



REAL BRIGHT SUMMIT

BUILDING THE FUTURE OF REAL ESTATE

Presented by:  **Old Second**
National Bank

2022 SPEAKER LIST & BIOS

MON 1/31

Spotlight: LEVEL

11:00 AM (CST) - LEVEL Real Estate Industry Base Camp ● *High school students only!*



Tyler Buck

MBA/MPP Candidate, Booth School of Business, Harris School of Public Policy

University of Chicago

Tyler Buck began his career at Pine Tree Commercial Realty, LLC., where he spent six years in Asset Management and Acquisitions. He oversaw a portfolio of 31 retail shopping centers totaling over 3.5 million square feet and increased the company's assets under management by \$395 million. He is currently focused on community development and municipal finance as he pursues dual masters degrees in business and policy at the University of Chicago.



Cassandra Murff

Associate Property Manager

Pine Tree

Cassandra Murff is an Associate Property Manager at Pine Tree Commercial Realty, the sole private commercial real estate company in the United States with a national, institutional-quality, retail-focused platform investing in and providing services to shopping center assets across the risk spectrum.

Cassandra grew up on the South Side of Chicago in the Englewood community. After being inspired during an internship, she decided to pursue a career in the real estate industry. At Pine Tree, Cassandra manages roughly 1.9 million square feet of retail space. She is an active member of Embarc and the Harold E. Eisenberg's Associate Board.



Lonnie Thomas

CEO/Managing Partner

Throop Street Capital

Lonnie Thomas formed Throop Street Capital, LLC in 2020. Throop Street is a Chicago-based real estate firm that specializes in investing and managing assets in challenged urban areas. Its mission is to help Chicago stay thriving and prosperous. Its method is acquiring vintage properties that lack either property management and/or owners who are interested in investing in improvement. Mr. Thomas formed a team of trusted advisors with impressive real estate backgrounds including Jim Hennessey, Lynn Jerath, Theo Coulis and others.

Mr. Thomas specializes in multi-family real estate assets and is responsible for the overall direction of Throop Street Capital. He manages and oversees the firm's investment activities which includes sourcing, underwriting, and negotiating all acquisitions.

Mr. Thomas is also on the Executive Board at Embarc Chicago.

TUE 2/1

Spotlight: Industry

2:00 PM (CST) - State of the Industry: Retail/Industrial Panel ● ○



Kris Bjorson

International Director, Industrial Brokerage

JLL

Kris Bjorson is responsible for the development and management of the Retail/e-commerce Distribution group and member of the Global Industrial Board for JLL. With a focus on maximizing business results for corporations, he also co-founded the Supply Chain & Logistics Solutions practice which integrates supply chain strategy through industrial real estate implementation. His leadership skills and unparalleled knowledge of the real estate, logistics and retail industries continue to be valuable assets in exceeding clients' expectations.

Over his 23-year career, Kris has completed nearly \$4 billion of industrial real estate transactions. At JLL, he has been recognized as the #1 global industrial services professional and "Champion of Excellence", the most prestigious honor awarded for consistently achieving high quality service ratings from clients and team members. Kris served for the first 13 years with The Staubach Company in Cincinnati, Cleveland and Chicago where he led the Midwest Industrial Services business and founded the Logistics Practice Group. Kris is globally requested as a speaker at real estate, logistics and retail industry events and contributor on thought leadership articles.



Naveen Jaggi

President

JLL

With more than 20 years of retail real estate experience, Naveen Jaggi brings a client-focus and familiarity with all aspects of retail in the U.S and abroad. He specializes in multi-market entry strategy, site selection analytics, acquisition underwriting, portfolio optimization and disposition strategy.

Naveen joined JLL in 2014 and leads the retail brokerage business comprising of tenant rep, agency leasing and capital markets for the America's where he is responsible for overall strategy, business development and the growth of the platform. He is Chairman of the Global Retail Leasing Board which coordinates JLL's retail brokerage activity globally.

Prior to joining JLL, Naveen served as Senior Managing Director, Retailer Services at CBRE where he oversaw and managed all tenant representation matters for CBRE's retail division for the United States, Canada and Mexico.

Throughout his career, Naveen has represented a diverse client base from big-box retailers, apparel and lifestyle clients including Walgreens, Ikea, JC Penney, Staples and Dollar General to global corporate service firms, such as Shell Oil Company, Ford Motor Company and AT&T.

Naveen earned a bachelor's degree in finance from Stephen F. Austin State University. He is an active member of the International Council of Shopping Centers (ICSC) and serves on ICSC Food and Beverage Committee.



Peter Borzak

CEO

Pine Tree

Peter Borzak is the Chairman, CEO and Co-Founder of Pine Tree Commercial Realty, LLC. In that role, he has been developing, acquiring, managing, operating, and selling grocery- and box-anchored open-air shopping centers for over 25 years. Pine Tree currently manages 117 shopping centers representing approximately 18.5 million square feet and approximately \$3.1 billion in value across the continental United States. Pine Tree has offices in Chicago, Los Angeles, Atlanta, and Minneapolis. Pine Tree's client base is primarily global institutional investors and includes some of the most preeminent real estate owners in the world.

Mr. Borzak graduated Phi Beta Kappa from George Washington University and has held various roles on charitable boards and industry trade associations throughout his 36-year real estate career. Notable are Global Real Estate Network Chairman – YPO 2012-2014, President of The Standard Club of Chicago 2004-2006, First Vice President and Board Member – Harold E. Eisenberg Foundation, Big Brother 1987 to present.



Tim Dismond

Chief Responsibility Officer
CBRE

As Chief Responsibility Officer, Tim Dismond oversees the CBRE's Environmental, Social & Governance (ESG) efforts. He is a member of CBRE's Executive Committee, a group of 10 global executives responsible for driving the company's business worldwide.

He also serves on CBRE's African American Network Group Executive Committee and was named one of the 2020 Most Influential Black Executives in Corporate America by Savoy, the leading African American business and lifestyle magazine.

Previously, Mr. Dismond served as CBRE's first global Chief Diversity Officer, leading the company's Diversity, Equity & Inclusion (DE&I) strategy. In February 2021, his scope of responsibilities expanded to include all ESG efforts including DE&I, Environmental Sustainability, Workplace Safety & Wellbeing, Philanthropy and Public/Government Affairs.

Mr. Dismond was also the President of the South Division of CBRE's Global Workplace Solutions (GWS) | Enterprise business. In this role, he oversaw more than 5,000 professionals who deliver real estate and facilities services to occupiers headquartered in nine U.S. states and Latin America and manage a global portfolio of more than 820 million square feet.

Earlier in his career with CBRE, Mr. Dismond was Executive Managing Director for the Central Division within GWS, serving client accounts based in the Central U.S. and Canada. He also served as Executive Account Leader for a large financial services client, and Alliance Director for CBRE's Sprint account, where his team received the Account Excellence award for three consecutive years.

Prior to joining CBRE, Mr. Dismond held several executive positions at Sprint, including Enterprise Operations where he reported directly to the Chairman and CEO of Sprint. Mr. Dismond is a broker and licensed attorney by profession, and practiced law at a large law firm in Kansas City for several years. He has represented many Fortune 500 companies and developers in all aspects of real estate including acquisitions, dispositions, land use planning and zoning, leasing, financing and corporate restructurings.



Jack Durburg

Chief Executive Officer, Global Workplace Solutions
CBRE

Jack Durburg is Global Chief Executive Officer of CBRE's Global Workplace Solutions (GWS) business, a global, integrated, full-service real estate outsourcing business serving the world's largest real estate occupiers – and one of CBRE's three reportable Business Segments. GWS employs more than 60,000 people globally, serves clients in more than 100 countries, and produced more than \$15 billion of revenue in 2020.

As Global CEO of GWS, Mr. Durburg oversees the delivery of all services to clients, including facilities management, project management and advisory & transaction services. He is responsible for developing differentiated products, driving growth and delivering consistently exceptional client outcomes. Mr. Durburg serves as a member of the company's Executive Committee and Foundation Board.

Prior to assuming this role in January 2020, Mr. Durburg was CBRE's Global Chief Operating Officer with broad responsibility and authority across the entire company for service line excellence, operating efficiencies and its Global Client Care program. He provided leadership for Advisory & Transaction Services, Capital Markets, Property Management, Valuation Services and Project Management. He also had executive oversight for global Research and Marketing, global budgeting and KPIs, and worldwide M&A activity in partnership with CBRE's Corporate Development team.

