



THE COUNSELORS OF REAL ESTATE®

2018 Annual Convention
October 21-24
Francis Marion Hotel
Charleston, SC

The Transformation of Charleston:
Creating Growth in a Port City

INSTRUCTOR BIOS



JONATHAN H. AVERY, CRE, MAI, FRICS

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Jonathan Avery is the founding principal of Avery Associates, a real estate counseling and valuation company, located in Acton, Massachusetts. Since 1979 the company has provided a wide range of advisory, analytical and valuation assignments for domestic and global private, public and institutional clients. In addition to being a CRE, he is an MAI member of the Appraisal Institute and a Fellow of the Royal Institution of Chartered Surveyors. He has authored numerous articles on real estate topics and has been a columnist for the New England Real Estate Journal for 25 years. He is an instructor for the Appraisal Institute and the Appraisal Foundation.

Avery was President of The Counselors of Real Estate in 1999 and has served in a variety of leadership roles for the Counselors. He has served as chair of the Board of Directors, Executive Committee, Education Committee, Finance Committee, Strategic Planning Committee and the International Committee. He has worked in various roles in The Counselors Strategic Planning initiatives for a number of years.

Dan Battista

SENIOR VICE PRESIDENT
LOWE

Dan is responsible for Lowe's hospitality, master planned resort communities and commercial development and investment activities in the southeast U.S. and Caribbean. He is involved in all aspects of the development process including sourcing projects, securing entitlements, working closely with the construction and sales and marketing teams and transitioning projects from development to operations. While with Lowe he has been involved in development projects totaling \$600 million, most recently overseeing the \$100 million condominium and conference center development at Wild Dunes Resort.

Dan also works closely with Lowe's hotel management subsidiary, Two Roads Hospitality assisting with due diligence for hotel and resort acquisitions. He is currently in the final stages of the planning and design for two additional hotels in the Charleston region; a 153 room full service hotel as part of the Wild Dunes Resort expansion and a 225 room full service waterfront hotel in downtown Charleston.

Dan and his family spend time enjoying all of the wonderful things Charleston has to offer, including exploring the City's historic landmarks and dining at its many fine restaurants.

Education: Lafayette College, BA; Columbia Business School, MBA



Culverhouse College of Commerce

Alabama Center for Real Estate

**K.C. Conway, Director of Research & Corporate Engagement
Chief Economist, CCIM Institute**

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K.C. CONWAY, MAI, CRE

ECONOMIST, COUNSELOR OF REAL ESTATE, INDUSTRY SPEAKER

History of accurately forecasting real estate trends and changing market conditions across the U.S. A nationally recognized Subject Matter Expert on commercial real estate matters with specialized expertise in Valuation, Ports & Logistics, housing economics, AG Land, Aging-Services Housing, Bank Regulation and Real Estate Finance.

Risk management, valuation, and market intelligence experience, with progressive roles within the Federal Reserve (CRE Risk Specialty Officer), national brokerage & large bank organizations.

Real Estate Industry Recognized Speaker with presentations to approx. 750 conferences. Published content in media and journals.

PROFESSIONAL EXPERIENCE

Director of Research and Corporate Engagement

Alabama Center for Real Estate, Tuscaloosa, AL, 2017-present

Manages Center's research division existing market trends research content and creates new organic and collaborative research initiatives. Serves as research ambassador to corporate real estate entities. Manages research/consulting opportunities. Works with Culverhouse faculty to foster collaborative research.

Senior Vice President of Credit Risk Management

SunTrust, Atlanta, GA, 2014–2017

Chief Appraiser, Sr. Environmental Risk Manager & Sr. Market Intelligence Officer overseeing 5,000 transactions annually totaling \$25 billion in assets. Oversaw appraisal & environmental due diligence nationwide. Developed Market Monitors to track CRE conditions at MSA level. Responsible for FIRREA, IAG and bank regulatory compliance. Industry thought leader for Wholesale Bank on CRE & Economy.

Chief Economist, United States

Colliers International, Atlanta, GA, 2010–2014

Monitored economic and CRE conditions across U.S. and produced the quarterly nationwide Office, Industrial & Ports Outlook reports. R.E. Industry thought-leader and speaker at industry conferences and client advisor.

Commercial Real Estate Subject Matter Expert

The Federal Reserve, Atlanta, GA, 2005–2010

CRE Subject Matter Expert to Atlanta FED 2005-2010 & CRE Risk Specialty Officer to NY FED 2009-2010. Briefed FED Chairman Ben Bernanke and the Board of Governors during Financial Crisis. Key Player in Ask The Fed, Rapid Response & other FED programs 2008-2010.

SKILLS

Macro-Economic, CRE, & Housing conditions forecasting & MSA-level market monitoring.

Counselor of Real Estate (CRE)

Member of Appraisal Institute (MAI)

State Licensed Appraiser

Nationally recognized CRE Industry Speaker

Subject Matter Expert on Ports & Logistics

FIRREA, IAG & Bank Regulatory Compliance

Frequently Interviewed CRE and Economic expert in national media (R.E. Forum, Journal of Commerce, Journal of R.E. Issues, etc.)

Environmental Risk Management

HIGHLIGHTS & AWARDS

Recipient of Appraisal Institute's annual President's Award 2009.

Meritorious Service Award from Federal Financial Institutions Examination Council (FFIEC) 2010 for bank examiner training during the Financial Crisis.

Key Player Award – Atlanta FED 2010

Addressed 750+ industry, regulatory and academic bodies in the past decade

10-year proven industry expert, cited in numerous national publications

EDUCATION & TEACHING

BBA, magna cum laude
Emory University, Atlanta, GA

CRE, Counselor of Real Estate

MAI, Member of Appraisal Institute

Instructor: FFIEC (Bank Regulatory Training) for annual "Supervisory Updates" conference series 2008-2017.

Guest Lecturer: Major University R.E. Centers

Lydia Doyle
Director of Planning & Operations
Diocese of Charleston

Lydia Doyle was born in Atlanta, Georgia. She received her undergraduate degree from the University of Notre Dame and her Masters in Historic Preservation and law degree from the University of Georgia.

Since then she has worked for the Georgia Department of Community Affairs and as Executive Director of the Cashiers Historical Society.

In 2013, Lydia began working with the Diocese of Charleston and now serves as its Director of Planning & Operations.

W. Andrew Gowder, Jr., Esq., CRE

LAWYER & PARTNER

843.727.2229

Andy counsels and advocates for clients in the areas of real estate and land use, eminent domain and inverse condemnation, local and state government, corporate formation and governance for profit and nonprofit organizations, business transactions, the environment, natural resources, land conservation and historic preservation. He received his JD (cum laude) from Wake Forest University School of Law his BA (summa cum laude) from Wofford College, where he was Phi Beta Kappa.

- **American Bar Association**
 - Section of State and Local Government Law, Past Chair, Current Section Delegate to the ABA House of Delegates
 - Secretary, Committee on Scope and Correlation of Work
 - ABA Foundation, Sustaining Life Fellow
-

- **Urban Land Institute (ULI)**
 - Sustainable Development Council, Immediate Past Chair
 - ULI South Carolina, Past Chair, Current Member of Governance Committee
 - Rethinking Southern Cities Regional Initiative Council, Member
-

- Wake Forest University School of Law Board of Visitors
- South Carolina Aquarium, Board of Directors; Vice Chair, Governance Committee, Resilience Committee
- Enough Pie, Board of Directors, Secretary
- Charleston Moves, Board member, General Counsel
- Best Lawyers, Land Use and Zoning Law
- Martindale Hubbell, AV, Preeminent Lawyer

Thomas A. Hall

150 Bee Street, Charleston, SC

469.556.8042

Tommy@HallsChophouse.com

PROFESSIONAL EXPERIENCE

Hall Hospitality Group LLC, Charleston, SC

General Manager, Owner

March 2009 – Present

Achievements & Responsibilities:

2009 Forty Under 40 – Outstanding Leadership in Charleston Business Community.

Coordinate management and operation of \$10 million award-winning, Halls Chophouse which has experienced continued growth since opening; over 130 employees.

