshall Law School in Chicago where he serves on the Advisory Board for the Center of Real Estate Law.

Scott Eisenberg

Managing Director, Lake Shore India Advisory Pvt. Ltd.

Scott Eisenberg is the Managing Director of Lake Shore India Advisory Pvt. Ltd. and has nearly a decade of experience negotiating and structuring real estate investments in India. Scott has developed in-depth knowledge of the retail real estate landscape in India and has had considerable interaction with both retailers and local developers. Prior to his involvement with Lake Shore, Scott was Head of Investments for a US \$110 million real estate private equity fund dedicated to Asia. Earlier, Scott had spent several years developing, leasing, and operating retail assets in the US. Scott received a BA from the University of Michigan and earned both a JD and MBA from the University of Chicago.

Savas Er

Principal, North American Real Estate

Savas Er oversees all of the activities of North American Real Estate especially identifying new development or existing retail projects which needs redevelopment. He founded North American Real Estate in 1998 which has played a major role in the real estate industry for more than ten years. He has been involved with over 20 retail projects exceeding one million square feet of leasable area. He is also directly involved with major shopping center projects in Izmir, Turkey where he has completed over 900,000 square feet of retail transactions.

North American Real Estate, founded in 1998, is a full-service real estate firm based in Schaumburg. The company, which expanded into Turkey, is specialized on value add, opportunistic retail real estate investment. As the principal of North American Real Estate, Mr. Er has developed, owned and managed over two million square feet of retail. North American Real Estate currently owns, develops and manages properties in Greater Chicagoland and in Izmir, Turkey.

Matt Goode

Principal, Venture One Real Estate

Matt is a Principal at Venture One Real Estate and Co-head of investments. He is responsible for sourcing new industrial acquisitions as well as portfolio leasing and management. He has lead the company's successful fund platform which has invested over \$300 million in three discretionary funds, and includes multiple institutional joint ventures. Prior to joining Venture One he worked in the development group at First Industrial Realty Trust where he was part of a team that completed over 10 million square feet of development projects in the central region.

He is currently serving on the developing leaders board of the Chicago chapter of NAIOP. He is a former board member and is actively involved in JUF as well as LUNGeivity Foundation. He has a Bachelor of Science Degree in Finance from the University of Colorado.

Ben Greazel

Executive Managing Director, Newmark Knight Frank

Ben Greazel joined NGKF Capital Markets in 2012 and currently serves as an executive managing director in the firm's Chicago office. NGKF is the worldwide real estate services platform of BGC Partners, Inc. (NASDAQ: BGCP). BGC Partners is a leading global provider of financial products and real estate services. Prior to joining the firm, Mr. Greazel served as senior vice president at Grubb & Ellis Company, a commercial real estate services and investment company.

Prior to joining Grubb & Ellis, Mr. Greazel was a director at Cohen Financial, a nationally recognized mortgage banking firm, and also served as a leasing broker with Equis Corporation in Chicago.

Mr. Greazel is a member of the International Council of Shopping Centers (ICSC) and the Illinois State Committee/Government Relations Committee Chairperson/GR Economic Subcommittee and serves as an Executive Committee Member and Mentor for The Harold E. Eisenberg Foundation, one of the nation's largest private organizations committed to gastrointestinal cancer research.

Mr. Greazel has a Bachelor of Arts in Economics from the University of Iowa, Iowa City.

Eric Helfand

Principal, Farpoint Development

Eric Helfand brings over 20 years experience to Farpoint Development with comprehensive knowledge ranging from accounting, tax and finance, to development, asset management and business operations. Now a founding partner, he has served as a Chief Financial Officer and Chief Operating Officer, where he oversaw the operation of real estate services. Redeveloping over 1.6 million square feet of creative loft space between 2012 and 2016, Eric's continued success in the redevelopment of Chicago's commercial properties is key to Farpoint Development's accomplishments.

Eric received a Bachelor of Science in Accounting from Indiana University and is a registered CPA in the State of Illinois.