Previously, Mr. Durburg served as Group President and Chief Executive Officer of the Americas. In this executive leadership role, he had responsibility for all the firm's geographies and service lines within the region.

Mr. Durburg has held several leadership roles at CBRE. Prior to his Americas leadership role, he was Global President, Advisory & Transaction Services, which encompasses leasing and sales across all product types (office, industrial and retail) for occupiers and investors. In this role, he focused on driving differentiation and strong growth and cementing CBRE's market-leading position throughout all Advisory & Transaction Services product lines around the globe.

Earlier, he served as President, Central Division for CBRE. In this role, Mr. Durburg directed a geographical division encompassing more than 25 offices across nine states, with responsibility for all

service lines. Before that, he served as Executive Managing Director and overall market leader for CBRE's Chicago region.

Prior to joining CBRE in 2001, Mr. Durburg served a six-year tenure at Jones Lang LaSalle, Inc., Chicago, where he served as Vice President and Regional Leasing Director.



Maxwell E. Peek

CEO & Managing Principal
Magnolia Capital

Maxwell Peek is CEO and Managing Principal for Magnolia Capital, a data-driven, tech-enabled, vertically integrated real estate investment manager based in Chicago.

Since inception in 2016, Magnolia Capital has had oversight of over 6,600 units in 14 different markets throughout the country, representing more than \$2.2 billion of transactional AUM and more than \$1B of invested and committed equity on behalf of institutional investors. The company has corporate offices

in Chicago, New York, and Munich, and is currently pursuing investment strategies within multifamily and single-family rental sectors throughout the United States.

Prior to founding Magnolia Capital, Mr. Peek was an Executive Vice President at a Chicago based investment manager overseeing the eastern US investment team and focusing on new business development. Throughout his career, Mr. Peek has been responsible for the acquisition and disposition of over \$6.5 Billion in multifamily properties nationwide, including equity and debt level transactions.

Mr. Peek is a member of the National Multi Housing Council (NMHC), where he was formerly Vice Chairman of the Tax Committee and is a Co-Founder and former Vice Chairman for the NMHC Emerging Leaders Group. Mr. Peek is a member of Urban Land Institute (ULI), serving on the Multifamily Bronze Product Council. Mr. Peek is Co-founder of the Teton Apartment Summit, and is a past board member of the Wisconsin Real Estate Alumni Association (WREAA), the Wisconsin School of Business Alumni Board, and Children's Oncology Services, Inc. Mr. Peek is a current member of Young Presidents Organization (YPO) and the Economic Club of Chicago (ECC). Mr. Peek was named to the 2019 Crain's 40 Under 40 in Chicago, and Real Estate Forum's 2015 40 Under 40 List for the national commercial real estate industry.

Mr. Peek received Bachelor's Degrees in Real Estate & Urban Land Economics and Finance, Investments & Banking from the University of Wisconsin-Madison. Mr. Peek was a Men's Basketball varsity letter winner and academic All-Big Ten recipient.

TUE 2/1

4:00-5:15 PM (CST) - EisenED: Pathway to the Deal with Live Q&A ●



Sam Ankin

Co-Founder and Managing Principal
Northpond Partners

Sam's 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 over 50 investments with a gross asset value in excess of \$600,000,000.

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, the National ICSC Next Generation Leadership Board (past chair) and is a member of the ULI

Small Scale Development Product Council. He also formally sat on the Board of Advisors of the James A. Graaskamp Center for Real Estate at the University of Wisconsin – Madison and is an Executive Committee member of the Harold E. Eisenberg Foundation. A native of the Chicagoland area, he currently resides in suburban Chicago with his wife Erin and their two children.



Kelly M. Greco

Shareholder
Polsinelli PC

Kelly Greco represents commercial real estate developers, owners, and investors on acquisitions, dispositions, financing, and leasing of commercial real estate projects. Kelly's practice is nationwide and includes working on retail developments, retail leasing, multifamily assets, student housing, industrial assets, and cannabis acquisitions and leasing. In addition, Kelly works closely with clients on structuring transactions and joint venture agreements.



Brendan Reedy

Senior Vice President, Retail Services
CBRE

Brendan Reedy is Senior Vice President in the Retail Advisory Group of CBRE. Brendan has an extensive background in retail leasing having represented numerous high profile retail assets and new developments and having executed over 1,200 lease and sale transactions. Brendan has 16 years of retail real estate experience and has an excellent track record of improving occupancy and value across a broad spectrum of retail properties. Brendan has developed a highly effective strategy of merchandising, leasing and subsequently improving occupancy and revenue for retail properties. He has negotiated lease and sales transactions with an enormous array of tenants and has cultivated relationships at the highest levels of their organizations. In addition to his vast operating portfolio of properties, he has merchandised and leased numerous high profile ground-up developments throughout the Chicago Market. Brendan represents an exceptional portfolio of institutional grade assets and his clients which include Regency Centers, LaSalle Investment Management, KITE Realty, Sterling Bay, Lincoln Property Company, Cloverleaf Group, Newcastle Limited, Newport Capital Partners, Pinetree and Crow Holdings.



Michael Slovitt

Senior Director, Mortgage Banking – Chicago
Berkadia

Michael Slovitt is a senior director on Berkadia's capital markets team in the Chicago office. Mr. Slovitt has capitalized over 150 transactions representing over \$3 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.



Christian Williams

Senior Vice President

CBRE

Christian Williams is a partner in The National Retail Partners Midwest team, focusing on retail investment sales. The NRP Midwest is recognized as a CBRE's leading national retail sales team. The NRP Midwest team represents a diverse set of clients ranging from REITs and pension fund advisors, to private investors and developers. Since 2007, Mr. Williams and his team has completed over 485 transactions valued in excess of over 14 billion.

Mr. Williams joined the team in 2003 as a Senior Financial Analyst and was responsible for coordinating all financial due diligence and underwriting. His responsibilities included financial analysis, assisting in the due diligence and marketing process, and preparation of marketing materials. Mr. Williams led the financial underwriting in over 115 completed transactions with a total value of over \$2.3 billion.

Mr. Williams' career with CBRE began in February 2002 as a financial analyst with the Financial Consulting Group. Focusing on institutional grade retail, office, industrial and multi-family investment properties, he also supported Corporate Services professionals by recommending appropriate leasing strategies. Prior to joining CBRE, Mr. Williams was a consultant with Deloitte & Touche in their Real Estate Solutions group.

WED 2/2

WED 2/2: Spotlight: Retail & Industrial

11:00 AM (CST) - C-Suite Coffee Conversation: Retail ● ○



Terrence G. Maiden

Founder/Chief Executive Officer

Russell Glen Co

Terrence Maiden currently serves as Chief Executive Officer for Russell Glen, a real estate development and investment company that is based in Dallas, Texas. He draws on more than two

decades of real estate experience to lead and inspire the company's growth. Terrence's passion and vision for developing transformational projects are widely recognized in the commercial real estate development industry. He is currently at the forefront of the multi-award-winning Shops at RedBird (former Red Bird Mall redevelopment).

Before establishing Russell Glen, Terrence served as Executive Vice President at Corinth Properties. While at Corinth Properties, his most signature development projects were Glen Oaks Crossings, Center City, Canyon in Oak Cliff, and Alexan West Dallas.

Terrence began his real estate career with The Woodmont Company, project leasing and developing projects throughout Texas, New Mexico, Louisiana, and North Dakota. He subsequently managed the development and expansion strategy for Panda Express and Panera, LLC (Panera Bread/Paradise Bakery) throughout the central United States, as the Director of Real Estate.

Terrence received a Bachelor of Science and Engineering degree from Texas Christian University, where he and his identical twin brother Tim were standout football players for the Horned Frogs. In 2015, both Maiden brothers were inducted into the Texas Christian University Hall of Fame.

Terrence currently serves as Chairman of the Maiden Foundation, a nonprofit organization that invests in educational and community revitalization projects. He is also actively involved in many other charitable/civic organizations including the International Council of Shopping Centers (Board of Trustees), UT Southwestern Medical (President's Advisory Board), Urban Land Institute Dallas/Fort Worth (Chair of DEI), Circuit Trail Conservancy - The Loop (Board of Directors), the University of North Texas at Dallas (Foundation Board of Directors), Harmony Community Development Corp. (Board of Directors), Methodist Health System, Dallas (Advisory Board), Dallas Black Dance Theater (Board of Directors).