Full P&L responsibilities.

Del Frisco's Eagle Steak House, Dallas, TX

General Manager

March 2003 – March 2009

Achievements & Responsibilities:

Coordinated a \$10 million Corporate Steak House.

Full P&L responsibilities.

Comp growth five consecutive years.

Six-Month Training with Sullivan's Steakhouse.

ABC Sports, New York, NY

Production Assistant

August 2002 – March 2003

Achievements & Responsibilities:

Assistant to the producer, director and on-air talent, Bob Griese, Lynn Swann and Brad Nessler for 16 game College football season including 2003 Nokia Sugar Bowl, 2003 Super Bowl.

Coordinated all game information, logistics and hiring of local personnel.

On-air responsibilities include graphics and management of 13 personnel.

Mike Shannons Steaks and Seafood, St. Louis, MO

Sales Manager

January 2002 – August 2002

Achievements & Responsibilities:

Sales manager of banquet facility and catering department.

Assist restaurant manager in daily operations.

Coordinate all sales and marketing tactics.

ABC Sports, New York, NY
Computer Statistician
1995 – 2002

Achievements & Responsibilities:

Recorded all team statistics for graphics.
Press Box Coordinator, assist on-air talent in the television booth.
Sideline assistant, directors spotter for television crew on the field.
Sideline Red-hat official.

EDUCATION

Clemson University, Clemson, SC
Bachelor of Arts in Speech and Communications
Minor: Political Science
December 2001
Kappa Sigma Fraternity

Helen T. Hill
Chief Executive Officer
Charleston Area Convention and Visitors Bureau

Helen Hill is the Chief Executive Officer of the Charleston Area Convention and Visitors Bureau, the organization that represents 849 member businesses and 9 municipal governments in Charleston and Dorchester counties. Growing up in Charleston provided Ms. Hill with unique insights she has put to use every day during her 30 years of marketing Charleston as a destination. The Bureau is celebrated for their creative, innovative and authentic marketing programs that have assisted our Charleston area accommodations achieve one of the highest success rates in the country.

Ms. Hill serves on numerous national boards including the US Travel Association. Regionally she serves as a board officer for the Charleston County Aviation Authority and the Southeastern Wildlife Exposition, as well as many statewide tourism organizations. Ms. Hill enjoys her volunteer activities with Ashley Hall School and her alma mater, Clemson University. She and her family live downtown and enjoy walking, biking and boating.

Three interesting facts about Helen:

- Helen also served as the Chairman of South Carolina Association of Tourism Regions & The Southeast Tourism Society
- Ms. Hill was the 4th person and the 1st woman to receive the Fred Brinkman Award for Outstanding Tourism Leadership in the State of South Carolina.
- Most Recently Helen was named a Vanguard of Travel by Afar Magazine

Three points of why tourism is important:

- As one of the main socio-economic drivers in the city of Charleston, Tourism, is a necessary pillar for our community that will help continue the success we have seen both nationally and internationally.
- Employing over 40,000 people in the Charleston area, the hospitality and tourism industries provide a world of opportunities to those searching for a job or career.
- Tourism in Charleston provides a chance for people from all walks of life to experience the history and culture of a city that helped build this country.

South Carolina Just right.



Robert M. Hitt III

Secretary of Commerce
South Carolina Department of Commerce

Robert “Bobby” M. Hitt III was appointed by Governor Nikki Haley to serve as Secretary of Commerce in January 2011. Aiming to cultivate a team-first approach to economic development, Secretary Hitt mobilized the state’s many partners and allies, empowering them to assist in a variety of efforts, including building and site certification, infrastructure improvement, international trade growth, supplier development, workforce development and statewide brand establishment and promotion through the ‘Just right’ campaign. As a result, Team South Carolina has achieved unprecedented industry recruitment success.

Since 2011, S.C. Commerce has recruited approximately \$32 billion in capital investment and more than 118,000 new jobs. Now a premier brand state, multiple world-class companies have made significant investments in South Carolina during Secretary Hitt’s tenure, including BMW, Boeing, Bridgestone, Continental, Giti Tire, LPL Financial Holdings, Mercedes-Benz Vans, Michelin, Samsung, Toray, Volvo Cars and more. As one of the nation’s leaders in foreign direct investment, S.C. Commerce markets South Carolina’s positive business environment to the global economy.

Consequently, the Palmetto State has achieved an export sales record in each year of Secretary Hitt’s tenure, topping \$32 billion in total export sales for the first time in 2017. Additionally, South Carolina has consistently ranked first in the nation in the export sales of both completed passenger motor vehicles and tires. To build on this success and to complement the efforts of each of the state’s four international offices, a new International Strategy and Trade division was established at S.C. Commerce in 2015.

Seeking continued growth of South Carolina’s target industry clusters, S.C. Commerce established partnerships with several organizations under Secretary Hitt’s leadership. The agency now collaborates with the S.C. Council on Competitiveness to advance the state’s aerospace and logistics industries, as

well as the S.C. Automotive Council and the S.C. Biotechnology Industry Organization to advance the automotive and life science industries, respectively.

S.C. Commerce also prioritizes efforts to support the state's small and existing companies. Understanding the importance of bringing business to business, the agency has spearheaded the coordination of many B2B events, including subcontractor outreach sessions for major construction projects and supplier matchmaker sessions for some of the state's biggest industries. S.C. Commerce also operates a product and service locator database known as SourceSC, allowing South Carolina companies to connect with in-state suppliers and vendors.

As Team South Carolina seeks to build on momentum generated since 2011, continued collaboration remains a critical piece of Secretary Hitt's strategy. The recent creation of a Council for Innovation Initiatives and a Coordinating Council for Workforce Development will help advance efforts in both areas, while eliciting the expertise of leaders from a variety of public and private organizations.

Before his time as Secretary of Commerce, Hitt served as manager of Corporate Affairs at the BMW Manufacturing Company in Spartanburg County after 17 years as managing editor of The State and Columbia Record newspapers.

Todd D. Jones, CRE, MAI, FRICS

PRINCIPAL REALADVICE

Since 1985, Mr. Jones has provided complex income-producing commercial property valuation, expert testimony, litigation support, ad valorem property tax counseling and representation, appraisal review, investment advice, marketability analysis, and feasibility analysis, including highest and best use analysis for virtually all types of commercial, industrial, residential, and special purpose real estate, on behalf of financial institutions, REIT's, government entities, publicly traded companies, and private concerns.

As President of the Florida Association of Property Tax Professionals, and an inaugural member of the Florida TaxWatch Tax Advisory Council, Mr. Jones regularly addresses the Florida Cabinet, Legislature, and various state agencies on property tax policy and issues impacting taxpayers. Since 2007, the Association has successfully collaborated with other influential groups to change the law in Florida affecting how the assessors must develop and support valuations in defending challenged assessments, "leveling the playing field" by lowering the burden of proof for taxpayers in assessment challenges, and requiring the development of uniform rules, policies, and procedures for Value Adjustment Boards across Florida's 67 counties to improve fairness in taxation for all Floridians.