Vijay Jayaraman

Managing Principal, Southport Growth Partners

Vijay Jayaraman is Managing Principal of Southport Growth Partners, an investment firm focused on real estate private equity opportunities in developing markets. Previously, he was co-head of investments at Equity International (EI) and served on the firm's investment committee, leading investments in real estate operating companies in India, Brazil and Japan/China. Prior to EI, he spent eight years at Goldman Sachs in private equity and investment banking, and was based in New York, London, Singapore and Mumbai over that time. Vijay holds a J.D. from the Yale Law School, and MPA in International Development from the Harvard Kennedy School and a B.S. from the University of Michigan.

Lara Keene

Vice President, Mid America Real Estate Group

Lara Keene has more than 10 years of diverse retail experience as an urban leasing and development specialist. She specializes in Landlord and Tenant Representation with a focus on Urban Trade areas including the Magnificent Mile, Gold Coast, River North, Lincoln Park, Lakeview, The Loop, West Loop, Bucktown and Wicker Park. Lara's in-depth knowledge of retail brands and restaurants adds to her expertise in representing a wide variety of high profile local, national and international retailers.

Lara has advised a variety of retailers including, Zadig + Voltaire, Alexis Bittar, Bonobos, Citibank, Elie Tahari, Kiehl's, K Hall Studio LLC d/b/a US Apothecary, Forever 21, Fig & Olive, and Rent The Runway and currently works with Snippet's Mini Cuts, Bevello, Mojo, Elite Mr. Alan's, Sola Salon Studios, among others in Chicago. Lara exclusively represents Panera Bread and has been instrumental in their expansion and repositioning throughout the Chicago MSA.

Lara has also worked extensively on behalf of property owners, such as C.I.M., Cypress Equities, Junius Partners, Jenel Management Corporation, L&B Realty Advisors, Vanbarton Group, Newcastle Limited, TIAA, JB Realty, Novak Construction, and Madison Capital to secure a variety of retail tenants, including Pandora, Michael's, Bluemercury, TJ Maxx, Title 9, Chrome Industries, Goorin Bros. Hat Company, Asics, Marine Layer, Drybar, Pierre Deux and Quatrine Custom Furniture. Some of Lara's most significant accomplishments includes the leasing of 9,000 SF of retail space at the Shops on Fremont in Lincoln Park to Anthropologie on behalf of CRM properties and ZARA's expansion into a corner flagship position at Block 37 - nearly doubling the retailer's size from approximately 15,000 SF to 27,000 SF on behalf of C.I.M Group. Most recently, Lara organized a lease with David Yurman to occupy a new flagship position at 919 North Michigan Avenue on behalf of TIAA.

Lara is a graduate of University of Illinois Urbana-Champaign where she earned a Bachelors degree in Biology. Lara is a licensed broker in the state of Illinois and a member of the International Council of Shopping Centers, Women in Retail Leasing (WIRL) and the University of Illinois Champaign-Urbana Alumni Association. She also serves as a co-chair of the Magnificent Mile Association By the Numbers Committee.

Alfred M. Klairmont

President, Imperial Realty Company

Since 1978, Mr. Klairmont has been involved hands-on in the process of finding, buying, rehabbing, leasing, managing and maintaining commercial properties. Mr. Klairmont directs a staff of 30 professionals who are geared to offer “tender loving care” to all operations of property ownership. Fast-paced decision-making, ranging from large to small, is a constant. Mr. Klairmont is Chairman of the Harold E. Eisenberg Foundation Mentor Program.

Imperial Realty Company has built a portfolio of over 70 retail, office and industrial properties containing over 10 million square feet. Most acquisitions were purchased as distressed properties and have been subsequently guided to success through rehabilitation and repositioning to meet the needs of the respective marketplaces. The firm’s in-house departments include legal, architectural, space planning, brokerage, leasing, management and maintenance.

Alan Lagunov

Vice President - Acquisitions, Kaufman Jacobs

Alan Lagunov is a Vice President of Acquisitions for Kaufman Jacobs with more than 8 years of experience in real estate finance, acquisitions, asset management, and development. Kaufman Jacobs is a Chicago based real estate private equity firm where Alan's responsibilities include acquisitions, project management, and new business development.

