



THE COUNSELORS OF REAL ESTATE®

The Counselors of Real Estate 2019 Midyear Meetings
April 28-April 30
LondonHouse Hotel Chicago

Real Estate Disruptors – 2019 and Beyond

INSTRUCTOR BIOS



Theddi Wright Chappell, CRE

Theddi Wright Chappell, CRE, MAI, FRICS, AAPI, LEED AP currently serves as Director of the Utah C-PACE program, working with Sustainable Real Estate Solutions, the nation's leading provider of commercial property assessed clean energy (C-PACE) program administration support services. Prior to joining SRS, Chappell was CEO of Sustainable Values, Inc., her own woman-owned business and a real estate consulting practice focused on valuation consulting, impact investing, and optimizing real estate returns for investors, owners, and other stakeholders. Before that she served as a national practice leader in the Green Advisory Practice of Cushman & Wakefield and as a senior managing director in the company's Valuation & Advisory group.

Ms. Chappell has extensive experience in the valuation of commercial properties, with a specialization in analyzing both the costs and benefits of high performing, energy efficient properties. She is a national and international speaker and educator on the implications of green strategies on asset value.

DEBORAH CLOUTIER



Deborah Cloutier brings more than 25 years of leadership experience consulting with clients in commercial real estate, energy management, and environmental sustainability. She has extensive experience designing, developing, implementing, and managing award-winning and innovative environmental, social, and governance (ESG) programs for the built environment for clients including the Berkshire Group, the Blackstone Group, Principal Real Estate Investors, Tishman Speyer, and UDR. On behalf of industry leaders, Ms. Cloutier manages large, complex projects that help clients integrate strategic environmental management into standard business practices and to achieve data-driven performance results. Under her leadership, clients have achieved hundreds of millions of dollars in avoided utility costs, and consistently receive industry recognition for their leadership in sustainability. She is a nationally recognized speaker, serves on numerous industry boards, and has authored publications highlighting the financial impacts of strategic energy management and sustainable business practices to enhance asset value. In 2017, Ms. Cloutier earned the Counselor of Real Estate (CRE) designation in recognition of her expertise, experience, and ethics in providing advice and support to the commercial real estate community.

MICHEL COUILLARD

**PRESIDENT AND CHIEF EXECUTIVE OFFICER
BUSAC REAL ESTATE**

Since his arrival as President of BUSAC Real Estate, Michel Couillard has led the company to the highest spheres of the real estate industry through the active management of the firm's assets and strategic investments. Be it via the acquisition, repositioning and restructuring of assets, property development, construction projects or real estate financing, he has demonstrated solid leadership and continued the fostering of strategic relationships with leading partners. Michel Couillard is responsible for overall investments, development strategies, as well as the management and growth of BUSAC real estate portfolio. As such, he oversees all business activities in Canada, in addition to the management of assets, plus numerous acquisition and development projects in the United States. He has proudly built successful partnerships with many notable Canadian and U.S. financial institutions and continues to seek out new investment opportunities across North America.

Michel Couillard has served as President and Chief Executive Officer of BUSAC Real Estate since September 2001. He originally joined the company as Executive Vice-President in 1999. Throughout his career, he has held senior management positions with various real estate companies in Canada, such as Canada Lands Company and Magil Laurentian, in addition to earning degrees and designations in the field of real estate from a number of universities in Canada and the United States. In 1997, Michel Couillard was invited into membership of the highly prestigious professional organization The Counselors of Real Estate (CRE). In 2007, Mr. Couillard became Fellow of the Royal Institution of Chartered Surveyors (RICS) and will serve as Chair of The Counselors of Real Estate (CRE) organization in 2020.