In 2011, Mr. Jones served on the Florida Governor's Tangible Personal Property Taskforce. In 2012, the Florida legislature sought Mr. Jones' counsel on comprehensive property tax reform legislation.

GEOFFREY M. KASSELMAN, SIOR, LEED AP

**Executive Managing Director
National Industrial Practice Leader**



Newmark Grubb Knight Frank
8750 W. Bryn Mawr, Suite 350
Chicago, IL 60631
gkasselman@ngkf.com
T 773.951.1426

Years of Experience

30+ Years

Areas of Specialization

- Industrial
- E-Commerce
- Food & Beverage
- Data Center / Mission Critical
- Technology & Innovation
- Energy Procurement
- Energy Efficiency
- Global Portfolio Management
- Operational Efficiency

Professional Background

Geoffrey Kasselman, SIOR, LEED AP, serves as Executive Managing Director at NGKF where he leads the company's National Industrial Practice. In this capacity, he guides the direction and expansion of the firm's industrial brokerage capabilities across North America, including supporting various data center projects and promoting the benefits of sustainability, technology and innovation for the sector.

Mr. Kasselman was recently honored as a member of the 2017 Midwest CRE Hall of Fame, a 2016 CoStar Power Broker, and recently won NKF's Outstanding Service Award for 2016, in addition to numerous other honors and distinctions received over his 30-year career. Over the course of his career he has completed more than 1,000 transactions worth in excess of \$1 billion. Current or recent clients include ASOS, Cummins, Petco, Assemblers/Skinny Pop, DWR/Herman Miller, Hydrofarm, Gotham Greens, Heys Luggage, IDI Gazeley, and many others.

Mr. Kasselman is an innovation-minded futurist focused on harnessing transformative disruption and technology convergence in order to bring actionable ROI to the CRE industry. He has traveled the globe studying smart buildings and smart cities, provides mentoring to several tech startups and sits on various tech firm advisory boards, and he is a prominent national speaker and accomplished author on a variety of topics including economic trends, innovation, sustainability and the exponential future of CRE. He recently gave the Keynote Address to the National Academy of Sciences' Transportation Research Board on Transportation and Mobility. He also serves as CEO and Founder of Op2mize Energy, a strategic energy procurement firm.

In addition to his NKF responsibilities, Mr. Kasselman is serving a one-year term as the 2017 Society of Industrial and Office Realtors® (SIOR) Global President. SIOR was founded in 1941 by the US Government to help secure industrial facilities in support of the World War II effort. In this regard, SIOR has been servicing the commercial real estate industry for over 75 years. In this volunteer role, Kasselman leads the preeminent non-profit commercial real estate services organization in an array of strategic and global initiatives while acting as an ambassador and discussing the many benefits of becoming a SIOR designee.

HUGH KELLY Ph.D., CRE

Director of Graduate Programs, Fordham University Real Estate Institute

Principal, Hugh F. Kelly Real Estate Economics

Hugh Kelly serves as the part-time Director of Fordham's new Masters of Science in Real Estate graduate program, which accepted its first class of 32 students in January 2018. From 1984 through 2016, he taught at New York University's Schack Institute MSRE program.

Since 2001, he has headed his own consulting practice, Hugh F. Kelly Real Estate Economics, which serves national and international real estate investment and services firms, governmental organizations, law firms, and not-for-profit agencies. Prior to establishing this consultancy, he was chief economist for Landauer Associates, where he worked for 22 years.

He is a member of the Counselors of Real Estate and served as its elected Chair of the Board in 2014. He has spoken to virtually every major real estate organization in the United States, as well as to audiences in Canada, the U.K., France, the Netherlands, and Germany.

The author of more than 300 articles in industry journals, Kelly has also published a paper on contemporary politics and economics titled "Judgment: Imagination, Creativity, and Delusion" in the philosophical journal *Existenz*. Other notable memberships include the National Association of Business Economists, the Urban Land Institute, the Homer Hoyt Advanced Studies Institute, and the American Philosophical Association.

Hugh's book ***24-hour Cities: Real Investment Performance, Not Just Promises*** has been published by Routledge/Taylor & Francis. In June 2017 this book received the year's Gold Award in the annual Robert Bruss book competition organized by the National Association of Real Estate Editors.

Kelly served as Board President (2006-2012) for the Brooklyn Catholic Charities' Affordable Housing Development Corporation. He is presently a board member for corporations holding and managing the assets of the Catholic Diocese of Brooklyn and Queens which are not now in religious use.

Kelly earned his B.A. from Cathedral College (New York) and his Ph.D. at the University of Ulster, (Belfast, Northern Ireland).

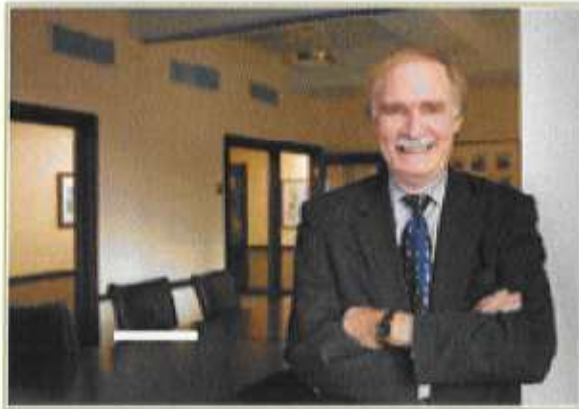
Area of Expertise:

- Real Estate Economics

Recent Publications and Research:

Hugh Kelly has been the featured speaker at numerous national conferences of real estate and related industry associations, as well as conferences on World Cities at the United Nations and Harvard University. He has published in both academic and real estate industry journals since 1983. Over the past few years he has spoken at events across the US, in Paris, Strasbourg, and Cannes (France); as well as Belfast, Istanbul, Munich, and Athens. Hugh is also lead researcher and co-author of *Emerging Trends in Real Estate 2015, 2016, 2017, and 2018*. His columns on economics and real estate appear regularly in *Commercial Property Executive*.

Casey R. Kemper



President and Chief Operating Officer,
Collegiate Asset Management, and
Executive Vice President and Chief
Operating Officer, Collegiate Church
Corporation

ckemper@collegiatechurch.org

(O): 212-233-2235

(M): 914-806-5433

Objective: To leverage my experience as a
successful CEO and COO and extensive
not-for-profit board experience, to serve
in a not for profit leadership role.

Relevant Experience

Executive Vice President and Chief Operating Officer, Collegiate Church Corporation,
1997-2018

President and CEO, Collegiate Asset Management (Endowment) 2003-2018

Co-Founder, President and Board Member, New Amsterdam History Center 2003-2018

Vice Chair and Board Member, Blanton Peale Institute, 2004-2018

Chairman Emeritus and Board Member, Women's Project Theater, 2010-2018

President and Board Member, Counselors of Real Estate (NYC) 2008-2018

Institutional Real Estate Magazine, Editorial Advisory Board, 2017-2018

Senior Vice President and Treasurer, Olympia & York, 1989-1993

Chief Financial Officer, Equitable Real Estate Group, 1985-1987

Industry Experience

Equitable Life Mortgage and Realty Investors

Chief Financial Officer and Treasurer, 1976-1983

NYSE listed real estate investment trust sponsored and advised by Equitable Life Assurance

Equitable Real Estate Group

Chief Financial Officer, 1985-1987

Institutional investor in a diversified group of real estate development and operating companies

Deutsche Bank Realty Capital Group.