Prior to joining Kaufman Jacobs, Alan was an Analyst at M3 Capital Partners, a real estate investment banking and private equity firm, where he participated in raising equity capital for real estate operating companies and investing in operating entities under the firm's \$3.4B investment management platform. Prior to M3, Alan was a Rotational Analyst with LNR Property, the nation's largest CMBS special servicer, in the firm's acquisition and surveillance group. Alan earned a Bachelor degree in Finance from the University of Illinois Urbana-Champaign.

John Lockerby

Village Manager, Village of Skokie, Illinois

John Lockerby was appointed the Village Manager of Skokie, IL in January, 2014. Prior to this appointment he served as the Assistant Village Manager of Skokie. He has worked in local government administration for nearly 20 years, including the Village of Skokie, Village of Woodridge and City of McHenry. He has earned the designation of Credentialed Manager from the International City/County Management Association. Mr. Lockerby holds a Master of Public Administration degree from Northern Illinois University and a Bachelor Degree in Human Services from Virginia Wesleyan College. Mr. Lockerby currently serves as the President of the Skokie Valley Kiwanis Club.

David D. Low Jr.

Vice President Development & Construction, Clark Street Real Estate

With over 30 years of experience in Construction and Development, Clark Street Real Estate added David D. Low, Jr. to their team as a principal and Vice President of Constructio. His project experience includes major commercial renovations, mixed use, retail repositioning and redevelopment, theater complexes, restaurants, industrial uses, medical office buildings, and large site developments. Mr. Low's expertise in construction and development includes construction of retail projects in over 24 states, and this expertise will lead to the implementation of Clark Street's projects.

As a Senior Project Manager at Equity Properties and Development LP, Mr. Low focused on major shopping center renovations, expansions, capital expenditures and tenant deals. These projects included Ford City Shopping Center, Ford City East & West (Chicago), Monmouth Mall (Eatontown, New Jersey), 2 North Riverside Concourse (Chicago), Sandberg Mall (Galesburg, IL), Spring Mall (Greenfield, WI), Auburn Mall (Auburn, ME), Regency Mall (Florence, SC), Regency Square Mall (Florence, AL) Mall at 163 Street (N. Miami, FL), Glendale Mall (Indianapolis, IN), Adrian Mall (Adrian, MI), and Lexington Mall (Lexington, KY).

With the disposition of Equity's properties in 1997, Mr. Low joined Leopardo Construction as a Project Executive. His team of project managers, estimators, and superintendents successfully completed hundreds of projects in the Chicago-Midwest area, including the renovation of the Century Shopping Centre (Chicago), which added a Landmark Century Theatre; Store roll-out programs for Washington Mutual, Trader Joes, CVS Pharmacy, National City Bank; University Crossings Shopping Center (Mishawaka, IN); Poplar Creek Crossing and Prairie Stone Crossing (Hoffman Estates, IL); The Phoenix at Uptown Square (Chicago, IL); Cineplex/ICE Cinemas (Chicago, IL); LaGrange Crossings East & West (LaGrange, IL); The Home Depot (Lake Zurich, IL); Cypress Equities Developments (Merrillville, IN & Gurnee, IL); many restaurants, and numerous preconstruction projects.

Mr. Low earned his Bachelor of Science in Construction Technology and an Associates degree in Architectural Technology from Purdue University in 1978.

Dan Major

Vice President of Acquisitions, The Scion Group

Dan Major joined The Scion Group, the largest private operator of purpose-built student housing communities, in November 2013 as a Financial Analyst. At Scion, Dan has been directly involved in underwriting \$1.5+ billion and acquiring \$220+ million in student housing properties. He is also heavily involved in the management of Scion's current portfolio, which consists of 24 communities at 19 universities across 13 states.

Prior to joining The Scion Group, Dan was a Commercial Real Estate Loan Officer at Wintrust Financial Corporation. In his three years at Wintrust, Dan managed a portfolio of commercial mortgages across property types including multi-family, industrial, retail, office, parking and hotels.

Dan graduated from Indiana University's Kelley School of Business in 2009 with a BS in Finance.

Adam Moschin

Vice President of Leasing, Clark Street Real Estate

Adam joined Clark Street in 2014 as Vice President of Leasing. Adam works closely with the retail community to merchandise CSRE's properties in order to maximize value for tenants, the Company and the community. Additionally, Adam's experience working directly with retailers and surveying local markets allows him to assist in the acquisition of CSRE projects for both development and redevelopment.