BIOGRAPHY

**BUSAC REAL ESTATE
A COMPREHENSIVE GROUP OF REAL ESTATE HOLDINGS
PART OF JEMB REALTY CORPORATION**

BUSAC
REAL ESTATE

800 De Maisonneuve East, Suite 800
Montreal (Quebec) H2L 4L8
T 514 284-0014 • info@busac.com

BUSAC.COM

Biography



Aki Dellaportas, CPA, CRE

PwC, Director

Phone: 312.823-3179
Email: aki.dellaportas@pwc.com
Based in: Chicago, IL

Background

Aki is a director in PwC's Real Estate Advisory team and has over 14 years of experience focusing on real estate advisory services such as valuation, financial due diligence, corporate RE advisory, forensic accounting, lease audits, loan underwriting, process improvement, and fund op model/fee structuring. With over 14 years of experience, Aki has worked with numerous global real estate investment and management organizations and Fortune 500 companies. His broad experience helps bring different perspectives and value-add opportunities to each of his projects. He has assisted clients in a variety of industries and asset-types, including healthcare, multi-family, retail, logistics, office, and hospitality. Aki is a certified public accountant in Illinois and holds the CRE designation (Counselors of Real Estate).

Experience

- Aki has advised corporate real estate departments for numerous Fortune 500 companies on leading practices around operating model, organization, process, and controls within the accounting, finance, lease administration, real estate strategy, program management, and legal functions.
- Aki led several large-scale real estate portfolio optimization initiatives, leading to significant client savings due to higher space utilization metrics, smaller footprints, and more efficient target operating models and unlocking capital to re-invest in their core business.
- Aki has advised clients on company-level acquisition/disposition transactions, providing financial due diligence around targets' real estate portfolios..
- He has also advised numerous investors as they acquire real estate properties, providing services such as analysis around quality of earnings and historical/prospective revenues, expenses & tenant reimbursements, valuation and other key analyses. Aki has assisted clients acquire real estate valued at over +\$25 billion.
- Aki has provided valuation support, including performing market research and obtaining market intel in order to advise clients regarding the reasonableness of property-level and corporate-level equity/property and debt valuations, including assumptions and methodologies.
- He has also advised clients on optimal real estate ownership structures, supporting scenarios with business case models and presenting results/recommendations to senior leadership.

Brian P. Dolehide, CRE® – Director – AD Advisors
Nonprofit Real Estate Brokerage, Valuations and Advisory Services

- Personal residence; 636 South Garfield Street, Hinsdale, Il. 60521
- Office; IPA Marcus & Millichap, Ste. 1200, 333 West Wacker Drive, Chicago, Il. 60606
 - Cell (630) 606-9000
 - Office (312) 624-7033 (Direct)
 - BDolehide@IPAUSA.com



Brian oversees the nonprofit real estate practice at IPA. Brian has assembled an amazing team of commercial real estate nonprofit experts. Brian's team specializes in; land, seniors and affordable housing, healthcare - medical office, educational - student housing facilities throughout the US & CA with 82 offices. His team is specialized to monetize high valued assets for nonprofit owners in each commercial real estate sector. With over 30 years of commercial real estate experience Brian has developed and sold property for nonprofit's nationally and has built a track record of success as a leader nationally monetizing nonprofit assets. Brian provides nonprofit clients with confidential transactional guidance utilizing a national valuation process enhancing property value, nonprofit mission and heritage of each nonprofit. Brian's clients are comforted with the confidential marketing process of Brian's monetization team. Collectively Brian's nonprofit team processed over \$2.5B in fiscal 2018 with sales in the following sectors; seniors housing, affordable housing, land, healthcare and educational properties.

Brian received his B.A. from Loyola University of Chicago and is a member or former board member of the following nonprofit groups; Counselors of Real Estate (CRE), St. John Catholic Newman Center (SJCNC) a \$35M student housing facility at University of Illinois, United States Catholic China Bureau (USCCB), Knight of Malta & Columbus. Brian has also received the Thomas Jefferson Award and was a senior real estate manager at Archdiocese of Chicago.

Brian lives in Hinsdale with His wife, Mary Catherine and four children.

