

The Harold E. Eisenberg Foundation

2019 CAREER DAY



BIOS

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

Site Tour Leader BIOS

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Tom Bernier

SVP New Business & Leasing, Bucksbaum Properties, LLC.

Tom Bernier serves as SVP New Business & Leasing for Bucksbaum Properties. Tom has over 23 years of experience in retail real estate industry. His primary responsibilities include identifying and securing best-in-class development opportunities across the country as well as conducting market due diligence for acquisitions.

Prior to joining Bucksbaum Properties, Tom was SVP, Research and Strategy for General Growth Properties where he was responsible for all aspects of research and leasing strategies for REIT. During his 9 years at GGP, he was responsible for conducting market feasibility studies for new developments as well as for expansions and redevelopments.

Tom spent 14 years at The Green Group (Howard L. Green & Associates) where he last served as VP, Professional Services. At The Green Group he assisted national retailers in developing real estate expansion plans. Retail clients of Tom included Williams-Sonoma, Inc., Ann Taylor, Coach, and Estee Lauder among other. Developer clients included Westcor (Macerich), Cousins Properties and Ramco-Gershenson.

Tom is graduate from the University of Michigan with a Bachelor's degree in economics and marketing. He has served two terms on the ICSC North American Research Task Force and once as its Vice Chairman. He is a frequent speaker at the ICSC Research Conference.

Tom and his wife Sandra live in Naperville, IL with their daughter Samantha.

John Bucksbaum

CEO, Bucksbaum Properties, LLC.

John Bucksbaum, founder of Bucksbaum Properties, LLC. Bucksbaum previously served as chairman and CEO of General Growth Properties, Inc., a publicly traded Real Estate Investment Trust (REIT) which had ownership and management interest in over 200 regional and super regional shopping malls in 44 states. The company portfolio totaled approximately 200 million square feet of space.

Bucksbaum received his bachelor's degree in Economics from the University of Denver, Denver, Colorado in 1978. Professional affiliations include the following: past worldwide Chairman of the International Council of Shopping Centers (ICSC). Trustee and member of the Executive Committee of ICSC; past Chairman of the Zell/ Lurie Real Estate Center at The Wharton School; Trustee of the Urban Land Institute (ULI). In addition Bucksbaum serves on the boards of the University of Chicago Hospitals, The Field Museum, the Chicago Sports Commission, the U.S. Ski & Snowboard Team, USA Cycling, the Paralympics Advisory Committee to the U.S. Olympic Committee, Young Presidents Organization and the Advisory Board and the Chicago Chapter of the American Jewish Committee.

John and his wife, Jackie, are the parents of Max and Eli Bucksbaum.

Eric Nordness

Senior Vice President & Chief Financial Officer, Hickory Street Capital

Eric Nordness is a Senior Vice President & Chief Financial Officer of Hickory Street Capital. HSC is real estate development and investment business owned by the Ricketts family, owners of the Chicago Cubs baseball club. HSC was formed to advance the Ricketts family real estate development goals outside of Wrigley Field. Mr. Nordness leads real estate development for the Ricketts family.

HSC recently completed the development of a sports and entertainment district directly west of Wrigley Field, centered around a 30,000 square foot open-air event plaza known as Gallagher Way. The mixed-used development encapsulates the plaza and two six-story buildings that houses a 173-room boutique hotel, 100,000 square feet of retail space and 75,000 square feet of office space. Designed to fit seamlessly into the urban neighborhood environment, this new destination now serves as a year round entertainment destination and the town center of Chicago's iconic Wrigleyville neighborhood.

Prior to joining HSC, Mr. Nordness was the Managing Member for Salita Development, a boutique hospitality development firm focusing on hotels and restaurants. Eric started his career at Robertson, Stephens & Co, a San Francisco headquartered full-service investment banking firm. Mr. Nordness has experience in real estate development, institutional finance and asset management. He received his B.B.A. in finance from the University of Iowa and a M.B.A. from the University of Chicago Booth School of Business, with concentrations in both finance and economics.

Sheri Malec

Senior Director Workplace Solutions, McDonald's

Sheri Malec is a Senior Director in the Workplace Solutions department at McDonald's. In her role she is responsible for Corporate Real Estate and Workplace Experience at McDonald's. She is also responsible for the Company Car program, McDonald's Archives, Office Services and Records Information Management. In her role, Sheri focuses on providing McDonald's employees and guests with an extraordinary workplace experience.

Sheri is a graduate of University of Chicago Law School, where she was an editor of The University of Chicago Law Review. She also has a biology degree from the University of Illinois at Urbana-Champaign. Prior to working for McDonald's, Sheri clerked for the Hon. Michael S. Kanne of the 7th Circuit Court of Appeals and worked for Sidley & Austin as a commercial litigator.