Prior to joining Clark Street, Adam was the Vice President of Leasing at Tucker Development for over 10 years where he was responsible for leasing its retail portfolio including properties in both the Midwest and East Coast regions.

After earning his Bachelor's Degree in Business and Sociology from the University of Arizona, Adam grew several small businesses while overseeing day to day operations.

An active member of the International Council of Shopping Centers (ICSC), he currently serves on the State Committee, and was a liaison on the ICSC Foundation Board of Directors along with a member of the Next Generation Leadership Board.

Lawrence Much

Executive Vice President, Principal, NAI Hiffman

Lawrence R. Much is an Executive Vice President and founding Principal of NAI Hiffman. Larry specializes in industrial real estate including building sales, tenant representation, corporate relocation, build-to-suit analysis and consulting. Larry has negotiated lease agreements and purchase/sale contracts for warehouses, manufacturing plants, office buildings and vacant land across the country since 1987.

Larry has completed over 350 transactions ranging in size from 10,000 square feet to 700,000 square feet with a value in excess of \$1 Billion. His clients include; CenterPoint Properties, CR Laurence, FedEx, IRIS USA, KTR Capital Partners, Madison Partners, The Missner Group, Opus North Corporation, Public Storage and Ridge Property Trust.

Education

Drake University

Bachelor of Arts, Sociology

Background & Experience

Larry has completed over 350 transactions ranging in size from 10,000 square feet to 700,000 square feet with a value in excess of \$850,000,000. His clients include; CenterPoint Properties, CR Laurence, D&H Distributing, IRIS USA, KTR Capital Partners, Madison Partners, Midas International, The Missner Group, Opus North Corporation, Public Storage and Ridge Property Trust.

Jay Patel

Vice President - Acquisitions, Kaufman Jacobs

Jay Patel is a Vice President of Acquisitions for Kaufman Jacobs with more than 10 years of experience in real estate finance, acquisitions, asset management and development. Jay's responsibilities include acquisitions, project management, and new business development.

Prior to joining Kaufman Jacobs, Jay was an Analyst and Associate at M3 Capital Partners, a real estate investment banking and private equity firm, where he participated in raising equity for real estate operating companies, investing in operating entities under the firm's \$3.4B investment management platform, and asset managing a portfolio company affiliate based in Houston. Jay holds a B.S. degree in finance from the University of Illinois and an MBA from the Kellogg School of Management at Northwestern University.

Guy Ponticiello

Managing Director, CBRE

Guy Ponticiello is Managing Director of CBRE's Corporate Capital Markets team, which provides advice, analysis and execution for alternative capital solutions for corporately-owned and occupied real estate. Based in Chicago, Guy leads the team with the initiative to grow the practice in the U.S. and strengthen CBRE's position as the market leader.

Guy brings over 20 years of real estate transaction experience serving corporations, institutional investors and financial institutions. A significant component of Guy's transaction sales expertise stems from sale leaseback, build-to-suit developments, net lease investment sales, acquisitions and corporate surplus dispositions throughout the United States, Canada, and Mexico.

Prior to joining CBRE, Guy lead Jones Lang LaSalle's Corporate Finance and Net Lease Group, a national investment sales practice group, and was responsible for helping corporations align their real estate occupancy strategy with their financial objectives. He also worked extensively with investors and developers in the sale of net lease properties wherein he maintains extensive relationships with investors throughout the world. In this capacity, Guy helped clients evaluate the optimal transaction structure by providing national capital markets expertise, lease accounting, tax and structured finance expertise.

Guy's advisory and transaction experience includes: AT&T, BP Amoco, Bank of America, Bank One, BMO Harris, Capital One, Citigroup, EDS, General Electric Capital Corporation, General Motors, Hewitt Associates, Kimco Realty, Kojaian Management, Lend Lease Real Estate Investments, Lockheed Martin, Motorola, Orix Real Estate Equities, Outlook Development, Rite-Aid, Rockwell Automation, Rohm & Haas, RREEF, Rubbermaid, Sara Lee, Tenet Healthcare, TOMS Capital, Wal-Mart, Walgreens and various other clients.