Executive Vice President and Chief Financial Officer, 1987-1989

Advisor to Private Banking Group and NYSE listed real estate investment trusts

Olympia & York (USA) - Predecessor to Brookfield Financial (USA),

Senior Vice President and Treasurer, 1989-1993

Industry leading real estate development and investment organization

Collegiate Asset Management / Collegiate Church Corporation

President and CEO - Executive Vice President and COO, 1997-2018

Executive management of a \$400 million endowment and real estate investment organization

Non Profit Board Service

New Amsterdam History Center

Co-Founder, 2003

Treasurer, 2003-2007

President, 2008-2018

Finance Committee Chair, 2003-2018

Executive Committee Chair, 2008-2018

Conceived and created in partnership with four not for profits, an innovative historical society, provided executive leadership from origin. Promoted public awareness and fundraising activities.

Blanton Peale Institute (BPI)

Treasurer, 2004-2018

Vice Chair, 2009-2018

Executive Committee, 2004-2018

Finance and Audit Committee, 2004-2018

The mission of BPI is to provide affordable mental health counseling services to the New York City community.

My board experience has included a major restructure of the organization to substantially improve service delivery and financial strength.

Women's Project Theater (WPT)

Treasurer, 2008-2011

Chairman, 2012-2017

Chairman Emeritus, 2017-2018

Finance and Audit Committee, 2008-2018

Governance Committee, 2012-2018

The mission of the Women's Project Theater is to support the advancement of women playwrights, directors and producers in the theater industry. My board experience with WPT included a complete reorganization with board building and fundraising initiatives to revitalize the organization.

Counselors of Real Estate - NYC (CRE)

President, 2014-2016

Secretary, 2011-2013

Membership Chair, 2017-2018

Executive Committee, 2011-2018

The mission of the CRE organization is to promote collaboration and education among industry leading real estate consultants. My board experience with CRE included building stronger board membership and participation, as well as educational programs.

Housing Action Council (HAC)

Treasurer, 2000-2010

Chairman, 2011-2016

Financial Audit Committee, 2000-2016

The mission of HAC is to provide technical, administrative, financial services to government, private for-profit and non-profit organizations engaged in affordable housing development and management. My leadership helped the organization to develop functional capacity.

Sheltering the Homeless is Our Responsibility (SHORE)

Treasurer 2000-2014

Finance, Audit and Executive Committee, 2000-2014

The mission of SHORE is to provide affordable housing in Westchester County, New York through development and management services.

100 Year Association - New York City

Board Member, 2014-2018

The mission of the 100 Year Association is to provide a membership organization of executives representing long established (100 years) New York City business and institutions. The Association offers awards and scholarships to public servants and their families.

The Interchurch Center (TIC)

Finance Committee, 2009-2017

Operations Committee Chair, 2014-2017

The mission of the TIC is to establish and maintain an interfaith setting where religious organizations and other non-profits can work under the same roof and develop working relationships. The 700,000 square foot building is in Upper Manhattan.

Education

Southern Illinois University, Carbondale, Illinois

B.S. Business Management, Cum Laude

Babson College, Wellesley, Massachusetts

MBA, Finance, Cum Laude

Honors and Awards

Norman Vincent Peale Power of Positive Thinking Leadership Award, 2013

Honors professional and personal achievements associated with positive thinking and leadership.

St. Nicholas Society Medal of Merit, 2017

Medal of Merit was founded in 1835 by Washington Irving to honor activists "collecting and preserving information pertaining to the history, settlement, manners, etc of the City of New York."

The Interchurch Center Community Service Award, 2017

Honors outstanding community service and not for profit leadership.

Steven D. Leader, CRE EMERITUS, FRICS

Steven D. Leader, CRE EMERITUS, FRICS possesses over 50 years of diversified real estate counseling expertise in the areas of acquisitions, dispositions, market and financial analysis, asset management, joint venture structuring, debt and equity placement and urban planning. Mr. Leader has served as real estate consultant on notable large-scale, multi-purpose developments, both domestically and abroad. Over the course of his career, Mr. Leader headed his own firm, preceded by active roles with Triad Realty Services, The Weitzman Group, Kidder, Peabody, and James Felt Realty Services. In these settings, Mr. Leader has served on numerous valuation and consulting panels worldwide providing expertise and litigation support to a variety of governmental and quasi-governmental entities in connection with large-scale underutilized and underperforming assets.

Mr. Leader is active in alternative dispute resolution: He serves as both a Public Arbitrator (Chair qualified) and Mediator for the Financial Industry Regulatory Authority - FINRA. Mr. Leader also serves as a Mediator on the Roster of Neutrals of the Commercial Division of the State of New York Supreme Court. For the New York Peace Institute, he is certified as a Mediator under the New York Unified Court System and has served as a mentor and Mediator in Kings and New York County Civil Courts. In the latter setting, Mr. Leader was appointed to a special panel, arbitrating large commercial disputes between landlords and tenants arising out of 9/11. He received the prestigious Mediator of the Year Award from the Civil Court of the City of New York.

Mr. Leader holds Emeritus membership status in the Counselor of Real Estate, and served as the organization's 1998 National Chair. Mr. Leader is a Fellow of The Royal Institute of Chartered Surveyors and holds memberships in the American Planning Association, Association of Conflict Resolution, American Bar Association (Associate), Lambda Alpha, Real Estate Board of New York, among others.

Mr. Leader earned his GPA at New York University (Urban Planning), and BA at Syracuse University. He served for many years as an Adjunct Professor of New York University's Real Estate Institute Graduate Program, where he received several teaching and service awards.

James S. Lee, CRE
Senior Principal and co-founder
Kensington Realty Advisors, Inc.

James S. Lee, CRE is Senior Principal and co-founder of Kensington Realty Advisors, Inc., an SEC-registered investment advisor providing real estate investment management, advisory and financial services to major pension funds, financial institutions, off-shore investors and high net worth individuals. Kensington began operations in 1991.

Mr. Lee oversees much of the firm's acquisition, asset management, development, disposition and financing activities. His career began in 1982 with The Prudential Realty Group and has included all of the above disciplines in wide-ranging geographic and property type contexts. His current focus is primarily on multifamily, student housing, senior housing and industrial investments.

Mr. Lee received his BA degree in Architecture as well as an MBA in Finance from the University of Minnesota. He is an active member of the Urban Land Institute and is the former Chair of The Counselors of Real Estate.



Anne R. Lloyd-Jones
Senior Managing Director, Director of Consulting & Valuation
HVS

Anne R. Lloyd-Jones, CRE, is Senior Managing Director and Director of Consulting & Valuation of HVS, a premiere global hospitality consulting firm. Since 1980, HVS has provided various consulting services for over 20,000 hotels worldwide. HVS operates out of over 25 offices in 12 countries. Since joining HVS in 1982, Lloyd-Jones has provided consulting and appraisal services to over 5,000 hotels. She is responsible for the sale, supervision, and administration of over 200 appraisal and consulting assignments annually. Her particular areas of expertise include market studies, feasibility analysis, and appraisals. She also is an expert in the field of the valuation of management companies, franchise companies, and brands; the negotiation and valuation of management contracts; spas; and conference centers. She has appeared as an expert witness on numerous occasions, providing testimony and litigation support on matters involving bankruptcy proceedings, civil litigation, and arbitration. Lloyd-Jones holds the CRE designation from the Counselors of Real Estate. She currently serves as the Treasurer at Christ Church in Pelham Manor, New York and previously served as a member of the Board of Managers of Swarthmore College and the Board of Trustees of the Pelham Public Library. She earned a Bachelor of Arts from Swarthmore College and a Master of Professional Studies from the School of Hotel Administration at Cornell University.