Terrence has widely been recognized for his leadership and community impact. He has been listed as DALLAS' 500 most influential leaders by *D CEO Magazine* for three consecutive years and Dallas Power Broker list for ten consecutive years. In 2019 Terrence was named Power Broker of the Year by *D CEO Magazine*. In 2017, Terrence was recognized by WFAA (ABC News) and Cadillac for Shaping DFW for his business and philanthropic successes.



Tom McGee

President & CEO

ICSC

Tom McGee is the President and CEO of ICSC, the member organization for industry advancement that promotes and elevates the marketplaces and spaces where people shop, dine, work, play and gather as foundational and vital ingredients of communities and economies. Tom believes that Marketplaces Industry is central to economic development and opportunity, and plays an integral role in the economic, social and civic vibrancy of communities across the globe.

Prior to joining ICSC, McGee served as Vice Chairman of Deloitte, LLP, one of the largest professional services firms in the United States. During his 26 years with Deloitte, Tom held major global and U.S. leadership roles, including, among others, Vice Chairman, Deputy CEO, National Managing Partner of M&A Services and Global Chief of Staff. He was also a member of Deloitte's Global and US Executive and Operational Leadership Committees.

Tom is a noted business speaker with frequent appearances on CNBC, Bloomberg and Fox Business. He has coined the term Retail Renaissance to describe the convergence taking place in the industry as retailers embrace both digital and physical channels for serving consumers. Often quoted in national media outlets such as *The Wall Street Journal*, *USA Today* and *CFO Magazine*, Tom is also a guest writer for Forbes.com.

Tom is the chairman of Covenant House International, the largest privately funded charity in the Americas serving homeless and trafficked youth. He is also active in numerous other business and academic organizations, including serving as a member of the U.S. Chamber of Commerce Committee of 100.



Mike Shanahan

SVP of Real Estate, Construction & Lease Administration
Burlington Stores, Inc.

Michael Shanahan has served as Senior Vice President of Real Estate, Construction and Lease Administration for Burlington Stores Inc. since April 2019. Prior to his role as SVP he served as Vice President of Real Estate from 2009 to March 2019. From 2000 to 2008, Shanahan held various leadership roles in Real Estate, Construction and Facilities. Shanahan started his career at Burlington Stores in Operations where he held various positions of increasing responsibility before becoming part of the Store Development Team.

Shanahan serves on the Board of Trustees for ICSC and is a member of the ICSC OAC spring planning committee. In addition to his ICSC affiliation, Shanahan personally serves on the board of Run for ALD, Inc., a non-profit which has donated over \$265,000 to the Kennedy Krieger Institute for research efforts.

WED 2/2

11:30 AM (CST) - C-Suite Coffee Conversation: Industrial ●○



James (Jim) Connor

Chairman & CEO
Duke Realty Corporation

Jim Connor is Chairman and Chief Executive Officer of Duke Realty Corporation. Duke Realty is one of the largest owners, developers and managers of industrial properties in the United States and a NYSE-listed company (DRE) with a total enterprise value of more than \$21 billion. Duke Realty, which specializes in modern, bulk warehouse and logistics facilities in the top 20 distribution markets in the United States, has a portfolio in excess of 165 million square feet. In addition to serving as Chairman of the Board of Directors, Mr. Connor serves as head of the company's Executive Committee, overseeing the strategic direction of the company and its Investment Committee, with responsibility for approving major capital transactions.

Under Mr. Connor's leadership as Chief Operating Officer and Chief Executive Officer, the company was repositioned from a diversified REIT with holdings in the industrial, office, retail, medical and mixed-use sectors to the largest domestic U.S. industrial REIT. The repositioning, which was completed over a seven-year period, included rebuilding the company's balance sheet, which culminated in ratings upgrades to BBB+ and being added to the S&P 500.

Before joining Duke Realty, Jim held numerous executive and brokerage positions with Cushman & Wakefield, most recently serving as Senior Managing Director for the Midwest Region.



Mark Goode

Principal

Venture One Real Estate

Mark Goode is a founding Principal of Venture One Real Estate. Mark has been involved in the commercial real estate industry since 1975 and has completed transactions in excess of \$3 billion as an advisor, owner and developer. At Venture One he specializes in the development and acquisition of industrial properties. Recently Mark has been instrumental in the development of business parks representing more than 2,000 acres including Park 88 in DeKalb, Rock 39 Industrial Park in Cherry Valley, Gateway 57 Corporate Park in University Park and Remount Business Park in Charleston, South Carolina.

He was formerly a Principal of Podolsky Northstar Realty Partners; a Managing Director at Stein & Company; and a Principal and Chief Executive Officer of Corporate Realty Advisors. At all three firms,

he managed the Investment Properties Groups. Mr. Goode received his Bachelor of Science degree in Finance from the University of Illinois in Urbana Champaign.

WED 2/2

12:00 PM (CST) - Real Estate Roundtables ●



Scott Burns

Managing Director, Retail Brokerage Lead Los Angeles

JLL

Scott Burns is Managing Director and Retail Brokerage Lead for JLL in the greater Los Angeles market. He leads JLL's agency leasing and tenant representation practices across SoCal.

Prior to joining JLL, Scott was President and Partner of Wilson Retail Group (WRG), an LA based regional brokerage firm that specialized in retail property leasing, sales and tenant representation. Scott has represented major institutional property owners such as Brookfield, Federal Realty, DWS/REEF, Regency Centers, Seritage Growth Properties, Watt Companies, Wal-Mart Realty and Robertson Properties. His major retailer clients have included Home Depot, Ikea, Dollar Tree Stores, LA Fitness, Navy Federal Credit Union, AMF/Bowlero, Farrow & Ball, Rite Aid and Wells Fargo Bank.

Scott graduated from California State University at Northridge with a Bachelor's Degree in Business Law. He remains an active member of his university as a guest lecturer. Scott is an active member of the International Council of Shopping Centers (ICSC). He is currently the Southern California State Chair and a member of ICSC's Foundation Board of Directors. He was a founding member and former chair of ICSC's National Next Generation Committee.



Christopher Chany

National Account Executive Corporate Services
Swinerton

Chris Chany started his career in construction as an Intern with a high-end retail general contractor in New York City. After graduating from Wentworth Institute of Technology with a Bachelor of Science in Civil Engineering Technology, Chris was hired as an Assistant Superintendent and eventually transitioned to Project Management. During this time Chris gained extensive knowledge on how to deliver high-rise renovations projects in major metropolitan environments to clients such as Barney's New York, Tom Ford, Chopard, and Gucci.

Chris joined Swinerton in 2014 and has primarily focused on developing relationships with Corporate Clients. His blend of analytical skills and client-centric perspective are among the reasons clients repeatedly reach out to Chris for their high-profile projects nationally. Chris has successfully managed accounts for several of Swinerton's Fortune 500 clients.

As a National Account Executive, Chris is responsible for directing the development management process including financial feasibility, scheduling, design team, entitlement issues, public affairs, sales, and marketing. His responsibilities during construction include the supervision of construction efforts and regular project reviews to ensure conformance with the project goals, obligations, schedules, and budgets.

When away from the office, Chris resides with his wife and two sons in San Diego. He enjoys spending time outdoors and his passion for motorsport.



Trisha Connolly

Managing Director
Ackman-Ziff

Trisha Connolly is managing director at New York-based Ackman-Ziff Real Estate Group LLC, one of the industry's preeminent boutique real estate capital advisor firms. She is a nationally focused debt and equity originator with more than 15 years of best-in-class transaction expertise in structuring full capital stack solutions for both debt and equity transactions, specializing in acquisition, construction and refinancing across all asset classes. Her focus areas include debt capital markets, JV equity, acquisition financing, construction financing, refinancing and commercial real estate asset classes. Prior to joining Ackman-Ziff, she was a senior managing director at B6, and partner and managing director at Alpha Capital CRE, Cushman & Wakefield and General Growth Properties. Some of her most notable transactions have included 545 and 555 N. Michigan Ave., 338 – 342 N. Rodeo Drive, JPMorgan

Chase Corporate Center, and Marina Acquisition Portfolio. Focused on bringing more women into commercial real estate, Ms. Connolly is an active member of Marquette University's Center for Real Estate Advisory Board and Alumni Association, ULI, ICSC, NAIOP, CREW (Chicago and national), as well as a board member of the Harold E. Eisenberg Foundation, Roosevelt University, REFF, and The Goldie Initiative.

She received her Bachelor of Arts and Sciences from Marquette University, majoring in Political Science and Spanish.