PROFESSIONAL EXPERIENCE

Director – Non-Profit Practice Group
IPA- Marcus & Millichap (NYSE: MMI)

2017 - Present

Brian oversees the IPA non-profit practice nationally. The IPA Non-Profit-Practice Group utilizes each CRE practice sector of Marcus and Millichap in particular, IPA Seniors Housing practice in the non-profit sector. Brian's responsibilities day to day establish and manage new and existing opportunities targeting non-profit providers and owners nationwide. Specific efforts directed in the creation of long term relationships with all NFP sectors of CRE. Sample accomplishment include;

- ❖ Sale of 70-unit IL facility referred to as Sisters of Resurrection 1912 Provincial Home and property on Talcott Avenue, Chicago, Il. \$14M
- ❖ Sale of 74 -unit single family development for Sisters of Cenacle in Houston, Texas.
- ❖ Sale of 58 acre seniors housing site for development owned by the Christian Church in Hinsdale, Illinois called Institution of Basic Life Principles.
- ❖ Additionally, there are confidential assignments underway in California, New York, Wisconsin, Cincinnati, and Pennsylvania.

Senior Real Estate Manager
Archdiocese of Chicago

2014 – 2017

As part of the real estate team, Brian helped manage the largest real estate portfolio of a single owner in State of Illinois including 2600 buildings located in Lake or Cook County. Responsibilities include financial stability of rental income and long-term property use, management issues or concerns of parishes and tenants all through contract management. Functions such as leasing schools, convents, rectories, and closed church properties. Tenants include nonprofit uses such as charter schools and other nonprofit uses. Sample accomplishment was 25,000/ sf lease with Catholic Charities at St. Mary of the Angles. At the Archdiocese Brian worked with each religious institution located in the Archdiocese for example; the Franciscan's, Dominican's, Benedictine's to name a few.

**Managing Partner
Revere Midwest Company**

2000 – 2014

Revere Midwest Company managed a number of single purpose LLC's which developed medical office, retail and residential properties. Developments also included seniors (independent living) housing, and retail with total value more than \$103 M. Notable projects included the 108 unit Havenshire Place in Naperville, St Francis Centre for Health in Merrionette Park, and the Villas of Palos Heights. Brian oversaw all aspects of the development firm from site acquisitions to project completion areas such as; debt, equity, zoning, marketing, construction.

Transactions included:

- ❖ **Seniors** - Villas of Palos Heights – (Palos Heights, IL) development IL (\$11M).
- ❖ **Seniors** - Havenshire Place – (Naperville, IL) development IL development (\$28M).
- ❖ **Medical** - Loyola Medical Center (Oakbrook Terrace, IL.) 40,000/sf lease (\$14M)
- ❖ **Medical** - Medical Pavilion (Dyer, IN) 32,000/sf ground lease acquisition St. Margaret (\$17 M)
- ❖ **Medical** - Meyer Medical Portfolio – (Merrionette Park, Tinley Park, IL) development (\$14M)
- ❖ **Retail** - Walgreens (Hillside, IL.) acquisition and development (\$8.7M).
- ❖ **Retail** - Dunkin Donuts, Buena Beef (Naperville, IL) acquisition and development (4.8M)

**Leasing Director
Centrum Properties**

1989 – 2000

Responsible for most areas of retail leasing and development of these selected projects.

Notable developments included:

- ❖ **Retail** - Evanston Galleria – (Evanston, IL.) leasing
- ❖ **Retail** - Glenbrook Market Place, - (Glenview, IL.) leasing
- ❖ **Retail** - Franklin & Van Buren – (Chicago, IL) leasing

**Office Leasing Specialist
Grubb & Ellis Company**

1987 – 1989

- ❖ **Office** - One O'Hare Center- (Rosemont, IL.) leasing

EDUCATION | LICENSE & AFFILIATION

Loyola University, Chicago, IL

Degree - Bachelor of Arts

Licensed Real Estate Broker

State of Illinois License # 475-149751

Collete English Dixon

Executive Director, Marshall Bennett Institute of Real Estate, Roosevelt University