Anne R. Lloyd-Jones can be contacted at:

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email: alloyd-jones@hvs.com
Web: www.hvs.com

July 2018

William P. J. McCarthy, CRE

PRESIDENT, W.P.J. MCCARTHY AND COMPANY LTD.



William Peter Joseph McCarthy began his real estate career on the day he graduated from high school in 1978. Prior to this, he worked alongside his grandfather and mentor, John Jambor. By academic training he is a Political Scientist, and real estate professional. He is a hands-on real estate practitioner, who believes in ongoing and continuous professional development and education. He is one of the most accredited real estate practitioners in the world.

While primarily focused on his own extensive real estate portfolio, which he has developed, leased, managed, and retains ownership; he and his firm also provide high level and independent real estate agency and consulting services and advice for selected third parties.

In addition to his professional activities, William McCarthy also writes, teaches, and provides pro bono real estate and business advice to various community, educational, religious, and professional organizations. He is one of his country's most significant philanthropists, doing so on a quiet and targeted basis.

Academic and Real Estate Designations

The following are William McCarthy's current academic and professional real estate designations. He is always working on his next course of studies and designation.

- Associate of Arts (A.A.), Douglas College
- Bachelor of Arts (B.A.), Simon Fraser University
- Bachelor of General Studies (B.G.S.), Simon Fraser University
- Bachelor of Theology (B.Th.) Newman College
- Master of Arts (M.A.), University of British Columbia
- Master of Arts Integrated Studies (MAIS), Athabasca University
- Certified Property Manager (CPM), Real Estate Institute of Canada
- Fellow of the Real Estate Institute of Canada (FRI), Real Estate Institute of Canada

- Certified Leasing Officer (CLO), Real Estate Institute of Canada
- Real Property Administrator (RPA), Building Owners and Managers Institute
- Fellow Royal Institute of Chartered Surveyors (FRICS)
- Member, Real Estate Institute of British Columbia (RI)
- Institute of Corporate Directors (ICD.D), Institute of Corporate Directors
- Qualified Arbitrator (Q.Arb.), ADR Institute of Canada
- Certified Commercial Investment Member (CCIM), CCIM Institute
- Counselors of Real Estate (CRE), Counselors of Real Estate

W.P.J. McCarthy and Company Ltd. Corporate Information

William McCarthy is the President and owner of W.P.J. McCarthy and Company Ltd. (est. 1988), a real estate developing, managing and consulting company. In addition, Mr. McCarthy owns through his other firms an extensive residential, commercial and industrial real estate portfolio. Mr. McCarthy develops, leases, manages and owns several properties. He provides these services to selective clients as well.

W.P.J. McCarthy and Company Ltd. is an Accredited Management Organization (AMO). This designation is earned and conveyed by the Institute of Real Estate Management and is the highest standard in achievement available to those firms engaged in professional property management. To qualify for this designation the firm must be led by a Certified Property Manager (CPM), own or manage a specific size portfolio, meet stringent insurance and bonding requirements, and be of the highest professional and ethical standards. There are only 525 such accredited firms worldwide. W.P.J. McCarthy and Company Ltd. is one of only two such firms in Canada, and is the country's only privately owned AMO firm.

William McCarthy is also one of 1,100 Counselors of Real Estate (CRE) worldwide. His consulting services are reflective of the credential and standards of this organization.

Mr. McCarthy is a strong believer in good corporate governance and leadership. Mr. McCarthy has served as a member, Director, Officer and Chair on numerous professional and community organizations. To better serve and advise both on a professional and public basis, he completed the Institute of Corporate Directors certification program, obtaining his ICD.D designation.

Please review our corporate website (www.wpjmccarthy.com) for further information on our firm and William McCarthy, including links to professional organizations that we belong to, including their criteria for membership and accreditation.

Patrick McCrory
Vice President and Chief Commercial Officer

Patrick McCrory transitioned into the Vice President & Chief Commercial Officer role at Palmetto Railways in 2015, where he is responsible for all sales & marketing, business development, strategic planning and intermodal development for the organization. Upon being hired at Palmetto Railways in February 2013, Patrick assumed the role of Vice President and Chief Operating Officer. Prior to being employed by Palmetto Railways, Patrick held the positions of Terminal Superintendent, Atlanta/Charlotte and Terminal Manager, Northwest Ohio at CSX Intermodal Terminals, Inc.

Patrick began his career in marine terminals and longshoring with APM Terminals in 2005 serving in a number of management positions including operations, training, safety and human resources throughout the APM Terminals North American network. Transitioning into the railroad industry in 2010, Patrick was a member of the team responsible for the operational start-up of CSX's Northwest Ohio Intermodal Transshipment Hub where he carried a specific focus on lift equipment commissioning & training and terminal operating & automation systems operational integration.

Patrick is a graduate of the United States Merchant Marine Academy in Kings Point, New York where he obtained a Bachelors of Science degree in Logistics and Intermodal Transportation.

Patrick holds a United States Coast Guard Third Mate Oceans, Unlimited Tonnage License for Merchant Mariners and was formerly an officer in the United States Navy Reserve. He holds membership in the American Short Line and Regional Railroad Association, American Railway Engineering and Maintenance-of-Way Association, Intermodal Association of North America and the Propeller Club of the United States – Port of Charleston.

Martin Moore, CRE, Senior Vice President, CBRE

Professional Experience

Martin, a Senior Vice President with CBRE, leverages over 20 years of commercial real estate experience on behalf of landlords and tenants in Columbia, South Carolina. Martin specializes in office property sales, leasing and management as well as Investment Properties. Martin leads the Office Team and Investment Team in the Columbia market.

Since 2014, Columbia's Office Team and Investment Team have participated in over 200 transactions totaling more than 1.1 million square feet with gross consideration over \$149 million.

Professional Affiliations/Accreditations

- Certified Commercial Investment Member (CCIM)
- Society of Office and Industrial Realtors (SIOR)
- Counselor of Real Estate (CRE)
- Executive Committee, SIOR Carolinas Chapter
- Adjunct Professor of Finance/Real Estate-University of South Carolina

Education

- Wofford College, Bachelor of Arts, Finance
- University of South Carolina, Master in Business Administration

Significant Assignment

Landlord Representation

- 246 Stoneridge Drive | ±27,796 SF Lease | Columbia, SC
- 1333 Main Street | ±57,000 SF Lease | Columbia, SC
- Parklane Office Building | ±29,875 SF Lease | Columbia, SC

Tenant representation

- Pricewaterhouse Coopers | ±135,311 SF | Columbia, SC
- BB&T | ±35,000 SF | Columbia, SC
- Turner Padgett Graham & Laney | ±33,300 SF | Columbia, SC

Disposition and Acquisition

- Parklane Office Building | ±115,000 SF | Columbia, SC
- 8906 Two Notch Road | ±41,022 SF | Columbia, SC
- 220, 240, 246 Stoneridge Drive | ±187,000 square feet | Columbia, SC

Clients

- Allegiance Realty Corporation
- Allstate
- Baker & Baker Real Estate Developers
- BB&T
- CertusBank
- Girl Scouts of South Carolina
- GM
- Martin Marietta Materials
- MiSys Healthcare
- Park 7 Group
- PricewaterhouseCoopers
- Regions Bank
- Spirit Finance
- Turner Padgett Graham & Laney
- United Way
- Vista Investments

Joseph G. Nahas, Jr., CRE

Senior VP, Institutional Marketing and Investor Relations

Mr. Nahas is responsible for institutional capital raising and investor relations activities for Equus.