Matt Duntemann

Vice President |
Old Second National Bank

Matt Duntemann is a lender concentrating on senior housing and skilled nursing facilities across the country. With more than ten years of experience, Mr. Duntemann has underwritten and funded over \$1.0 billion in loan commitments. Mr. Duntemann started his banking career at MB Financial Bank as a commercial credit analyst. After several years of formal underwriting training, Mr. Duntemann became a commercial lender with the primary responsibility of sourcing new loan opportunities and portfolio oversight. In August of 2019, Mr. Duntemann joined Old Second National Bank to expand the senior housing and skilled nursing portfolio throughout the country.



Brian Finerty

Chief Investment Officer
Equity International

As Chief Investment Officer, Brian Finerty leads Equity International's Investments group, overseeing all investment activity and portfolio company management. Drawing from a deep network of relationships and experience in global markets, Brian is responsible for setting investment strategy and guiding the team in originating and executing deals. Brian is also a member of EI's Management Committee and Investment Committee.

Prior to joining EI in 2009, Brian was vice president at Madison Dearborn Partners, responsible for sourcing and executing transactions across various real estate sectors. Previously, he held positions at Merrill Lynch, ultimately as a vice president in the global commercial real estate group.

Brian is a director of seven EI portfolio companies: Acosta Verde, Andean Telecom Partners, ARG Realty, Decameron Hotel & Resorts, Estapar Estacionamientos, GuardedeAqui, and SAMHI. Brian is also a board member of the Global Real Estate Institute. Brian earned an MBA in analytic finance from the University of Chicago Booth School of Business and a BBA from the University of Michigan.



Geraldine Guichardo

Global Head of Research, Hotels; Director, Americas Living Research

JLL

Based in Chicago, Geraldine Guichardo is Global Head of Research for JLL's Hotels & Hospitality Group and is Director of Living Research across the Americas. Ms. Guichardo has nine years' experience in real estate. She leads the development and execution of the firm's global research strategy for JLL's Hotels & Hospitality Division and provides strategic insights and business development support for Hotels Valuation & Advisory, Project & Development Advisory, Investment Sales, and Asset Management groups. She also supervises the regional hotel research produced in EMEA and Asia Pacific to ensure global alignment in strategy and thought leadership. Ms. Guichardo drives the development and execution of the Americas research strategy for JLL's Multi-housing, Senior Housing, Student Housing, and Single-Family Home rental (Living) division. In her dual role, she advises global clients on strategic decisions related to their real estate portfolios and form's the firm's house-view across the hospitality and living sector. Further, Ms. Guichardo is a Member of the Americas Research Diversity, Equity & Inclusion (DE&I) Committee which develops initiatives, programs and policies focused on advancing JLL's DE&I goals.

Prior to joining JLL, Ms. Guichardo was a consultant at EY where she prepared market and financial feasibility reports for more than \$1.0 billion worth in projects. She developed financial models driving the supply and demand analysis of hotel assets up to \$100 million in value and completed real estate asset value audit reviews. Ms. Guichardo's previous experience is integral in supporting and advising internal and external clients.

Ms. Guichardo holds an MBA from Duke's the Fuqua School of Business and holds a Bachelor of Science degree from Cornell University's School of Hotel Administration, with a minor in Real Estate. She is also a member of the Cornell Hotel Society. Ms. Guichardo is bilingual in English and Spanish and is often quoted across several news publications including, *Skift*, *Travel Weekly*, *Commercial Real Estate Direct*, and *National Real Estate Investor*.



James E. Maurin

Founder & Past Chairman

Stirling Properties

James Maurin is one of the founders of Stirling Properties and served as its Chairman from 1992 through 2012. His professional and civic activities include the following:

- International Council of Shopping Centers (ICSC): Past Chairman (2004-2005) and Member of its Board of Trustees. Board Member, ICSC Foundation
- Ochsner Health: Member of the Board of Directors and Past Chairman. Chairman of the Executive Compensation Committee
- Highland-Cashiers Hospital: Member of the Board of Directors and Past Chairman

- Louisiana State University: Past Chairman of the Tiger Athletic Foundation (TAF Board of Directors of the LSU Real Estate Facilities Foundation and Past Chairman. LSU Honorary Doctor of Human Letters, 2015
- Northshore Community Foundation: Past Chairman and Founding Member of the organization
- Urban Land Institute (ULI): Past Chairman, ULI Louisiana District Council. Member of the ULI Small Scale Development Council
- Young President's Organization (YPO Gold): Member and Past Chairman, YPO Gold, Louisiana Chapter
- Tulane University: Freeman Business School Council. Freeman Distinguished Entrepreneur of the Year, 2015
- The National World War II Museum: Member of the Board of Trustees. Committee memberships include Facilities (Chairman), Finance, WW2 Theater, Inc (Vice Chair). Air Force Reserve (Captain), 1972-1978
- Chief Executives Organization (CEO): Member

Mr. Maurin graduated in Aerospace Engineering from LSU in 1970. He received an MBA from Tulane University in 1972 and began his business career as a CPA with the international accounting firm of Ernst and Ernst. He has been active in commercial real estate development and the shopping center industry for over 45 years.



Sean McCourt

First Vice President
CBRE, Inc.

As a First Vice President in CBRE's Chicago office, Sean focuses on landlord representation specializing in the leasing and sale of major retail projects throughout the Chicagoland area. Sean's team handles one of CBRE's largest retail portfolio's across the country spanning nearly 12M SF trusted by the most prominent retail landlord's in the US.

He has been a CoStar Power Broker every year since 2013. In 2018, he was honored by Chain Store Age as Real Estate's 10 under 40. He is regularly quoted in news publications including the Chicago Tribune, Crain's Chicago Business, Shopping Centers Today and Chain Store Age.

WED 2/2

2:00 PM (CST) - Career Connections: College to Careers ● ○



Tracy Bowers

Executive Managing Director
RangeWater Real Estate

Tracy is the Executive Managing Director for RangeWater Real Estate. She is responsible for the overall operations of the company along with focus on strategy and client relations.

Tracy joined RangeWater in 2011 with more than 20 years of multifamily experience. During her career, Tracy has managed over 100,000 units across the Southeast and Southwest United States. She has successfully leased-up more than 200 new developments, and has orchestrated and executed strategic plans for 85 value-add projects. Tracy has extensive experience in the Atlanta, Dallas, Houston, South Florida, Tampa, Jacksonville, Orlando, Ft. Myers, Austin, Richmond, Nashville, Raleigh/Durham, and Charlotte markets. She also works closely with the development teams and is highly involved with the architectural and design processes.

Tracy earned her Bachelor of Business Administration degree from The University of Georgia and a Master of Science degree in Management/Organizational Behavior from Georgia State University. She also earned an interior design degree from The Art Institute of Atlanta. Tracy is a Certified Property Manager through the Institute of Real Estate Management and a member of the National Apartment Association, Georgia Apartment Association, and Atlanta Apartment Association. She serves on the board of the Atlanta Apartment Association and was the chair of the Atlanta Apartment Association in 2019. Tracy resides in Roswell, GA, with her husband, Johnny, and two children, Natalie and Annie.



John Crossman, CCIM, CRX

CEO

Crossman Career Builders

John Crossman is an accomplished business and real estate executive, speaker, and author with a flair for transforming organizational go-to-market strategies as well as outperforming sales goals for leading companies, including Crossman & Company and Trammell Crow Company. Currently, he provides consulting services to executives, organizations, and educational institutions on building and sustaining success. As a collaborative team builder, he inspires all stakeholders and champions diversity, delivering results for customers, colleagues, and community stakeholders. Additionally, his life-long passion has been serving marginalized populations to thrive by sharing his expertise regarding business, financial, and real estate investments. John formed Crossman Career Builders, a talent development organization and platform for training and presenting his experience and story to diverse populations of college students and young professionals, nationally. He is the author of "Career Killers/Career Builders: The Book Every Millennial Should Read". In my book, he shares authentic stories and keys to his success, professionally and personally, including the importance of "becoming coachable".

- **Strategic Vision and Revenue Growth.** John is known for setting an organizational vision and executing on related strategic business plans that drive revenue and market growth by applying my extensive real estate "know-how" and business acumen. As the former President of the Crossman Company, a real estate organization, he propelled the agency from a five-member boutique to a successful 8-state organization in the southeast of the US.

- **Business Development and Customer Relations.** Throughout his career, John has held a consistent track record of identifying obscure opportunities, acquiring targeted new client accounts, and expanding business. He serves as a trusted client advisor and advocate, who cultivates lasting and productive relationships through his dedication to customer success with top tier customers, including Publix and Prudential.