Melissa Roemerman

VP | Retail Program Lead, JLL

In her current role as VP | Account Lead for the McDonald's Account, Ms. Roemerman is responsible for the successful delivery of Project Management, Facility Management, Business Intelligence, Smart Building Integration, and Occupancy Planning. Her responsibilities include rigorous vendor selection and oversight, seamless integration with all ancillary service lines including Soft Services, Transaction Management, Market Planning, Finance, Risk Management, Digital Solutions, and strategic client interface. Ms. Roemerman joined the firm in 2017. Her previous roles included:

VP | Retail Program Lead for the highly visible Retail Program team of 42 FTE's for the Bank of America account, encompassing both the Central and Southwest regions

Senior Manager, Team Lead on the Bank of America account at JLL, leading a cross functional team, responsible for delivering Admin, Retail, and MAC

Prior to joining JLL in 2017, she was the National Team Lead | Program Lead for a Fortune 100 Healthcare client at Cushman & Wakefield. Melissa oversaw project planning, coordination and oversight of scope, schedule, and budget as the subject matter expert while also managing 21 direct reports. She had primary oversight of approximately 220+ capital projects per year, including office, retail, and pharmacy with annual budgets exceeding \$150M, with up to 80+ stakeholders.

Melissa started her career in 2001 working with a retail General Contractor as the Client Services Manager focusing on client transitions and Project Management leadership. She moved into the Commercial Real Estate industry in 2007 working in leadership roles with Cassidy Turley and subsequently DTZ (fka UGL/Equis), and has worked with 20+ Retail, Admin, and Healthcare clients.

Education and Affiliations

Southwest Texas State University; LEED GA; OSHA 10 certified

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Tyler Buck

Senior Associate, Acquisitions, Pine Tree

Tyler Buck is responsible for the sourcing and underwriting of marketed and off-market opportunities across the United States. He has helped procure approximately \$312 million of AUM during his time in Acquisitions. Tyler began his tenure at Pine Tree as an Asset Management analyst in 2015, during which he assisted in due diligence, capital markets, and investor reporting.

Prior to joining Pine Tree, Tyler worked as an Assistant Project Manager for Core Spaces, a national student housing developer based in Chicago, and as a Leasing Agent for Roland Realty in Champaign, Illinois.

Tyler graduated with a BA in Economics from the University of Illinois at Urbana-Champaign. He is a licensed Illinois Real Estate Broker and a member of the International Council of Shopping Centers (ICSC). He is also actively involved in Big Brothers Big Sisters, Chicago Lights, and the Harold E. Eisenberg Foundation.

Jess Libby

Senior Project Manager, Exclusive Construction Services

As a senior project manager in construction Jess uses her background in architecture and business to connect with clients and develop strategic solutions to achieve their construction goals. Most recently Jess served as the Senior Project Manager for a 1.8 Million restaurant build-out for a Boka group. This last year she also completed a 10-floor hotel renovation in River North and led the structural and interior conversion of a 100 year old factory to Class A Office and rooftop event space.

Jess began her career as an architectural designer at a global architectural design firm managing the Construction Administration of Wrigley Field. She continued developing her skills as an Architect at two other award winning Chicago firms gaining experience in multiple market sectors. Almost two years ago her expertise in Architecture and Business led to an exciting new opportunity working as a Project Manager for Exclusive Construction.

Jess graduated from the University of Illinois at Urbana-Champaign with a Master of Architecture and a Master of Business Administration (MBA).

Ben Margolit

Co- Founder, Rentgrata

Ben Margolit is a co-founder and CEO at Rentgrata, a Chicago startup that connects prospective renters with current residents of apartment communities. The company has raised roughly \$1.5 million to date and has more than 60,000 apartment units under contract. Before moving to Chicago to help found Rentgrata, he was a member of Aimco Apartment Homes' redevelopment team in Denver and then Southern California. Ben has a Bachelor of Science in Civil Engineering from Colorado State University.

Clayton Merritt

Vice President of Acquisitions, The Scion Group

Scion has participated in the acquisition or development of over 70,000 beds, totaling more than \$6.0 billion of project value which currently makes the firm the largest privately-held owner/operator of student housing in the United States.

Mr. Merritt joined Scion in 2016 and leads the origination team in his role as Vice President of Acquisitions. In his time at the firm, he has overseen \$4.5+ billion of transaction volume in connection with multiple institutional capital partners and cultivated a pipeline of exciting growth opportunity. Additionally, Mr. Merritt has designed and implemented multiple data driven procedures to aid in the development of Scion's intelligence platforms and market-leading research initiatives.

During his undergraduate years, Mr. Merritt gained three years of student housing experience fulfilling multiple operational roles at the student housing property and regional level. Prior to joining Scion, he added valuable technical experience to his repertoire working as an aerospace engineer for Northrop Grumman, a leading Aerospace and Department of Defense contractor.

Mr. Merritt earned a B.S. in Electrical Engineering with a concentration in electromagnetics from the University of New Mexico and an MBA from Western Governors University.