Collete English Dixon has more than 30 years in investment management with a focus on commercial real estate investing. Prior to her current role at Roosevelt University, she was Executive Director - Transactions for PGIM Real Estate (formerly known as PREI), a business unit of Prudential Financial, and co-leader of PREI's national investment dispositions program. In that role, she oversaw the sale of more than 200 investment properties located throughout the US, with a total value of more than \$8.7 Billion, on behalf of PREI's investment funds. Prior to her role in dispositions, English Dixon was responsible for sourcing more than \$2.75B of wholly-owned and joint venture real estate investment opportunities in the Midwestern markets covering all property types, including office, multi-family, hotel, industrial and retail properties. Collete's experience also includes property development and asset management.

She is a Past President of CREW Network, a Past Chair of the CREW Network Foundation, a Past President of CREW Chicago, a full member of ULI and the 2016-2019 Chair of the UDMU Council/Purple. She is a member of the Board of Directors and Chair of the Investment Committee for the Housing Partnership Equity Trust, a member of the Board of Directors for BDREX and a member of its Audit and Governance committees, a board member of the Chicago Forum of the International Women's Forum, and a member of the Board of Directors of the Oak Park River Forest Food Pantry.



AreaProbe, LLC is a Washington, DC based research & advisory firm focused on housing and commercial real estate development in urban communities. The company was established in 2009 by Curvin Leatham, who has over 10 years of banking and real estate development experience.

Our team consists of individuals with advanced degrees in City & Regional Planning, Real Estate Development, Real Estate Finance, and Geospatial Analytics. We leverage technology to better assess demand and trends via our proprietary digital platform - AreaProbe Decision Analysis System.

Since establishing the firm, Mr. Leatham has completed feasibility studies for investment banks, private equity firms, affordable and market rate housing developers, retail brokers and developers, and public-sector agencies. In 2016 and 2018, AreaProbe was selected by Entrepreneur Magazine as one of the top 360 companies to watch, and in 2017, the firm was selected by the US Department of State as a Delegate for the Entrepreneurship/Technology Summit in Hyderabad, India. AreaProbe is a minority-owned business enterprise (MBE), as well as a Certified Business Economist (CBE) in the District of Columbia. AreaProbe has offices in Washington, DC and New York (coming soon).

Practice Areas

Affordable Housing Market Studies	Market Rate Housing Studies	Capital Placement
Project Feasibility	Economic Development Strategy	Project Management
Retail Analysis	Highest & Best Use Analysis	Rent Comp Studies
Resyndication Strategies	Healthcare Asset Strategies	Acquisition Strategies

Professional Affiliations

National Council for Housing Market Analyst	DC Building Industry Association
Housing Association of Nonprofit Developers	African American Real Estate Professionals (DC)

Managing Directors

Curvin Leatham is the Founder and Chief Executive Officer for AreaProbe. Mr. Leatham received his undergraduate degree from Hampton University, and a graduate degree in Real Estate Development and Finance from Georgetown University. With over 10 years of corporate banking and real estate development experience, Mr. Leatham leverages a background in business valuation and advisory services, along with leadership roles that provide the fundamentals that will help support the growth of the company. Mr. Leatham is responsible for building the overall client portfolio, managing client expectations, product development, and overseeing business operations.

Edward Faustin is Co-Founder and head of Strategy and Operations for AreaProbe. Mr. Faustin received his undergraduate degree from the University of Notre Dame and graduate degrees in City Planning and Urban Spatial Analytics from the University of Pennsylvania. Edward has 13 years of professional experience in real estate finance, economic development, and strategic advisory services that will help curate the direction of the company. Edward is focused on developing AreaProbe's core business lines, along with managing relationships with third party advisory firms, lenders, government entities, private equity firms, tax credit syndicators, and emerging real estate developers.



Lauro Ferroni
Director, Research
JLL

Current Responsibilities

Based in Chicago, Lauro Ferroni is a director on the firm's real estate capital markets research platform for the Americas. His team's responsibilities include driving the group's capital markets research priorities, and tracking real estate transactions, global capital flows and investment yields.