Prior to joining Equus in 1999, Mr. Nahas was the Chief Operating Officer for Atlantic American Properties Inc., a private REIT formed from the acquisition of the majority of Bell Atlantic Properties Inc.'s, investment holdings, where for seven years he was responsible for acquisitions, dispositions and day-to-day operations of those firms.

Mr. Nahas holds an M.B.A. in Real Estate Finance and a B.B.A. in Economics from Temple University. He is a licensed real estate broker in Pennsylvania and New Jersey. He is a member of the Counselors of Real Estate, having served as chair of several of its committees. He currently serves on its Board of Directors and is a member of its Executive, Finance, and Strategic Planning Committees. Mr. Nahas is 1st Vice Chair of the Board and in 2018 will serve as Chair of the Board for the organization.

Mr. Nahas has been involved in a number of community and civic organizations. Most recently, he served on the Board of Trustees of both Gwynedd Mercy Academy High School and Blessed Sarnelli House. He currently serves on the Advisory Board for Holy Innocents Area Elementary School. Mr. Nahas instructs in Commercial Real Estate Investment as an adjunct at Villanova University School of Business.

PROFESSIONAL PROFILE



Stephen P. Navarro
CRE®, CCIM
President | CEO
The Furman Co.

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www.furmanco.com

PROFESSIONAL EXPERIENCE

Steve Navarro represents and advises corporate, institutional, and high net worth individuals. His advisory services extend to over 23 states and four countries, ranging from development projects, built to suit transactions, highest and best use analysis/implementation and acquisition and disposition of both leasehold and fee title. Public sector experience includes advisory services for multiple municipalities and the federal government. Until 2014 Steve Navarro was owner, president, and Broker-in-Charge of CBRE | The Furman Co., the leading brokerage and management firm in the state of South Carolina. In 2014 CBRE, Inc. acquired CBRE | The Furman Co. and Steve transitioned to his role as Executive Vice President of CBRE's Greenville, South Carolina office.

In addition, Steve is President and CEO of The Furman Co., Inc. based in Greenville, South Carolina. Steve oversees Furman's three operating companies that specialize in Development, Investment Advisory Services, and Risk Management. Founded in 1888, The Furman Co., Inc. has a long history of being instrumental in the recruitment and development of new business and industry to the region. Through Steve's leadership, and collaboration in both the public and private sectors, Furman has helped facilitate major changes to the real estate landscape across the Upstate.

CONSULTING ACTIVITIES

Steve guides Furman's Consulting and Development activities in the delivery of Corporate Advisory Services. The Furman Co. represents and advises numerous major national and international corporations, including all of the top ten employers in the Upstate of South Carolina, as well as institutional investors and portfolio owners. Public sector experience includes advisory services for multiple municipalities and the federal government.

EDUCATION ■ PROFESSIONAL COURSES ■ AFFILIATIONS

Steve holds designations with the Counselor of Real Estate® (CRE), is a Certified Commercial Investment Member (CCIM), and was named a Fellow with the Royal Institution of Chartered Surveyors (FRICS) based in London, England.

He is a trustee and member of the Board of Directors for the Urban Land Institute (ULI), a governor for the ULI Foundation, a juror for the ULI Global Awards for Excellence, a member of the Clemson University's Advancement Board for Real Estate Development (ABRED) and past trustee of the Board of Directors for the Counselors of Real Estate® Foundation. Steve is also co-founder and past vice chair of the Board of Directors of Ten At The Top (TATT), and a past member of the Board of Directors for the Greater Greenville Chamber of Commerce and Furman University's Board of Advisors.

Steve graduated from California State University-Fullerton, with major emphasis in Real Estate/Finance and a minor emphasis in Economics.

James I. (Jim) Newsome III
President & CEO
South Carolina Ports Authority
Charleston, SC

Jim Newsome is the President and CEO of the South Carolina Ports Authority in Charleston, SC. He assumed that role on September 1, 2009 and is only the fifth leader in the history of the port. He is also currently the longest serving leader of a major container port in the United States with eight years in his position.

Prior to his current position, Mr. Newsome had an extensive career in the ocean container shipping industry as below:

- Hapag-Lloyd AG (1997-2009)
 - President - Region Americas - Piscataway, NJ (2009)
 - Senior Vice President - Area Southeast - Atlanta, GA (1997-2008)
- Nedlloyd Lines (1987-1997)
 - Executive Vice President of the Americas - Atlanta, GA (1994-1997)
 - President -Nedlloyd Lines USA Corp. - Atlanta, GA (1992-1993)
 - Senior Vice President - Nedlloyd Lines USA Corp. - Atlanta, GA (1990-1991)
 - Vice President, Liner Services - Nedlloyd Lines USA Corp. - Atlanta, GA (1987-1989)
- Strachan Shipping Company (1977-1987)
 - President - Hoegh Lines Agency Subsidiary - Jersey City, NY (1986-1987)
 - Assistant Vice President – Northeast - New York, NY (1984-1985)
 - General Manager - Atlanticargo Division - Houston, TX (1980-1983)
 - Container Yard Manager - Strachan Stevedoring - Houston, TX (1979)
 - Line Manager - Strachan Shipping - Houston, TX (1977-1978)

He was the first American to assume the top roles in the United States for both Hapag-Lloyd and Nedlloyd Lines.

Mr. Newsome received a BS in Transportation and Logistics in 1976 and a MBA in Transportation and Logistics in 1977 from the University of Tennessee in Knoxville, TN. He was the top graduate in the College of Business Administration for Winter Quarter, 1976. He was named the Outstanding Alumnus in Transportation and Logistics in 1992.

Mr. Newsome has received several other awards and honors:

- Agriculture Transportation Coalition, Person of the Year, 2016
- South Carolina Public Servant of the Year, South Carolina Chamber of Commerce, 2014
- Doctor of Humane Letters, The College of Charleston, 2014
- Connie Award, The Containerization and Intermodal Institute, 2010 (for significant influence in containerization in worldwide trade)

He is involved in numerous organizations:

- University of Tennessee, College of Business Administration, Dean's Advisory Council
- University of Tennessee, Global Supply Chain Institute, Executive Advisory Board
- University of Tennessee, College of Business Administration, 1914 Society
- The College of Charleston, School of Business, Board of Governors
- Medical University of South Carolina (MUSC), Children's Hospital Fund Advisory Board
- Intermodal Association of North America, Board of Directors, Marine Division
- Coalition for Responsible Transportation (CRT), Board of Directors
- American Heart Association, Lowcountry Heart Walk, Executive Leadership Team and Past Chairman
- Trident United Way, Tocqueville Society

Mr. Newsome is a native of Savannah, GA, where his father was an executive with the Georgia Ports Authority. He has been married for 32 years (wife Kathy) and has two children and one grandchild. His daughter, Rachel (30), is a counselor in Nashville, TN, married to Jason Smith, who is getting his PhD in theology at Vanderbilt University (both University of Georgia undergrads). They are the proud parents of Amelia Rose Smith, born May 4, 2016. His son, Matt (26), is a fourth-year medical student at the Medical University of South Carolina in Charleston (undergrad at UNC Chapel Hill) and is currently applying for a residency in urology at several hospitals.