Nicole Weldon

Regional Sr. Vice President, Truss

Passionate about bringing change to the commercial real estate industry, Nicole joined Truss in July 2017 as their Regional Sr. Vice President to launch their first market right here in Chicago. Nicole helps companies find and lease office space through an AI enabled brokerage platform. Prior to joining Truss, Nicole worked at numerous commercial real estate firms, focusing solely on tenant representation. To date, Nicole has represented over 200 companies leasing office space in Chicago. Nicole is also a course coach with Dale Carnegie training, managing and mentoring professionals across numerous industries. Nicole graduated from Northern Illinois University where she studied Social Entrepreneurship, Marketing and Sales.

Sam Ankin

Co- founder, Northpond Partners

Sam Ankin co-founded Northpond Partners, LLC. His primary responsibilities involve sourcing and structuring new investment opportunities, and he also serves as a member of the Investment Committee. Mr. Ankin was also a founding partner of Shiner Capital Partners, LLC, an entity that sponsored SCP Realty Fund I, LP and SCP Realty Fund II, LP. Since 2007, Mr. Ankin has led or supported the identification and analysis of more than 1,500 investment opportunities and through his leadership, he has closed on 33 investments with a gross asset value in excess of \$340,000,000. Prior to Shiner Capital, Mr. Ankin served as Development and Acquisition Manager for Shiner Group, where he was responsible for land and asset acquisitions, as well as coordinating the development of retail, office and mixed-use projects in the Chicagoland area and the Carolinas. At Shiner Group, Mr. Ankin led or supported the development of more than 12 projects consisting of approximately 1,000,000 square feet of commercial space. Before joining Shiner Group, Mr. Ankin worked at LaSalle Bank, most recently in the commercial real estate group.

Mr. Ankin graduated from the Real Estate Program at the University of Wisconsin-Madison's Granger School of Business with Academic Distinction. Mr. Ankin is a member of the ICSC Foundation Board of Directors and the National ICSC Next Generation Leadership Board (immediate past chair). He also sits on the Board of Advisors of the James A. Graaskamp Center for Real Estate at the University of Wisconsin – Madison and is an Executive Board member of The Harold E. Eisenberg Foundation. A native of the Chicagoland area, he currently resides in Chicago with his wife Erin and their two children.

Andy Stein

Principal, Clark Street Real Estate

Andy is a founding Principal of Clark Street. His primary focus is the procurement and processing of development and redevelopment opportunities.

Andy Stein began his real estate career at Joseph Freed and Associates, a privately owned Chicago- based development company. As Vice President of Development he was involved in all aspects of development and leasing, including site selection, land acquisitions, entitlement, and financing of projects. Some of the major projects Andy completed while at Freed include: Hilldale Mall in Madison, WI, Greeley Commons in Greeley, CO, Arborland in Ann Arbor, MW, and Evergreen Square in Peoria, IL. During his tenure at Freed, Andy was involved in more than 1.5 million square feet of development projects.

Andy is co-founder and an Emeritus member of the ISCC's Next Generation program, Illinois ICSC State Committee Member, Urban Land Institute Member, and Executive Board Member of the Harold Eisenberg Foundation. Recently Andy was the recipient of the ICSC's Inaugural "4 Under 40 Award". Andy is a graduate of the University of Texas at Austin and holds the Certified Leasing Specialist (CLS) and Certified Property Executive (CRX) designations from ICSC.

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Joanna Acosta

CPA- Senior Manager, Valuation, Modeling & Economics, Ernst & Young

Joanna is a real estate specialist and licensed CPA providing valuation, modeling, and economic advisory services to real estate owners and corporate clients. Joanna has over 10 years of experience with all major property types and in each phase of the capital agenda – from identification and underwriting, to ongoing financial reporting and scenario analyses, to portfolio and process optimization.

Experience

- ▶ Manages single asset and portfolio valuations of health care, multifamily, student housing, office, and industrial properties on behalf of public and private REIT, private equity, and multinational corporate clients. Representative projects include a \$4 billion portfolio valuation of nearly 300 medical office, senior housing, skilled nursing, and hospital properties and a \$1.5 billion portfolio valuation of 50 European office buildings.
- ▶ Builds complex financial models to assist in operational scenario analyses. Representative projects include an analysis of the rent reduction opportunity for over 5,000 lease renewals and a comprehensive financial statement model to assess the impacts of the new lease accounting standard on a large retail portfolio.
- ▶ Performs due diligence on behalf of buyers and sellers to analyze historic property performance, market trends, competitive landscape, and the financial impact of transactions. Representative projects include an analysis of the forecasted cash flows of four luxury branded hotels on behalf of a foreign inbound investor and an assessment of the impact to earnings per share of a planned acquisition of over 4,000 leases.
- ▶ Advises on portfolio and process optimization strategies. Representative projects include the identification of over \$40m in idle property monetization opportunities for a Fortune 500 consumer projects company and a comprehensive process redesign of three core real estate functions for a Fortune 500 retailer.
- ▶ Provides specialist assistance to the audits of a wide variety of companies by providing valuation reviews for acquisitions and impairment, investor reporting, debt valuations, and lease accounting matters.