• Leadership Effectiveness | Talent Management. As a sales leader, I assess, craft, and execute initiatives, including understanding culture, developing organizations/talent, and standardizing processes. John prides himself on providing clear, direct communication with well-defined

expectations and metrics while empowering high-performing teams. Furthermore, he is dedicated to developing the next generation of leaders to thrive not only to survive.



Andy Hunt

Director for the Center for Real Estate
Marquette University

Andy Hunt serves as the Director for the Center for Real Estate at Marquette University. Working closely with the real estate program faculty, Andy is responsible for carrying out the mission of the Center and oversight of all day to day administration of the Center's programs, activities and outreach. Duties include oversight of all fundraising initiatives, oversight of the Real Estate Asset Program (REAP) – the first undergraduate-only classroom-based real estate investment program in the nation, management of the Center's four major annual events in Milwaukee and Chicago, coordination and mentoring of the students in the program and responsibility for maintaining a 100% placement rate for all graduating students, coordination of the Associates in Commercial Real Estate (ACRE) program and curriculum aimed at diversifying talent in the real estate industry, teaching REAL 4061 – Real Estate modeling at the undergraduate level, and growing partnerships with local and national industry organizations. Andy also works closely with two incredible boards, including the Center for Real Estate Advisory Board and the REALM (Real Estate Alumni Marquette) Network Board.

Prior to joining Marquette as the Director of the Center for Real Estate, Andy and his wife spent 3.5 years in Denver, Colorado, where Andy worked in acquisitions with Real Capital Solutions (RCS), focusing on office and industrial asset investments in a dozen markets across the U.S. Before joining RCS, Andy spent nearly two years with Prologis, the global leader in logistics and industrial real estate ownership and management, where he worked on more than 70 transactions worth over \$1 billion in value as part of the Investment Services team. Andy started his career as a broker with UGL Equis (now Cushman & Wakefield) in the Minneapolis office, and then spent four years at Marquette working as the assistant and then associate director for the Center for Real Estate, where he helped diversify the Center's revenue streams, create the annual Strategies conference, kicked off both the Center Advisory Board and REALM board, enhanced the student experience through conference trips and career mentoring, and built relationships with the real estate communities in Chicago and Milwaukee.

A recipient of the 2021 Milwaukee Business Journal "40 Under 40" award and the 2021 NAIOP National Developing Leaders award, Andy received his B.S. in Business Administration from Marquette University, majoring in real estate and finance. He also received his Masters in Business Administration from Marquette, with a specialization in finance. Andy and his wife Catherine have three children and reside in Whitefish Bay, Wisconsin.



Debbie Phillips, Ph.D., CPM

President

The Quadrillion

Debbie Phillips is an internationally recognized real estate professional with over 34 years of experience with diverse property types. As an entrepreneur, Debbie has a multi-faceted career including developing world class leadership development programs and talent management strategies. In 2020, Debbie received the J. Wallace Paletou award that recognizes individuals devoted to the betterment of the real estate profession and society as a whole. She was recognized in 2018 and 2019 as a Woman of Influence in Real Estate by Globe Street. Debbie was awarded the first Real Estate Award of Excellence as a Certified Property Manager (CPM) in 2015 by the Institute of Real Estate Management (IREM) and received the 2013 Outstanding Educator Award by the National Apartment Association's Education Institute.

In addition to her private consulting, Debbie serves as President of the Real Estate Career Academy. As part of her workforce development, Debbie serves on numerous boards and advisory councils related to economic development, business and industry partnerships and talent retention.

Debbie completed her Ph.D. from Georgia Tech, where her research focused on Resident Satisfaction and Employee Engagement as she developed an Employee Engagement Model for the Multifamily Housing Industry. Debbie also holds a Master of Science degree in Housing & Consumer Economics, with an emphasis in Senior Housing, and a Bachelor of Science degree in Consumer Journalism, both from the University of Georgia. Her Master's research focused on lifestyle satisfaction for seniors and factors related to increasing engagement in shared housing.

Debbie believes in the philosophy, "You can dream, build and create the most beautiful place in the world, but it takes PEOPLE to make the dream a reality." Debbie's passion is developing top-tier talent that adds value to an organization through increased employee engagement. In addition to teaching and consulting, Debbie is an author and nationally acclaimed speaker.

WED 2/2

4:00 – 5:30 PM (CST) - Industry Rising Stars with Live Q&A ●



Emily Ackerman

Real Estate Advisor

Compass

Emily is a member of Chicago Home Collective. She strives to create a positive and engaging experience for her clients, all while bringing a refreshingly candid, yet persistent attitude to the transaction. An expert on many of Chicago's most popular neighborhoods, Emily leverages her

network and resources to accomplish her clients' goals, and is described by them as savvy, tenacious, and always taking an educational approach.

Serving first-time homebuyers, investors and developers throughout the city, Emily is committed to her process and helping her clients through each stage of their transaction. She genuinely cares about the people she works with and thinks buying or selling your first home doesn't have to be a stressful or rigid experience, but fun, collaborative, and memorable.

Emily recognizes that the market is ever-changing, and with that, the needs of her clients. She prides herself on being easily accessible, alert, and responsive when addressing her clients' needs at all times. Emily has consistently proved herself as an accountable and trusted advisor, and in 2020 was selected by REALTOR Magazine and the National Association of Realtors organization as one of their "30 Under 30" honorees from young professionals across the country.

When Emily is not taking tours of buildings or finding her clients their perfect space, she is out exploring the city with friends and exercising her palate at local eateries. She received her Bachelor's degree in Telecommunications: Industry and Management accompanied with a business minor from Kelley School of Business from Indiana University and continues to stay active within the alumni community. Originally a transplant from Kansas City, Emily sticks to her native roots and rarely passes up an opportunity to travel to a new city. In her free time, you can catch Emily running along the lake, at local farmers markets, practicing yoga or grooving to live music.



Ryo Ishida

Managing Partner
Rainbow Capital Partners

Ryo is a Managing Partner at Rainbow Capital Partners (www.rainbowcapitalpartners.com), which invests in underfunded operators in commercial real estate, primarily funding people of color, LGBTQ+, and females. At Rainbow Capital Partners, we believe there is arbitrage in funding a different network of deals.

Previously, Ryo was a Vice President of Real Estate at Lyric, a technology-based hotel brand funded by Airbnb, NEA, and Starwood Hotels. Before Lyric, Ryo spent six years at Prudential Real Estate Investors, most recently responsible for covering PREI's East Coast development projects totaling \$3.0+ billion.

Prior to Prudential, Ryo was the second employee of Peter Linneman's private equity fund. Ryo has also worked as a residential developer with a focus on sustainable development. He is a graduate of the Wharton School at the University of Pennsylvania. Outside of work, he enjoys tennis, soccer and cooking Japanese food.



Hanna Oimoen

Associate
Pritzker Realty Group

Hanna Oimoen is an Associate with Pritzker Realty Group and is responsible for underwriting and market research in relation to PRG's multifamily developments, acquisitions, dispositions and financing activities. Additionally, she supports the asset management team in the monitoring of the multifamily portfolio.

Prior to joining PRG, Oimoen worked at Wells Fargo, in their Commercial Real Estate group. At Wells Fargo, she was responsible for monitoring a portfolio of both secured and unsecured facilities.

Oimoen graduated from the University of Illinois at Urbana-Champaign with a Bachelor of Science Degree in Finance with a focus in Real Estate. She is actively involved with the Harold E. Eisenberg Foundation, IREN, CREW Network and ULI.



Josie Peacock

Director of Capital Markets
CRG

Josie Peacock is a Director of Capital Markets for CRG. Josie has 8 years of commercial real estate experience in Chicago and New York and has been with CRG since 2018. As Director of Capital Markets, Josie oversees the capitalization, development and disposition for CRG's industrial team. Josie has also been instrumental in the closing and operations of CRG's first 3 investment funds: USLF I, CRG GP Fund I and USLF II.

Prior to joining CRG, Josie worked for CBRE with the Financial Consulting Group where she underwrote investment sales deals across the United States in order to influence purchase and lease decisions by identifying value-add opportunities. During her time at CBRE Josie served as the Women's Network Delegate for their Downtown Chicago Office, which included over 300 women.

In addition to her work at CRG, Josie serves on the Board of Directors for the Harold E. Eisenberg Foundation and is on the Steering Committee for the Greater Chicago Food Depository Awards. Josie is also on the committee for Illumination, founded by Shawn Clark, which raises money for rare disease research.