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ALBERT S. PAPPALARDO, CRE BIOGRAPHICAL SKETCH

Albert S. Pappalardo has been a licensed member of the New Orleans real estate community for 55 years. His professional experience in real estate appraisal, brokerage and counseling provide the necessary background for a well-informed source on real estate. He is a second-generation New Orleans Realtor, having followed his father into the profession. His firm, Pappalardo Consultants, Inc., was founded 29 years ago and is a relatively small, professional, boutique firm providing new and established clientele with valuation, brokerage and advisory services on all types of properties. Mr. Pappalardo serves as President and CEO of the firm. His son, Adrian S. Pappalardo represents the third generation of the family in the real estate profession and was the first third generation president of the New Orleans Realtor Association.

Mr. Pappalardo earned a Bachelor of Business Administration Degree from Loyola University in 1964, and went on to serve in the U.S. Army as a Lieutenant in Vietnam. He is a Certified General Real Estate Appraiser, licensed by the State of Louisiana as well as a Licensed Louisiana Real Estate Instructor and a Licensed Louisiana Real Estate Broker. He has been very active in Real Estate Association service during his career. He served as President of the Real Estate Board of New Orleans in 1982, President of the New Orleans Metropolitan Association of Realtors in 1998, President of the Louisiana Realtors Association in 1989 and served on the Board of Directors of the National Association of Realtors for a total of eight years and was awarded Realtor Emeritus status in 2013. He also served as a Director of the Louisiana Realtors Association for many years. In 2016, he was awarded the Lifetime Achievement Award by the New Orleans Metropolitan Association of Realtors for his life work within the profession.

In the early 1980's he served on the Industrial Development Board of the City of New Orleans (IDB). He was appointed to the Louisiana Housing Finance Agency (LHFA) in 1984. He was Chairman of the LHFA from 1991-2000, and served on this state agency through 2004, a total of 20 years. This state agency was charged with the responsibility of housing development for first time homebuyers and low to moderate income citizens of Louisiana by creating below market interest rate programs and other incubator initiatives.

In 1985 he was appointed the French Market Corporation, the oldest continuously operating public market in North America. In 1986 he was elected President of the corporation and served in that capacity for eight years.

In 1986, he was invited into membership of the prestigious Counselors of Real Estate, the consulting affiliate organization of the National Association of Realtors and was awarded the CRE designation. In 2002, Mr. Pappalardo served as President of this international organization. In 2009 he was awarded the CRE - George M. Lovejoy Committee Service Award and in 2012 was deeply honored to receive the Landauer - White award from his fellow Counselors.

In 2004, he was elected a Fellow of The Royal Institution of Chartered Surveyors, one of the most respected and high profile global 'standards and membership' organizations for professionals involved in land, valuation, real estate, construction and environmental issues. He resigned from RICS in 2018.

The valuation-consultation section of the firm specializes in providing real estate counseling, residential and commercial appraisal and studies to Attorneys, Taxation experts, Certified Public Accountants, numerous public entities and other professionals, as well as individual clients. Albert S. Pappalardo has been recognized and accepted as an expert in the Civil District Courts of Orleans Parish, the 24th Judicial District Courts of Jefferson Parish, the U. S. Bankruptcy Court and the U. S. Federal Court, over his career.

Arthur P. Pasquarella
Executive VP and COO



As chief operating officer, Mr. Pasquarella oversees all of the real estate investment and property activities at Equus. Prior to joining the Firm in 1987, Mr. Pasquarella was a vice president of the Investment Sales Division of Helmsley-Greenfield, Inc. for five years, during which time he negotiated major real estate investment transactions throughout the eastern United States on behalf of institutional investors. He began his career at Strouse, Greenberg Financial Corporation in the income property mortgage banking business. He is a licensed real estate broker in both Pennsylvania and New Jersey.

Mr. Pasquarella holds a M.S. in Real Estate and Investment Analysis from the University of Wisconsin - Madison and a B.S. in Finance from the Pennsylvania State University. He is a member of the Counselors of Real Estate and served as the 2010 Chair of its Board of Directors and the 2011-2014 Chair of its International Committee. Mr. Pasquarella is a Fellow of the Royal Institution of Chartered Surveyors (RICS). Mr. Pasquarella is a former Chair of the Board of Directors of Mount Saint Joseph Academy. He is a past Chair of the Board of Directors of the National Kidney Foundation of the Delaware Valley and is serving as the 2015-2018 Chair for the National Board of the National Kidney Foundation.

JOSEPH P. RILEY, JR.

Joe Riley is widely considered one of the most visionary and highly effective governmental leaders in America. He served ten terms as Mayor of the City of Charleston from 1975 to 2016.

He graduated from The Citadel in 1964 and the University of South Carolina Law School in 1967, and served in the S.C. House of Representatives from 1968 to 1974.

In his time as Mayor, Charleston transformed from a decaying urban center to a top cultural destination. He is known for his innovative redevelopment projects, carefully crafted to add to the overall quality of life in the city. He diffused racial tensions by working closely with the African American community. The crisis leadership that he demonstrated after Hurricane Hugo in 1989 gained national praise for getting the city quickly cleaned up and running.

Today, Riley is professor of American Government and Public Policy at The Citadel and Executive in Residence at the Joseph P. Riley, Jr. Center for Livable Communities at the College of Charleston. He is a Distinguished Fellow of the Pew Charitable Trusts, working on smart solutions for flood-prone communities and the national government, and the first Distinguished Visiting Fellow at the Urban Land Institute. Riley is also currently working to build the International African-American Museum, a \$75 million project scheduled to break ground in 2018.

Under his leadership, Charleston increased its commitment to racial harmony and progress, achieved a substantial decrease in crime, experienced a remarkable revitalization of its historic downtown business district, supported the creation and growth of Spoleto Festival USA, added significantly to the City's park system including the highly celebrated Waterfront Park, developed nationally acclaimed affordable housing, and experienced unprecedented growth in Charleston's size and population.

Mayor Riley led a city government with an impressive record of innovation in public safety, housing, arts and culture, children's issues, and economic revitalization and development. The City of Charleston is recognized as one of the most livable and progressive cities in the United States.

Riley has held numerous national leadership positions and received many awards and distinctions. President Barack Obama presented him with the 2009 National Medal of the Arts for cultivating Charleston's historic and cultural resources to enhance public spaces, and for revitalizing urban centers throughout the U.S. as the founder of the Mayors' Institute on City Design. The American Architectural Foundation and the U.S. Conference of Mayors in 2010 created the Joseph P. Riley, Jr. Award for Leadership in City Design in his honor. He received the American Society of Landscape Architects' 2004 Olmsted Medal; Governing Magazine named him their Public Official of the Year in 2003 for "leveraging the power of urban design and civic space." The American Architectural Foundation honored him in 2002 with the Keystone Award for exemplary leadership to those who use architecture to transform their communities. He was named one of the 2004 Giants of Design by House Beautiful Magazine and received the first U.S. Conference of Mayors President's Award in 2000 for outstanding leadership. In 2000, he was honored as the first recipient of the Urban Land Institute's J. C. Nichols Prize for Visionary Urban Development, and also in 2000, was honored with the Arthur J. Clement Award in Race Relations for his battle to remove the confederate flag from the S.C. Statehouse. Riley received the 1994 Thomas Jefferson Award for "his exceptional leadership and 'Jeffersonian' vision in redefining the promise and, ultimately the future, of our nation and its cities."