Prior to joining TAS, Joanna spent five years in EY's Assurance service line, opining on the financial statements and internal control environments of REITs and investment funds. Education and memberships. She is licensed CPA in Illinois and has a B.S. in Finance and B.S. in Accountancy from the University of Illinois at Urbana-Champaign, with honors. Joanna is a member of the AICPA and the Illinois CPA Society as well as CREW Chicago.

Tim Anderson

CEO and Founder, Focus

As an industry visionary dedicated to diversification, Tim skillfully guided Focus' expansion into third-party general contracting and the addition of luxury apartments to its growing list of asset classes.

- Provide strategic leadership and establish long-range goals, strategies, plans, and policies.
- Build market position by locating, developing, and negotiating business relationships with potential clients, lenders, investors and partners.
- Develop and maintain company standards regarding design, quality, and brand image.
- Shape and maintain a corporate culture that reflects the business' strategy and those within the organization.
- Direct staff of over 50 professionals in multiple disciplines

Industry Expertise

- Strong design perspective that guides the architecture of all Focus development projects
- Strategic leadership and visionary mindset
- Passion and pride that promotes a strong sense of ownership among the Focus team
- Substantial construction knowledge based on hands-on, in-the-field experience

Prior Experience

- Optima, Inc, executive vice president
- FCL and Associates, architect

Education + Certifications

- Bachelor of Architecture, Illinois Institute of Technology

Community

- Willow Creek North Shore Church, board member; building committee member
- Lou Malnati's Cancer Benefit Board, board member
- RISE International, volunteer

Erin Ankin

General Counsel & Chief Compliance Officer, Waterton

Ms. Ankin joined Waterton in 2009 and serves as general counsel and chief compliance officer. In this role, she is also responsible for fund and corporate structuring, transaction negotiations, litigation and claims as well as the firm's talent management and general human resource functions. Ms. Ankin also oversees corporate compliance under local, state, federal and other jurisdictional laws, including the firm's status as a Registered Investment Adviser. Ms. Ankin is a member of the firm's Management and Investment Committees.

During her tenure with the firm, Ms. Ankin has been involved in transactions exceeding \$9.3 billion in aggregate value. Ms. Ankin also manages licensing at the corporate and site levels and oversees Waterton's insurance program and previously served as co-chair of the firm's culture committee. Prior to joining Waterton, Ms. Ankin was a real estate and finance associate at a Chicago-based law firm.

Ms. Ankin holds Bachelor of Arts degrees in English and Political Science from the University of Michigan – Ann Arbor, and earned her Juris Doctor from Chicago-Kent College of Law. She is a member of the National Multifamily Housing Council and the Chicago Bar Association.

Ali Bauer

Vice President of Business Development, Rise Buildings

Rise Buildings is a customizable and brandable, property experience platform that manages all daily activities for both staff and tenants in residential and commercial buildings. Rise Buildings increases tenant engagement, delivers measurable operational efficiencies, and adds income to each property. The value proposition is a consolidation of multiple software and hardware solutions into one, fully-integrated platform that streamlines the tenant experience and operational needs of the building, which reduces costs and feature redundancies.

Currently Ali Bauer serves as Vice President of Business Development for Rise Buildings. In this role, she oversees the sourcing and execution of new business opportunities in office and residential asset classes. She defines and implements strategic plans to reach key decision makers and close deals. Skilled at initiating and developing strong business relationships, Ali is a visionary thinker who combines global experience with excellent problem-solving and communication skills to achieve exceptional results. She collaborates with Sales, Client Success, and Development teams to ensure product and service excellence. She has a reputation as a creative, energetic, and organized leader focused on client satisfaction and organizational success.

Ali brings a diverse background and skill set with experience in business development and marketing. Prior to joining Rise Buildings, she was responsible for creating and executing nationwide business plans and processes for selling interior design services to the top twenty-five Owners and Developers in multifamily, single family, student housing, and senior living. Ali also worked in the office furniture industry where she managed a regional sales team at Allseating and while at Knoll she competed globally and won the "2013 Rookie of the Year" award. In the early years of Ali's career she sold and produced commercial advertisements on forty different television networks (USA, ESPN, History Channel, etc.), as well as Charter Communications' website (Charter.Net).

Ali received a Bachelor of Arts Degree with an emphasis in Communication Arts from the University of Wisconsin Madison and she also co-produced the film documentary "Mad Town Swing State." Ali is the founder of "PropTalk," a podcast designed to educate Owners, Developers, and Operators about cutting-edge PropTech solutions and trends. Ali currently participates and volunteers in the following organizations: NMHC, ULI, IREM, NAA, CAA, CRETech, BOMA, City of Hope, and Harold E. Eisenberg Foundation.