Professional Affiliations / Accreditations

- International Council of Shopping Centers – Member
- Urban Land Institute – Member

Education

- Northwestern University, Kellogg School of Management, Master of Business Administration
- DePaul University, Bachelor of Fine Arts

Albert Rigoni

Retired Village Manager, Village of Skokie, Illinois

Albert Rigoni, began his tenure with the Village of Skokie in 1976 and was the Village Manager since 1987 overseeing the day to day operations of the Village, enforcement of Village Ordinances, recommendation of policy alternatives to the Board and preparation of an annual budget for the Board's review. In his 30-year tenure with the Village, he had been involved in a myriad of projects ranging from the initiation of the Village's Stormwater Runoff Control Project to the redevelopment of Downtown Skokie and the expansion of Westfield Shopping Town at Old Orchard.

Albert has his Bachelor of Arts in Political Science from Northwestern University and a Master of Arts in Public Administration from Roosevelt University. He is an ex-officio member of the Board of Directors of the Skokie Chamber of Commerce and is a past President and current member of the Skokie Valley Rotary Club.

William A. Shiner

Founder and CEO, The Shiner Group

William A. Shiner graduated with a finance degree from the University of Illinois in 1977 and is a CPA. He received his J.D. from Kent College of Law in 1984.

The Shiner Group (formally Mid-Northern Equities, Ltd.) was founded in 1983 for the purpose of acquiring and developing real estate in the Midwest. The company, with Mr. Shiner acting as principal, has developed and owned over 4.4 million square feet of retail, 100,000 square feet of office, and has acquired over 400 acres of land for development.

Mr. Shiner has completed projects in Illinois, Indiana, Ohio and California. The Shiner Group is looking to expand into North Carolina.

From 1997 thru 2005, Mr. Shiner served on the Wilmette District #37 School Board, the last four years as President. He is active in many charitable endeavors, including University of Illinois Foundation, Children's Memorial Hospital, MS Society among others. He resides with his wife, Jackie and their children, Meredith and Sam.

Wayne Shulman

Office Space Specialist, Imperial Realty Company

Wayne Shulman has 39 years of commercial real estate experience, specializing in office leasing. He works with small and medium sized businesses, as well as large corporations like JP Morgan Chase, Charter One Bank and the Chicago Board of Options Exchange. Wayne is very passionate about his work and clients can be assured that Wayne is on their team. Every assignment is handled conscientiously and worked on until the client is totally satisfied. Wayne is known for his persistence, loyalty and never give up attitude.

Throughout his career, Mr. Shulman has negotiated over 850 leases and 75 million in sales transactions.

Specialties: Mr. Shulman is very strong at hard to lease or hard to get done transactions.

Steven D. Weinstock

First Vice President / Regional Manager / National Director, Marcus & Millichap

Steven Weinstock is a first vice president and regional manager of Marcus & Millichap's Chicago Oak Brook office. In October 2016, Mr. Weinstock was appointed as the national director of the National Land Group and currently holds that position in addition to his regional manager duties. He served as sales manager of the Columbus and Cincinnati offices in 2008 and was named regional manager of Chicago Oak Brook in 2009. Mr. Weinstock was promoted to vice president in 2012 and first vice president in 2015. Prior to joining Marcus & Millichap's Detroit office in April 2001, he owned and operated a brokerage and property management company, which he sold to Trammell Crow Company in 1994.

Mr. Weinstock received a Bachelor of Arts degree in psychology from the University of Michigan and a Juris Doctor from Wayne State University Law School. He also earned the Certified Commercial Investment Member designation (CCIM). Mr. Weinstock serves on the Executive Committee and Board of Directors for the Harold E. Eisenberg Foundation, a foundation committed to cancer research and mentorship programs designed to provide college and graduate students with exposure to and experience in the commercial real estate industry.

Lauren Whaley

Vice President of Human Resources, Retail Properties of America, Inc.

Lauren Whaley is the Vice President of Human Resources and is currently responsible for leading the Company's people strategy, national HR initiatives, policies and practices.