THU 2/3

THU 2/3: Spotlight: Office & Multi-Family

11:00 AM (CST) - C-Suite Coffee Conversation: Office ●○



Trisha Connolly

Managing Director
Ackman-Ziff

Trisha Connolly is managing director at New York-based Ackman-Ziff Real Estate Group LLC, one of the industry's preeminent boutique real estate capital advisor firms. She is a nationally focused debt and equity originator with more than 15 years of best-in-class transaction expertise in structuring full capital stack solutions for both debt and equity transactions, specializing in acquisition, construction and refinancing across all asset classes. Her focus areas include debt capital markets, JV equity, acquisition financing, construction financing, refinancing and commercial real estate asset classes. Prior to joining Ackman-Ziff, she was a senior managing director at B6, and partner and managing director at Alpha Capital CRE, Cushman & Wakefield and General Growth Properties. Some of her most notable transactions have included 545 and 555 N. Michigan Ave., 338 – 342 N. Rodeo Drive, JPMorgan Chase Corporate Center, and Marina Acquisition Portfolio. Focused on bringing more women into commercial real estate, Ms. Connolly is an active member of Marquette University's Center for Real Estate Advisory Board and Alumni Association, ULI, ICSC, NAIOP, CREW (Chicago and national), as well as a board member of the Harold E. Eisenberg Foundation, Roosevelt University, REFF, and The Goldie Initiative.

She received her Bachelor of Arts and Sciences from Marquette University, majoring in Political Science and Spanish.



Sandeep Mathrani

CEO

WeWork

Sandeep Mathrani has served as WeWork's Chief Executive Officer and as a member of WeWork's board of directors since February 2020. Mr. Mathrani most recently served as Chief Executive Officer of Brookfield Properties' Retail Group and Vice-Chairman of Brookfield Properties. Prior to that, he served as Chief Executive Officer of GGP Inc. for eight years, during which the company was recapitalized in November 2010, experienced eight years of growth, and in August 2018 was sold to Brookfield Property Partners. Prior to joining GGP in 2010, Mr. Mathrani was President of Retail for Vornado Realty Trust, where he oversaw the firm's U.S. retail real estate division and operations in India composed principally of office properties. During his tenure, he was responsible for stabilizing and growing the portfolio. Before that, he spent eight years as Executive Vice President at Forest City Ratner, where he was tasked with starting and growing a new platform of retail properties across the five boroughs of New York City.

Mr. Mathrani currently serves as a member of the board of directors of Dick's Sporting Goods and Tanger Factory Outlet Centers, Inc., and also serves on the Management Committee of WeWork Capital Advisors LL. Previously, Mr. Mathrani served as a member of the board of directors of Host Hotels & Resorts, Inc. and was the 2019 Chair of NAREIT. Sandeep also served on the executive board and the board of trustees for the International Council of Shopping Centers (ICSC). Mr. Mathrani earned a Bachelor of Engineering, a Master of Engineering and a Master of Management Science from Stevens Institute of Technology.



Jeff Elowe

CEO

Laramar

Jeff Elowe founded The Laramar Group in 2001 after co-founding Elkor in 1989. As CEO of Laramar, Mr. Elowe oversees a real estate portfolio valued at nearly \$2.5 billion; he is or has been a principal in the Laramar Multi-Family Value Fund (a discretionary commingled investment vehicle specializing in multi-family investments); a principal in the L-A/Laramar Urban Neighborhood Fund (a specialty Fund which invests in urban neighborhood MF and mixed-use properties); a managing partner in the Lakeside Workforce Housing Funds (affordable housing funds which invests in former LIHTC MF housing); a managing partner in numerous joint ventures with a variety of institutional investors; and a founding partner in Nine Four Ventures (a Real Estate Technology Venture Capital Fund).

Laramar is a nationally recognized investment and property management firm that has been ranked in the 50 largest U.S. firms by the National Multi-Housing Council. He has built a successful 30-year real estate track record having sponsored and participated in transactions totaling in excess of \$6 billion.

Mr. Elowe is the recipient of the 2013 Ernst & Young Entrepreneur of the Year Award (Mountain Desert region). In addition, he is on the board of directors of National Multi-Housing Council and is a member

of the Young Presidents Organization. Mr. Elowe has a B.S. degree from the University of Illinois and an M.D. degree from Northwestern University.



Zach Yarnoff

Managing Director, Capital Markets

Cushman & Wakefield

Zach Yarnoff is a Managing Director with Cushman & Wakefield's Equity, Debt & Structured Finance team. He has over a decade of real estate and capital markets expertise and has been responsible for over \$8.0 billion of financing transactions on behalf of public and private institutional investors.



Jack Avendt

VP Real Estate

Old Second National Bank

Jack Avendt began his banking career after graduating with a degree in Finance from Michigan State University. He currently serves as a Vice President in the commercial real estate lending team at Old Second National Bank. Jack values helping his clients achieve their investment goals through real estate. He enjoys being a part of organizations such as the Harold E. Eisenberg Foundation, Banking on our Future, Rebuild Aurora and is a member of industry organizations such as Young Real Estate Professionals, CCIM Chicago, Real Estate Lenders Association and others. In his personal time he enjoys boating, traveling, skiing and enjoying quality time with his family and friends.



Karen Case

President, US Commercial Real Estate

CIBC

Karen Case is Executive Managing Director and President of US Commercial Real Estate for CIBC US. She oversees the business units that develop and manage real estate finance and banking relationships with dynamic and growing commercial real estate developers, investors, owners and operators nationally. Ms. Case is a member of the CIBC US Region Executive Committee.

Ms. Case joined The PrivateBank in 2007 (Toronto-based CIBC acquired The PrivateBank in June 2017) as President, Commercial Real Estate. Previously, Ms. Case served as executive vice president in LaSalle Bank's Commercial Real Estate Department (LaSalle Bank was acquired by Bank of America in October 2007). Prior to joining LaSalle in 1992, Ms. Case managed banking relationships with Midwest-based real estate development and syndication firms for New York-based Marine Midland Bank (now HSBC) and The First National Bank of Chicago (now Chase).

Ms. Case earned her MBA from The University of Chicago and a BS in Business Administration from Washington University in St. Louis. She also attended The University of London and The American College in Paris.

A native of New York, Ms. Case lives in Chicago 's West Loop neighborhood with her husband, Jay. They have three grown children.



Peter Chmielewski

Division President

LMC

As Division President for Lennar Multifamily Communities (LMC), Peter Chmielewski leads the Midwest Region on all business operations, strategy, and real estate development efforts. He leads cross disciplinary teams on all site acquisition, contract negotiation, underwriting, entitlement, design, development, construction, property management, and disposition efforts. Since joining LMC in 2013, Peter has led the successful completion of 13 different large-scale multifamily developments in five different cities comprising over 3,500 units, 100,000SF of retail, and \$1B of development costs.

Peter is an architect turned real estate developer with over 15 years of experience on large-scale development projects across the globe. As a design architect with Perkins+Will, Peter led design teams on various asset classes on large scale projects in Dubai, Saudi Arabia, and Egypt. With Hines, he worked on mid-to-high rise multi-family and office developments in Chicago and Sao Paulo, Brazil. Peter studied business at the University of Wisconsin, architecture at the University of Minnesota, and received his MBA from the Kellogg School of Management at Northwestern University with concentrations in Real Estate Development and International Business.



Peter Eisenberg

Partner

Elliss Park Partners

Peter cofounded Elliss Park Partners (EPP) as a vehicle to acquire, reposition, and hold retail, mixed-use, and industrial real estate assets. Prior to EPP, Peter was a founding Principal of Clark Street Real Estate, which was formed in 2005, and specializes in developing and redeveloping retail, medical office, industrial, and mixed-use properties ranging from single tenant to large-scale complex projects. Peter also continues to grow and manage a portfolio of family real estate assets.

He is actively involved in the International Council of Shopping Centers, having served as the immediate Past Chair of the ICSC Foundation Board of Directors and on the Illinois State Committee. Peter is a cofounder and Emeritus Member of ICSC's Next Generation National Advisory Group as well. He passionately supports The Harold E. Eisenberg Foundation, serving as President and a Founding Board Member.

Peter graduated from the University of Wisconsin-Madison with a Bachelor of Arts degree in Political Science. In addition, he earned a Juris Doctorate degree along with an LLM 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 Goodman

Principal

Farpoint Development

Scott Goodman serves as the founding principal of Farpoint Development. With a lifetime of experience in real estate development focusing on investor relations, procurement of financing and equity and transaction structuring, he serves as the foundation for the company. Scott's deep insight into projects comes from involvement at each step of the process. His practical and academic knowledge results in a track record of unending success across all asset classes and market cycles.