Irini Boeder

Assistant Vice President of Marketing, Lincoln Property Company

Irini Boeder joined Lincoln Property Company in 2011 as Marketing Director for the Midwest region and was promoted to Assistant Vice President in 2015. She is responsible for all facets of marketing, including property branding, social media, and market positioning through the execution of successful marketing campaigns. Prior to joining Lincoln Property Company, she was a Marketing Specialist at Waterton Residential where she played a key role in the execution of marketing strategies, including the rebranding and repositioning of Presidential Towers and the development of social media initiatives. She received her Bachelor of Science degree in Finance and International Business from The Ohio State University and her MBA in Marketing Strategy and Planning from DePaul University.

Peter Borzak

CEO, Pine Tree

College: George Washington University

Professional Experience: Balcor Company 1984-1987
First Dearborn Properties 1987-1990
Plymouth Court Properties 1990-1995
Pine Tree Commercial Realty 1995-Present

Pine Tree Portfolio as of 1/20: 127 Shopping Centers

Assets Under Mgt as of 1/20: \$2.6 Billion

Organizations: Big Brothers/Big Sisters of Chicago (Mentor)
YPO (Real Estate Network Chair 2012-2014)
ICSC
ULI NAREIM
Deerfield AYSO
Deerfield Youth Baseball Association

Boards: Big Brothers Big Sisters of Chicago
Standard Club of Chicago (President 2004-2006)
Harold Eisenberg Foundation
George Washington University Center for Real Estate Advisory Board
Marquette University Center for Real Estate Advisory Board
DePaul University Center for Real Estate Advisory Board
Deerfield Park Foundation

Kerry Dickson

Managing Director, Vermillion Development

Kerry Dickson joined Vermillion Development in March of 2014. His past work experience includes the completion of over 35 successful developments creating almost 3,000 homes ranging from luxury condominiums to affordable housing.

Over his 24 year career in real estate development, Kerry has focused on complex residential and mixed-use properties requiring unique solutions. He is experienced in all facets of the development process with special emphasis on land entitlement, sustainability, historic rehabilitation and accessibility. He has successfully negotiated several large planned development ordinances with the City of Chicago, and worked with the State of Illinois Historic Preservation Office to utilize financial incentives to rehabilitate over 18 properties. Kerry holds accreditation as a LEED BD+C with the United States Green Building Council, and was instrumental in the development of the first residential high-rise in the Midwest to achieve LEED certification. He served on the City of Chicago Mayor's Task Force on Accessibility and is currently a member of the Mayor's Office for People with Disabilities Technical Committee re-writing Chapter 11 of the Chicago Building Code.

Kerry graduated with Highest Honors from the University of Illinois with a Bachelor of Science degree in Architecture. He also holds Master of Business Administration and Master of Architecture degrees from the University of Illinois. Kerry serves on the Board of Directors of Wesley Child Care and is active with the Boy Scouts of America as an Assistant Scoutmaster and Outdoor Activities Chair for Troop 156 in Glenview, Illinois.

Ryan Doody

Vice President of Construction Management - Development, CA
Student Living

Masters of Architecture, Illinois Institute of Technology

15 years as an Architect in Chicago.

Served as Project Architect on numerous residential and commercial projects throughout the Chicago area.

Currently a Vice President of Construction Management at CA Ventures.

Act as owners representative to lead construction management oversight on multiple student housing developments throughout the country. CA Ventures is a premier real estate developer and owner/operator in the US and internationally.

Licensed Architect, State of Illinois

CSI-CDT, Construction Specifications Institute, Construction Document Technologist

NCARB, National Council of Architectural Registration Boards certified

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.

Dave Erickson

Vice President of Real Estate Development, Ryan Companies

As Vice President of Real Estate Development, Dave is responsible for site selection, land planning, financial analysis, entitlement, permitting, government regulations and acquisitions while ensuring the customer's design, budget and schedule objectives are achieved. He particularly enjoys the land planning, entitlement and permit stages because of the critical and highly impactful effects they have on the success of any real estate development projects. With a background in civil engineering and eight years of industry experience, Dave has a unique perspective that makes him an influential advocate to the customer. He is known for his ability to collaborate with his customers, partners and the project team- from development through construction and property management.

Mark Georgas

Senior Vice President, JLL

Mark Georgas is currently a Senior Vice President with JLL's downtown agency leasing team, specializing exclusively in landlord representation for Downtown Chicago office properties. Current assignments include One North Wacker, 71 South Wacker, 123 North Wacker, 224 South Michigan, 363 West Erie, and 1500 West Carroll on behalf of such owners as Irvine Company, LaSalle Investment Management, Spaulding & Slye and Dayton Street Partners.