He has received the Seaside Prize from the Seaside Institute for exemplary leadership and contributions to high-quality urban design throughout America. He received the Outstanding Mayors Award from the National Urban Coalition, the Distinguished Citizen Award by the National Association of Realtors.

He served as President of the U.S. Conference of Mayors in 1986-87 and has received honorary degrees from ten colleges and universities.



Biography – Kathleen Rose, CCIM, CRE

Ms. Rose is President and Chief Executive Officer of Rose & Associates Southeast, Inc. Ms. Rose combined decades of experience as a development expert and real estate analyst to build a unique consulting practice which assists public, private and institutional clients in market feasibility, project positioning, site selection and economic development. Ms. Rose has managed the analysis, planning, development and positioning of over 400 projects throughout the United States.

She holds the Certified Commercial Investment Member (CCIM) designation of the Commercial Investment Real Estate Institute of the National Association of Realtors. After receiving the designation in 1989, she went on to serve on the Institute's Faculty until 1998 and as Chair of several regional and national executive committees.

She also holds the designation of Counselor of Real Estate (CRE) of the National Association of Realtors. The CRE credential is awarded only to those individuals who are invited by their peers as established consultants into the membership of The Counselors of Real Estate. She is currently Chair of the CRE Consulting Corps, a volunteer consulting services committee of the national organization.

Ms. Rose is a long-time member of the Urban Land Institute (ULI), and has served on many national Advisory Services Panels, including the Daniel Rose Center for Public Policy. Locally, she has also chaired a Technical Advisory Panel and is a member of the Regional Trends Council.

Ms. Rose is also a member of the International Economic Development Council (IEDC), the International City/Council Management Association (ICMA), the Southeast Economic Development Association (SEDC) and the North Carolina Downtown Development Association. Ms. Rose is a quoted expert and has authored several articles for a wide variety of industry trade publications and has presented at conferences to a wide variety of audiences on topics including retail, development, urban planning, economic development and related subjects. Her work in real estate, community and economic development has resulted in being recognized by Business Today as a top business woman in the Lake Norman region in 2010 and The Charlotte Business Journal as among the top 25 businesswomen in 2011.

To provide living models and case studies for the firm's work, Ms. Rose is also involved in private investment, development and redevelopment projects, and asset management. She also provides consulting services to real estate and economic development organizations, including award winning initiatives related to small business and entrepreneurship.

About Mayor John Tecklenburg



Charleston Mayor John Tecklenburg spent much of his career as a businessman and entrepreneur—a family legacy that began with the opening of his great-great-grandfather's corner grocery store at St. Phillip and Wentworth streets in 1867. Mayor Tecklenburg founded Southern Oil Company in 1978, which he successfully owned and operated for nearly 20 years. Upon selling the business, he was appointed to serve as Director of Economic Development for the City of Charleston, where he helped lead the revitalization of Upper King Street.

Mayor Tecklenburg holds a bachelor's degree in Chemistry from Georgetown University in Washington, DC and also attended the Berklee College of Music in Boston where he pursued his lifelong passion for music and jazz. Since becoming mayor in 2016, Mayor Tecklenburg has been committed to improving citizens' quality of life and making Charleston a city of opportunity for all.

Among his efforts to improve city-wide livability, Mayor Tecklenburg has paid particular attention to flooding and drainage relief, appointing the city's first-ever Director of Emergency Management and Resilience, and beginning the process of implementing the City of Charleston Sea Level Rise Strategy, which outlines actions designed to make the city more resilient to effects of increased disasters and changing weather.

Mayor Tecklenburg has also led initiatives to address housing affordability and homelessness in Charleston. These have included the closing of Tent City, a sprawling homeless encampment that had developed in our North Central neighborhood, and the formation of the Mayors' Council on Homelessness and Affordable Housing, which works to develop a long-term regional approach to these challenges.

In addition, he has championed Plan West Ashley, the largest, most comprehensive renewal and revitalization effort in our city's history. Modeled after the successful Downtown Revitalization Commission of the 1970s and '80s, the West Ashley Revitalization Commission is working directly with citizens to create a master plan that will guide the area's development for years to come.

Mayor Tecklenburg and his wife Sandy are the proud parents of five grown children – Melissa, Suzanne, Paula, Joseph and John Henry. They reside in the Old Windermere section of West Ashley.

Rik Willard
Founder
Agentic.Ventures

Rik Willard is the Founder of Agentic Ventures, a federation of over fifty blockchain and exponential technology companies worldwide. Based in New York City, Agentic is a thought leader in the emerging discipline of Economic Applications — the use of blockchain-based token ecosystems as extra-platform economic vehicles for consumer engagement, community development, financial inclusion, and social benefit. Agentic educates and consults with governments, corporations and organizations, and develops the technologies that are creating new global value paradigms.

Rik is a Fellow at the Foreign Policy Association, an Advisor to the Field Center for Entrepreneurship at Baruch College as well as other board appointments. His speaking engagements include events given by the World Web Forum, the European Union IP Summit, Finance 2.0, the Emerging Links Blockchain Series, Harvard Business School, Dow Jones, Davos 2018, Katapult Future Fest, and the Asian Leadership Conference.

Dr. Elaine Worzala, CRE, FRICS

Director of the Carter Real Estate Center

College of Charleston.

Dr. Elaine Worzala, CRE, FRICS is the Director of the Carter Real Estate Center at the College of Charleston. She got all three of her degrees (doctorate, masters and undergraduate) from the University of Wisconsin-Madison. She is an active member of several academic associations as well as professional organizations including research projects she has completed for RICS, ICSC, PREA and NAR. She believes strongly in bringing relevancy to her classroom from her research projects. She has published articles in many of the mainstream real estate academic journals as well as industry-based publications and other media. Her research interests are applied and lie primarily in institutional real estate investment, valuation and real estate education. Additionally, many of her studies take on an international perspective as she works to open up the borders as they relate to real estate markets. Primary teaching interests include real estate valuation, investments, and feasibility analysis as well as the introductory real estate process course and international real estate investment. She has held academic appointments at Colorado State University, University of Connecticut, University of San Diego, Johns Hopkins University, Clemson University, San Diego State University and the College of Charleston.

Dr. Worzala has received numerous awards including the American Real Estate Society (ARES) Grasskamp Award, the ARES Education Award, the ARES Distinguished Service Award, the Pennell Center was awarded CREW Upstate's Outstanding Leadership Organization Award and she was part of the CRE team from the Carolina's that won the *Chair's Award* presented by the Counselors of Real Estate. From the International Real Estate Society she was awarded the Achievement Award and the Bert Kruijt Service Award for outstanding service to IRES. She is a Fellow in the Weimer School, a member of Lambda Alpha International, a Fellow of the Royal Institute of Chartered Surveyors, and designated as a Counselor of Real Estate. She is the director of the doctoral program for the James Webb American Real Estate Society Foundation. She is also currently serving on the Advisory Board of the Real Estate Research Institute (she was on the national Board), the national board of the Counselors of Real Estate and the Southeastern board of the Royal Institution of Chartered Surveyors. She was past Chair of the Counselors in the Classroom program as part of her service on the Education Committee for the Counselors of Real Estate and she is on the advisory board of the Real Estate Capital Institute. Locally, Dr. Worzala is working with the Commercial Investment Division of the Charleston Trident Realtors Association, the Urban Plan program for the ULI-SC Low Country region, on the steering committee for the IMPACT DAY at the College of Charleston as well as with CREW Charleston.