After earning a Bachelor's of Science in Economics from the University of Michigan and an MBA from Northwestern University's Kellogg School of Management, Scott has served as the former Board Chair and current Board Member of the PKD Foundation and Heartland Alliance. He is also a member of the Chicago Economics Club.



Bob Koys

Senior Vice President - Asset Management

Heitman

Bob Koys has been a Senior Vice President, Heitman Portfolio & Asset Management in Chicago since 2018. He is responsible for over 3 million retail square feet across seven states and oversees multiple repositioning construction projects at these assets.

Prior to his role at Heitman, Bob was the Vice President of Development at Starwood Retail Partners for four years. At Starwood, Bob served as lead developer for value-enhancing development and renovation activities at ten regional shopping centers throughout the United States. His projects included a department store to movie theater conversion, integration of multiple large-format sporting goods stores into the malls, and the addition of contemporary fashion retailers into the tenancy. He also built and oversaw development and tenant coordination departments for two years.

Bob worked as Development Director at Westfield Corporation in Chicago for ten years, from 2004 to 2014), where he served as lead developer for multiple shopping center expansion (\$200 million) and renovation (\$27 million) projects, and was responsible for all entitlement, budgeting, construction, and closeout activities. His expansion projects featured the addition of entertainment and dining uses, including four movie theaters, a grocery store, an upscale bowling venue, a health club, and multiple restaurants. His renovation projects focused on upgrading food courts to food halls, updating common area spaces, and adding multiple customer amenities to increase dwell times and enhance shopper experience. He also served as asset manager for class A, mixed-use property on Chicago's Michigan Avenue that consisted of six city blocks.

Earlier in his career, Bob served as General Manager at Westfield Corporation and, prior to that, at Urban Retail Properties Company. He received a Bachelor of Science from University of Illinois in Urbana Champaign.



Michael Mallon, CCIM, CRX

Senior Vice President

Draper and Kramer, Inc.

Mike Mallon has a diverse background in commercial real estate with over 40 years of experience in the Chicagoland market. He worked as the Director of Planning and Zoning for Lombard before he became Vice President of Retail at Draper and Kramer. He was the Vice President-Real Estate for the Midwest Region for American Stores (Jewel/Osco) and Safeway (Dominick's). In 2005, he founded Mallon and Associates, Inc., a real estate, and development company. The company joined forces with Draper and Kramer in 2012. The privately held company provides a variety of retail services including development/redevelopment, leasing, property management and consulting. Mike has developed over 180 grocery/drug store projects throughout a twelve-state region. He is currently involved with Walmart, ALDI, DOM's Kitchen & Market and developing commercial projects in the midwest.

Mike is a certified CSM, CLS, and was awarded the first Certified Real Estate Executive (CRX) designation with the International Council of Shopping Centers (ICSC) and a CCIM with the Commercial Investment Real Estate Institute. He has served as the State of Illinois Retail Chair, Operation's Chair, and the State Director for ICSC. He has been active with the Illinois Chapter of CCIM for years and has held numerous leadership positions including Chapter President and Advisor. Mike is the former President of the Ely Chapter of Lambda Alpha International and an advisory board member at John Marshall Law School. He serves on the Harold E. Eisenberg Foundation as a mentor and speaker. Mike serves as an adjunct professor at the University of Illinois and is on the Illini Real Estate Network Board. He is a frequent speaker and contributor on the subject of Commercial Real Estate throughout Chicagoland. Mike is a graduate of Michigan State University and resides in Wheaton, IL.



Caitlin Russell

President

Russell - Construction + Development

As President, Caitlin is responsible for the overall company leadership tasks, roles and strategies. Caitlin also cultivates client and partner relationships, by identifying, analyzing and growing new opportunities for Russell and its partners, in addition to, managing Russell's real estate acquisitions, leasing and dispositions. Caitlin's experience in both construction and finance has often given clients the key component needed to make their project materialize, whether it be sourcing financing, incentives, equity or overall deal structure. She also provides owner direction to design/construction teams for Russell developments, and, overall team leadership to the real estate group.

Caitlin received her undergraduate degree from Arizona State University, while also graduating Summa Cum Laude. Caitlin is also a proud graduate of Tippie School of Business, University of Iowa, where she earned a Master of Business Administration degree with an emphasis on Finance. She serves as a Certified Commercial Investment Member (CCIM) and has an Iowa Real Estate license.



Mike Strug

YREPNY & BlackRock

Mike Strug is the Founder of the Young Real Estate Professionals of New York (YREPNY) and has worked in commercial real estate for 22 years. Mike currently works at BlackRock within a CMBS analytics team and he has spent most of his career on the debt side of commercial real estate.

Mike was a bridge lender for Resource Real Estate Funding financing acquisition of valued added commercial properties nationwide. Previous lending positions include stints at IDBNY, Assurant and TIAA-CREF.

Mike graduated from Columbia Business School with a concentration in Real Estate and Finance. He received a BS degree in Mathematical Economics from Tulane University.

Mike is married with two kids and resides in the NYC/NJ area. However, he is a native Texan as he was born and raised in Houston. Before going to business school, Mike worked in commercial real estate for three years in Houston (asset management, research, debt capital markets advisory).

Mike is very passionate about paying it forward and helping college students and young professionals build solid careers. He has mentored or spoken to over 600 college (undergraduate or graduate) students over the past few years, and he has spoken to many real estate clubs, business and social fraternities, or to other college classes or clubs since the pandemic started.

Mike is an avid kayaker and is frequently kayaking in the lakes and bays in New Jersey. He previously completed 4 marathons and 25 half marathons. Every summer, Mike does a "Kayakathon" (kayak/run/bike) to raise money for cancer research.

Last year, Mike started a daily email with commercial real estate and other business articles that he sends to over 1,300 people (including to over 500 students). Please feel free to connect with Mike on LinkedIn if you want to be added to his daily email. To join the YREPNY networking group, please visit www.yrepny.org and click on "Join Today."



Steven Weinstock

First Vice President/Regional Manager/National Director
Self-Storage Division

Marcus & Millichap

Steven Weinstock is First Vice President/Regional Manager of Marcus & Millichap's Chicago Oak Brook office. He also serves as the National Director of both the Land & Redevelopment Division and the Self-Storage Division.

Steven began his commercial real estate career in the 1980's leasing office properties in metro Detroit. Eventually, he opened his own brokerage and property management company and sold it to Trammell Crow Company in 1994. He joined Marcus & Millichap's Detroit office in April 2001 becoming Vice President of Investments and was a Director of the National Multi Housing Group and a Member of the National Self-Storage Group. Mr. Weinstock is the recipient of multiple national achievement and sales recognition awards.

Steven joined the management team in 2008 when he served as Sales Manager of the Columbus and Cincinnati offices. He was named Regional Manager of Chicago Oak Brook in 2009, Vice President in 2012 and was promoted to First Vice President in 2015. He became National Director of Land & Redevelopment Division in 2016 and Self-Storage Division in 2020

Steven received a Bachelor of Arts in psychology from the University of Michigan and a Juris Doctor degree from Wayne State University Law School. He earned the Certified Commercial Investment Member designation (CCIM). Mr. Weinstock enjoys serving on the Executive Committee of the Harold E. Eisenberg Foundation. Steven and his wife, Lisa, reside in Chicago and have two sons, Nathan and Jeremy. In his free time, he enjoys traveling, swimming and spending time with his family.



Robin Zeigler

Senior Executive Vice President and Chief Operating Officer
Cedar Realty Trust

Robin Zeigler joined Cedar Realty Trust in March 2016 after serving as executive vice president and head of operations at Penzance, a Washington, D.C.-based commercial real estate investment company since January 2015. From 2005 to 2015, Robin worked at Federal Realty Investment Trust, most recently serving as chief operating officer for the mid-atlantic region. In that capacity, she was responsible for the operations of a portfolio of over 40 shopping centers and five mixed-use projects representing approximately 7.3 million square feet. Additionally, Robin provided oversight and strategic direction on mixed-use development and redevelopment projects. Robin holds a B.S. in Accounting from Florida A&M University and an M.B.A. from Georgia State University.

THU 2/3

1:30 PM (CST) – Virtual Site Tour with Live Q&A ●



Nick Bartholomew

Asset Manager
Pine Tree



Lant Fogarty

Senior Project Manager

Clark Construction Group, LLC



Jim Gorczyca

General Manager, Chicago

CBRE

As the General Manager for 320 S Canal, Mr. Gorczyca is responsible for managing all operations and financial activities for the 1.5M square foot Class A+ property from inception. In this role Jim provides oversight of all building operations, consisting of tenant relations, leasing related activities, building maintenance, service contracting, rent collection, accounts payable and receivable, budgeting and financial reporting.