Mark joined JLL in October 2013 after almost nine years with CBRE. He has over sixteen years of commercial real estate brokerage experience, spanning both suburban and downtown Chicago markets and serving a variety of institutional and entrepreneurial owners. Since joining JLL, Mark has leased in excess of 3.0m square feet, including HQ deal with Kraft-Heinz, Motorola Solutions and JLL, in addition to multiple leases over +100k SF. Such efforts earned Mark recognition as one of the Top 295 producers across JLL in 2015.

While at CBRE, Mark was a top volume producer annually, completing in excess of 450 transactions during his tenure. Past clients include Alvarez & Marsal Property Investments, KBS Realty Advisors, AmTrust Realty, GE/Arden Realty, Opus North, Founders Properties and Duke Realty, among others. With a focus on identifying and analyzing every alternative and a strong background in branding and communications, Mark is able to develop strategies for clients that maximize the value of their assets. Mark's commitment to excellence and his high level of character drive him to achieve the best deal in the marketplace on behalf of his clients.

Mark is a graduate of University of Illinois, Urbana-Champaign. He is a licensed real estate broker in Illinois. Mark is an active member of COLBA.

Charles Gibbs

Director of Real Estate, Sonder

Charles Gibbs is Director of Real Estate in Chicago for Sonder, a fast-growing hospitality company based in San Francisco that is transforming the future of the hotel industry. Mr. Gibbs is responsible for sourcing and negotiating new lease opportunities for Sonder to grow its presence in Chicago. Prior to his current role at Sonder, Charles helped lead acquisitions efforts for multiple Chicago-based real estate investment groups, including Marc Realty Capital and Manna Capital, where he focused on multifamily and hospitality assets. In addition, Mr. Gibbs spent several years as a commercial real estate broker with Sperry Van Ness.

Before transitioning to real estate, Mr. Gibbs was a practicing attorney with Perkins Coie LLP, where he focused on commercial restructuring and bankruptcy work. Charles received his law degree from the University of Illinois, where he graduated *summa cum laude* and was an editor of the Law Review. He received his undergraduate degree in Music Performance from New England Conservatory of Music in Boston. Charles lives in Chicago with his wife, Anastasia, and their dog, Walter.

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 Newmark Knight Frank in 2012 and currently serves as an executive managing director in the firm's Chicago office. 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 Board 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.

Lara Keene

Senior 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 Bachelor's 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 over 100 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. He is an inductee to both the Chicago Association of Realtors and Chicago Area Entrepreneurship Hall of Fame. Imperial Realty Company has built a portfolio of over 100 retail, office and industrial properties. 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 staff includes legal, architectural, space planning, brokerage, leasing, administration, management and maintenance.

Julia Klairmont

Director of Operations and Leasing, Imperial Realty 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. Since 2017, Julia specializes in working with Imperial's 3,000+ tenants for all leasing related matters, such as expansions, renewal negotiations, construction design and budgeting, and portfolio relocations. In addition, Julia works closely with Imperial's property managers, accounting staff, project managers and brokerage department 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.

Rob Kolinsky

Asset Manager, The Scion Group LLC

Rob spent the first part of his career at J.P. Morgan providing loans to large scale real estate developments/projects with a total project value of over \$3 billion. This was followed by a brief stint at national real estate private equity shop. Most recently, he was responsible for all financial analysis, asset management, and acquisitions at a boutique real estate private equity/investment management firm with assets under management of roughly \$100 million and a development pipeline of approximately \$300 million. Currently, Rob is an Asset Manager at Scion, a national owner/operator of Student Housing with over \$5 billion in assets under management. Throughout his career, Rob has underwritten, analyzed, and been involved with the transaction of over \$6 billion worth of real estate.

Larry Much

Executive Vice President, 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
BA, Sociology

Real Estate Industry Specialization:

Food Processing / Distribution
Air Freight

Professional Associations & Designations:

Real Estate Managing Broker, Illinois
SIOR (Society of Industrial and Office Realtors, member since 1996) - President 2005
AIRE (Association of Industrial Real Estate Brokers, member since 1989) - President 2004
CCIM (Certified Commercial Investment Member) - Candidate
NAIOP (National Association of Industrial and Office Properties) - Member
NAI Industrial Council - 1988 to Present
2009 NAIOP Industrial Redevelopment of the Year Award
2009 SIOR Largest Dollar Volume Transaction Award

John Oharenko

Founding Principal, Real Estate CAPITAL Investors

John is a published author with multiple works on finance, development, and marketing. He loves working with people and connecting their unique abilities to projects that help them “do the right thing.”