Ms. Whaley joined the Company on February 11, 2013 and has over 20 years of HR Generalist experience and over fifteen years' experience working for several progressive organizations in the commercial real estate industry. Those firms include CB Richard Ellis (F/K/A Insignia ESG, Inc.); The John Buck Company a developer; Lend Lease, a global leader in property and infrastructure solutions providers and Cohen Financial, a mortgage brokerage firm and national real estate capital services company. As an HR Generalist, her functional expertise is in benefits & compensation, business management and strategy, people recruitment, selection and development and employee relations.

Ms. Whaley holds a Master's of Science in Human Resources from Loyola University, Chicago and has a Bachelor's Degree from Miami University in Oxford, Ohio in both Human Resources Management and Organizational Behavior. Previously, Ms. Whaley was adjunct faculty and a professor at Keller Graduate School of Business teaching for the University's MBA program.

Benjamin J. Wineman

Principal, Mid-America Real Estate Group

Ben Wineman is a Principal at Mid-America Real Estate Corporation and co-heads Mid-America's Shopping Center Investment Sales Group, focusing solely on the disposition of retail properties. Together with his partners, Mr. Wineman has been involved in a transaction volume in excess of \$6 billion since 2001.

Mr. Wineman has 18 years of real estate experience. Prior to joining Mid-America Real Estate in July 2001, Mr. Wineman worked as a financial analyst with Jones Lang LaSalle since 1998. As part of LaSalle Investment Management's Private Equity Acquisitions Group, he was responsible for the valuation, due diligence, and closing of real estate acquisitions on behalf of institutional clients.

Mr. Wineman has worked on a variety of assignments throughout the United States on behalf of clients including CBRE Global Investments, Clark Street Development, Cole Capital, CW Capital, DDR, DLC Management, Equity Investment Group, Federal Realty, Inland Real Estate Group, Invesco, JP Morgan Asset Management, Kimco Realty Trust, LaSalle Investment Management, Lormax-Stern Development, National Retail Properties, Pace Properties, Pine Tree Commercial, Ramco-Gershenson, RPD Catalyst, Schostak Brothers, Situs, The Cafaro Company, The DESCOCO Group and UBS Realty Investors.

A graduate of DePauw University in Greencastle, Indiana, Mr. Wineman earned a Bachelor of Liberal Arts degree with a major in History. He is a licensed broker in Illinois, Iowa, Kentucky, Missouri, and Nebraska. As a member of the International Council of Shopping Centers, is a member of the Illinois State Committee and the National Government Relations Economic Policy Sub-Committee. Ben is a Board Director of Southfield, MI based Sterling Bank & Trust. Within the community, Ben serves on the Executive Committees of the Harold E. Eisenberg Foundation and the Ravinia Festival Associates Board.

Kevin J. Wolfberg

Partner, Schain Banks

Kevin Wolfberg is a partner with Schain, Banks, Kenny & Schwartz Ltd. where he practices in the areas of government relations, state and local taxation, land use, zoning, economic incentives and municipal law.

Mr. Wolfberg represents developers, land owners and Illinois municipalities in all aspects of land use, zoning and economic incentives. He also represents a wide range of corporate and individual clients on state and local tax matters including sales tax planning, audit assistance, identifying and securing sales tax overpayments and nexus and exposure studies.

Prior to joining the firm, Mr. Wolfberg served as a Multistate Tax Manager for a big four accounting firm and has been involved in state and local taxes since 1995. While in public accounting, he resolved clients' tax controversies with various state, county and municipal governments and specialized in the real estate and construction industries.

Mr. Wolfberg co-authored the "Sales and Use Tax" Chapter in the 2004 Illinois Institute for Continuing Legal Education handbook on Illinois State and Local Taxation.

As an Adjunct Professor at the John Marshall Law School, he teaches State and Local Taxation and is a frequent speaker on sales and use tax issues.

Practice areas:

Government relations, state and local taxation, land use, zoning, economic incentives and municipal law

Education:

LLM, Taxation, 1999, The John Marshall Law School

JD, 1999, The John Marshall Law School

BA, 1994, Indiana University Bloomington

Bar Admissions:

Illinois

Professional Affiliations:

Illinois Bar Association

Chicago Bar Association

Chicagoland Chamber of Commerce

International Council of Shopping Centers

Taxpayers Federation of Illinois