Prior to his role at 320 S Canal, Mr. Gorczyca served as General Manager at 150 N Riverside and quarterbacked the opening of both 150 N Riverside and 110 N Wacker buildings whose square footage exceeded 1M square foot each from inception. In addition, Jim acted in the Director capacity for all three buildings.

Prior to joining CBRE, Mr. Gorczyca managed buildings for The John Buck Company. In that role Jim assisted the opening and operating of 155 North Wacker, a 1.1M square foot Class A, Chicago CBD office property from inception. Prior to opening 155 N Wacker, Mr. Gorczyca operated 200 South Wacker, a 750,000 square foot Class A, Chicago CBD office property, where in addition to the General Manager responsibilities he coordinated approximately \$20 million of capital improvements. Previous to the 200 South Wacker assignment, Mr. Gorczyca was the General Manager for 333 West Wacker, a 825,000 square foot Class A, Chicago CBD office property.

Prior to joining JBC, Mr. Gorczyca spent 5 years as a Portfolio Manager for Cushman & Wakefield where he provided corporate support to seven properties totaling approximately 5M square feet.

Previous to joining Cushman & Wakefield Mr. Gorczyca spent 13 years with Heitman/Kennedy Wilson as District Manager, where he was responsible for as many as 20 properties consisting of approximately 7M square feet of office and industrial space. Mr. Gorczyca's progressive responsibilities at Heitman/Kennedy Wilson included performing on-site management for office and industrial properties, project management addressing building capital and energy saving improvements, property transition and property repositioning.



Chris Meilinger

Engineer

Clark Construction Group, LLC



Chris Phares

Vice President

Clark Construction Group, LLC



Kristi Rankin

Managing Director

CBRE

As Managing Director of Chicago's Property Management, Kristi oversees the growing portfolio and supports the 275+ local professionals working within. Her role centers on developing and executing initiatives in areas of employee engagement, talent acquisition, business development and financials. Kristi has direct oversight of day-to-day operations, leading local property management teams to develop efficiencies and streamline service delivery across the portfolio.

Prior to joining CBRE in 2020, Kristi served as Chief Operating Officer for IRC Retail Centers and served as a member of the company's executive management committee, overseeing property management, construction management, operations, risk management, legal, information technology and Human Resources for a portfolio of open-air shopping centers comprising of more than 18 million square feet.



Joachim Schuessler

Design Principal

Goettsch Partners

Joachim Schuessler is a principal and senior project designer at Goettsch Partners, either leading or collaborating in the conceptual design efforts for projects and continuing to articulate and evolve designs through all phases. He has worked on a range of office, hotel, mixed-use, institutional and government projects, and he is particularly experienced with international assignments, having worked on projects across Asia, Europe, the Middle East, and North America. He holds a Bachelor of Arts in

Architecture from Leipzig University of Applied Sciences in Germany, and he received his Master of Architecture from the Illinois Institute of Technology.



Kent Swanson

Executive Vice President

Riverside Investment & Development

Kent is a real estate professional with over 35 years of experience in the office, residential, retail and hotel sectors. At Riverside Investment and Development, he is Executive Vice President and member of the firm's Investment Committee primarily responsible for operating company administration, as well as acquiring and capitalizing Riverside's real estate projects.

Prior to Riverside, he was CFO of Newcastle Limited, playing a key role in tripling the size of assets under management at that firm during his five-year tenure. Kent also had a nineteen-year tenure at The John Buck Company, rising from Senior Financial Analyst to Principal and CFO during this span. His responsibilities included the initial setup and marketing of The JBC Funds and the negotiation and startup of John Buck International, its Abu Dhabi based affiliate company. Overall, Kent has closed over \$8 billion in capital transactions in his career. Kent has a Bachelor's in Economics from Duke University and an MBA from Northwestern University, Kellogg School of Management.

THU 2/3

REAL BRIGHT NIGHT

Networking – 5:30 PM (CST) | Program – 6:00 PM (CST) ●○



Karen Case

President, US Commercial Real Estate

CIBC

Karen Case is Executive Managing Director and President of US Commercial Real Estate for CIBC US. She oversees the business units that develop and manage real estate finance and banking relationships with dynamic and growing commercial real estate developers, investors, owners and operators nationally. Ms. Case is a member of the CIBC US Region Executive Committee.

Ms. Case joined The PrivateBank in 2007 (Toronto-based CIBC acquired The PrivateBank in June 2017) as President, Commercial Real Estate. Previously, Ms. Case served as executive vice president in LaSalle Bank's Commercial Real Estate Department (LaSalle Bank was acquired by Bank of America in October 2007). Prior to joining LaSalle in 1992, Ms. Case managed banking relationships with Midwest-based real estate development and syndication firms for New York-based Marine Midland Bank (now HSBC) and The First National Bank of Chicago (now Chase).

Ms. Case earned her MBA from The University of Chicago and a BS in Business Administration from Washington University in St. Louis. She also attended The University of London and The American College in Paris.

A native of New York, Ms. Case lives in Chicago 's West Loop neighborhood with her husband, Jay. They have three grown children.



Peter Eisenberg

Partner

Elliss Park Partners

Peter cofounded Elliss Park Partners (EPP) as a vehicle to acquire, reposition, and hold retail, mixed-use, and industrial real estate assets. Prior to EPP, Peter was a founding Principal of Clark Street Real Estate, which was formed in 2005, and specializes in developing and redeveloping retail, medical office, industrial, and mixed-use properties ranging from single tenant to large-scale complex projects. Peter also continues to grow and manage a portfolio of family real estate assets.

He is actively involved in the International Council of Shopping Centers, having served as the immediate Past Chair of the ICSC Foundation Board of Directors and on the Illinois State Committee. Peter is a cofounder and Emeritus Member of ICSC's Next Generation National Advisory Group as well. He passionately supports The Harold E. Eisenberg Foundation, serving as President and a Founding Board Member.

Peter graduated from the University of Wisconsin-Madison with a Bachelor of Arts degree in Political Science. In addition, he earned a Juris Doctorate degree along with an LLM 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.



DuWarren Gibson

Associate, Development

CA Ventures – Student Living



Stefani Gutmann

Associate

Farpoint Development

Stefani Gutmann is a graduate of University of Wisconsin-Madison, where she studied Real Estate and Urban Land Economics within the School of Business. She works at Farpoint Development in Chicago, primarily working on the Bronzeville Lakefront 50-acre development project. Prior to joining Farpoint, she worked at Brookfield Properties within their Development group.



Siteng Ma

Senior Manager, Real Estate

The Guild

Siteng Ma is an institutional real estate professional with 8+ years of experience in the multifamily and housing sector. Prior to joining The Guild as Senior Manager, Real Estate, he was on the real estate development team at Juno, a technology-powered real estate startup that works with land owners to simplify the development process through its design, technology, and mass timber building system.

Prior to Juno, Siteng was the Director of Acquisitions at The Scion Group, the world's largest owner-operator of student housing, and worked at Optima Inc. and Resource Real Estate. Siteng is a graduate of the University of Pennsylvania's Wharton School and an Associate Board Member of the Eisenberg Foundation, co-chairing its annual Real Bright Summit event.



Erin R. Spears

President

Fifield Companies

As President of Fifield Companies, Erin Spears oversees national operations and leads strategic growth initiatives. During her career, Erin has worked on over \$3.5 billion of real estate transactions consisting of multifamily, office, retail and industrial projects across the country. She has directed the acquisition and development of \$1.6 billion of investments including 4,600 multifamily units and 400,000 square feet of office buildings in Chicago, the Southeast and Texas.

Prior to joining Fifield, Erin spent three years at Heitman as an Executive Vice President of Acquisitions for Heitman's Value Fund. She was responsible for joint venture value-add acquisitions. Previously, Erin was Vice President of Multifamily Investments at Pearlmark and began her career as a financial analyst in investment banking at J.P. Morgan Securities.

Erin graduated with honors from Case Western Reserve University in Cleveland, Ohio. She is a member of the National Multi Housing Council; the Urban Land Institute and a WLI Advisory Board member. Erin was named a Crain's Chicago Business 40 Under 40, a Real Estate Forum "Woman of Influence" and Real Estate Forum Fifty Under 40. Erin is the proud mother of three young children, a Peloton addict and an eternally optimistic golfer.