John Oharenko is the founding Principal with Real Estate CAPITAL Investors of Chicago. John is passionate about using decades of knowledge to spot trends and opportunities as a means to promote smart growth urban redevelopment within the workforce housing arena. His focus on owning and operating transit-oriented apartment buildings for helping maintain sustainable neighborhoods. RECI®'s roots date back to 1982, as owners operating workforce housing in various neighborhoods including North Lawndale, Logan Square, Lakeview, Lincoln Park, Ukrainian Village, Rogers Park, Berwyn and Cicero. The Principals have over a century of combined experience in ownership, development, construction, finance and management. Prior to RECI, Mr. Oharenko served as a managing Director at Berkadia Commercial Mortgage LLC (formerly known as GMAC Commercial Mortgage and Capmark). John worked in the mortgage banking industry for over thirty-five years specializing in real estate investment banking, structuring debt and equity transactions for income-producing properties including apartment, retail, office and industrial assets.

John is a Chicago native and holds a master's degree in Real Estate Investment Analysis from the University of Wisconsin (Madison) as well as a Bachelor's Degree in Business from De Paul University. John is active in the Urban Land Institute, International Council of Shopping Centers, the Mortgage Bankers Association, the Selfreliance Federal Credit Union Board and other social and professional real estate organizations.

Also, he is a founding member of the Real Estate Capital Institute. John believes in sharing knowledge, serving as both a mentor to students interested in real estate and a Board member of a local Chicago-area nonprofit financial institution.

Brian J. Pieracci

Managing Director, North American Private Equity Acquisitions, Heitman

Brian is a partner at Heitman and leads the North American private equity real estate acquisitions group. He has been involved in over \$12 billion of transactions across the country with respect to a variety of property types including office, industrial, medical office and self-storage properties and a variety of investment structures (e.g. development joint ventures, investment joint ventures, mezzanine financing and 100% free and clear acquisitions). Brian graduated from Indiana University's Kelly School of Business with degrees in Finance and Real Estate. Brian has been at Heitman for 21 years.

Keely Polczynski

Senior Vice President, CBRE

Keely Polczynski is an 18-year veteran of CBRE where she is widely recognized as a leading retail investment properties expert. Her expertise is in understanding capital markets, knowing and accessing institutional and private capital investors, as well as underwriting and developing marketing strategies for investment properties in the Chicago area. She is part of a shared database that reaches over 300,000 investors nationwide. Focusing solely on the disposition of retail properties, she has sold over 200 million square feet of properties values in excess of \$1 billion.

As a member of CBRE's Investment Properties Group, which has been ranked by real capital analytics as the No. 1 firm in U.S commercial property investments sales activity for six consecutive years, Keely dominates the Chicago investment sales market. Focusing solely on the disposition of marquee properties in downtown Chicago, she has sold a myriad of prolific assets in the most recognized office and retail corridors in Chicago including Fulton Market, the loop, River North, Gold Coast and Lincoln Park. With sales in excess of 400 million square feet valued in excess of \$1 billion, Keeley consistently delivers superior value to her clients by getting them premium pricing and attractive terms. She is regularly quoted in industry publication such as Crains, Midwest Real Estate News and Chicago Tribune.

Professional Affiliations

- Top 10% national – Investment Sales
- Top 20% nationally- 2018, 2017
- Top 10% nationally- 2016
- Top Broker in Chicago Region – 2011-2018
- CBRE Women's Networking Group

Education

Northwestern University's J.L. Kellogg Graduate School of Management, M.B.A
Murray State University, Bachelor of Arts, Finance

Phillip Slovitt

Co- Founder, Northpond Partners, LLC

Philip Slovitt co-founded Northpond Partners, LLC alongside Sam Ankin. His primary day-to-day responsibilities include capital raising, investor relations, and investment underwriting & portfolio management. He is also a member of the Investment Committee. He was also a founding partner of Shiner Capital Partners, LLC, an entity that sponsored SCP Realty Fund I, LP and SCP Realty Fund II, LP. Mr. Slovitt successfully led Shiner Capital as it made 33 investments and procured project level financing equating to approximately \$200,000,000. Mr. Slovitt previously worked at Morgan Stanley's Chicago office in its U.S. Real Estate Investing Group. While at Morgan Stanley, Mr. Slovitt's responsibilities included the underwriting, due diligence and closing of more than \$1 billion in real estate investments on behalf of Morgan Stanley-sponsored funds and separate account clients. Prior to joining Morgan Stanley, Mr. Slovitt worked for Crow Holdings in Dallas, Texas. During his time at Crow Holdings, Mr. Slovitt primarily worked on the acquisition and asset management of retail, office and industrial properties totaling more than \$350 million in value.

Mr. Slovitt graduated from the Cox School of Business at Southern Methodist University with a BBA in Real Estate Finance. He is actively involved with the Western Golf Association Leadership Council, Illinois Junior Golf Association and the American Junior Golf Association through their ACE Grant scholarship programs. Mr. Slovitt is a member of the International Council of Shopping Centers, Urban Land Institute and a Council Member of Real Estate Finance and Investment Center at the University of Texas at Austin. He currently resides with his wife Emily and three children in Chicago.

Jonathan Stevens

Director Performance Management, The Scion Group LLC

Founded in 1999, Scion focuses exclusively on ownership, operation and advisory services for student housing, both on and off campus. We have participated in the acquisition or development of over 70,000 beds and advised colleges and universities, foundations and private-sector providers in more than 200 campus markets, representing over \$5.0 billion of project value.

Jonathan earned a bachelor's degree in finance from DePaul University and went on to complete his MBA at the Mendoza College of Business at the University of Notre Dame. Jonathan pursued an MBA to move into the commercial real estate sector from corporate finance. Through the HEEF Real Estate Challenge, Jonathan joined The Scion Group as Asset Manager. Over the last four and a half years he oversaw the growth of the Asset Management Team as Scion more than quadrupled in size to over \$5B in real estate assets. Jonathan is currently tasked with the development of propriety budgeting and capital expense management platforms for Scion in addition to managing financial performance.

Marlon Stone

Managing Broker, President & CEO, Stone North America

With over 20 years of experience representing national retailers, Marlon Stone has expert market knowledge and substantial participation into the tenant-specific approval process by coordinating the strategic planning, LOI negotiation, site packaging, and deal presentation to corporate real estate committees. Mr. Stone has represented significant retail programs during his career including: Kohl's Department Store, Saks Fifth Avenue Off 5th, Cost Plus World Market, DSW, Shoe Carnival, Mattress Firm, The Vitamin Shoppe, Uncle Julio's, Banco Popular, Party City, Carters, Road Runner Sports, Timberland, and Under Armour. Marlon Stone's brokerage career has been distinguished by his versatility and high production in the core disciplines of multi-state tenant representation, institutional product leasing and land assemblage.

Career highlights include: Stone's authoring and executing Mattress Firm's entry plan into Minneapolis and Chicago, resulting in over 100 lease transactions facilitating the company's ultimate acquisition of competing brands, Sleepy's and Bedding Experts; Exclusively representing Shoe Carnival in over 50 lease transactions throughout the Midwest; Completing 25 Midwestern Vitamin Shoppe leases; Negotiating 10 DSW leases; and exclusively representing Saks Fifth Avenue Off 5th as the company entered The Village Square of Northbrook, Northbrook, IL, Mayfair Collection, Wauwatosa, WI, and Hunter's Square, Farmington Hills, MI. Additionally, Mr. Stone represented Midland Atlantic Properties in delivering Phase I of Rushmore Crossing, Rapid City, SD, 100% occupied having negotiated 400,000 square feet of leases; Most recently, Marlon Stone provided land assemblage and consulting services to Davie, FL based One Corporation, in the acquisition, remediation, and adaptive reuse by converting a former Exxon Mobile into Chipotle and AT&T on the pad of The Plaza at King of Prussia, King of Prussia, PA. Marlon Stone is a 20 year member of the International Council of Shopping Centers (ICSC) and an Executive Board Member of the Harold E. Eisenberg Foundation. Marlon serves as an annual guest lecturer at the University of Illinois College of Business teaching the discipline of Retail Tenant Representation. Marlon Stone received an undergraduate degree from the University of Michigan's School of Literature, Science and the Arts.

Logan Walker

Senior, TAS Corporate Real Estate, Ernst & Young

Logan is a Senior at EY's TAS Corporate Real Estate practice in Chicago. He has led interdisciplinary teams on projects around the world, including a Brazilian Airline, a high-tech client in Silicon Valley, and a Winery in Napa Valley. Prior to joining EY, Logan an Associate on the Development at Related Companies, a real estate development company headquartered in New York City. During his time with the company, Logan worked on a range of real estate development projects, including the Chicago "Spire" site, a 62-acre Amazon HQ proposal site, high-end condo and residential and mixed-use properties. In this role, Logan was responsible for financing from conception through the construction progress as well as assisting with the sales/ leasing process for new construction.

Logan has facilitated the land acquisition for a high-rise mixed-use development site in Chicago's West Loop, names 18 on the World's top 50 "coolest" neighborhoods by Timeout. He has experience on complex mixed-use development sites working on the coordination of design development and financing options. Engaged with public officials on affordable housing for new developments and renovation of existing properties. Logan has also been a Project Manager for high-tech client office buildouts and site selection across North America.

Logan hold a joint Master of Business Administration/ Master of Science RED from University of Illinois Urbana- Champaign Gies College of Business/ College of Fine Applied Arts with concentration in Real Estate and Real Estate Development. He is highly active in CoreNew Global, a Corporate Real Estate Organization. Logan has coached University Real Estate teams from around the world at CoreNet Summits in North America and Asia Pacific. He has been named the Young Corporate Real Estate leader from the local Chicago CoreNet Global Chapter in 2018.

Logan is engaged with the Harold E. Eisenberg Foundation in Chicago, a foundation focused on cancer research and young real estate education. Logan leads the Intern Connect program where he works with 8 Midwest Universities to connect over 100 students to over 30 companies in the Chicago area for real estate summer internships.

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.