Key responsibilities of the team include developing frameworks and analytics to inform clients' investment strategies, positioning the firm as a thought leader, and executing custom advisory assignments for the firm's top investor clients. The capital markets research team's purview spans office, industrial, multifamily, retail and hotel investments.

In addition, Mr. Ferroni has accountability for the firm's Hotels & Hospitality Group research platform, where he directs the efforts of a global team of researchers focusing on hotel investment and tourism research.

Experience

Mr. Ferroni joined JLL in 2007 and has driven the completion of numerous research initiatives related to real estate investment markets, and investors' portfolio allocation strategies. As part of the research team, Mr. Ferroni has been quoted in *The Wall Street Journal*, *Forbes*, *The New York Times*, *Reuters*, and *Bloomberg*.

Education and Affiliations

Mr. Ferroni holds a Bachelor of Science degree from Cornell University.

Stephen Friedman, CRE, FAICP
President, *SB Friedman Development Advisors*

Steve Friedman has more than 40 years of experience in real estate and development advisory services. He leads *SB Friedman Development Advisors*, a 23-member consulting firm that works closely with public, private and institutional clients on innovative public-private partnerships and development strategies that have resulted in 4,000 units of affordable housing and \$3.5 billion of public funds as part of \$11.4 billion of public-private development projects over the past 15 years. Steve and the firm are deeply engaged in both formulating redevelopment strategies and advising on the use of Tax Increment Financing, Business Districts, Special Service Areas, and New Markets Tax Credits for a wide range of projects. These include mixed-use projects, industrial expansions, community facilities, downtown redevelopment, transit-oriented development, waterfronts, airport collateral development and industrial revitalization. The firm has undertaken substantial work on value capture strategies for transportation infrastructure, including projects for the Chicago Metropolitan Agency for Planning, and as part of the Tier 2 EIS for the Elgin-O'Hare West Bypass transportation project and the Illinois 53/120 Project. The firm performed the work that resulted in the Transit TIF for the Red Purple Modernization project in Chicago including the financial feasibility study underlying the \$600 million TIF supported portion of the local match for a \$1.1 billion Core Capacity grant.

Steve has played a number of roles within the Counselors including chairing the Mid-west Chapter and serving as External Affairs Sector Leader for Public-Private Partnerships. He received the James Felt Creative Counseling Award in 2013 for his work on the Bredemann-Reservoir redevelopment that resulted in the Shops and Residences of Uptown Park Ridge, IL.

Steve is a director of The Civic Federation, Family Focus, and the Forest Preserve Foundation (Cook County). He is a Fellow of the American Institute of Certified Planners and a full member of the Urban Land Institute (ULI) for which he has served in District Council and national leadership positions. He is currently a member of the Chicago District Council Advisory Committee, Vice Chair of the Public-Private Partnerships Gold Council and editor of the 2016 ULI publication "Successful Public-Private Partnerships: from Principles to Practices." Steve also served on the board and as president of the Housing Opportunity Development Corporation, and as chair of the board of his undergraduate college. He holds a B.A. from Goddard College in Vermont and an M.S. in Urban and Regional Planning from the University of Wisconsin at Madison.



Graham Grady, Esq., CRE
Equity Partner
Taft, Stettinius & Hollister, LLP

Graham helps clients obtain government entitlements and solve problems with units of local government. With a focus on the city of Chicago and Cook County, he helps secure necessary approvals for land developments in the Chicago metropolitan area. A consensus builder and negotiator, he maintains excellent relations with community organizations, local elected officials and other stakeholders. Graham provides legal counsel for compliance, regulatory, public policy and encompasses zoning, land use, building code compliance, licensing, construction agreements, government contracts, procurement and legislative approvals. In the land use area, his experience includes securing all types of land use entitlements through planned developments, zoning map amendments, special uses, variations, text amendments and public way approvals.

He represents property owners, real estate developers and every classification of real estate including retail, residential, commercial, industrial and myriad specialized land uses. He regularly represents clients before the Department of Buildings and the Fire Department. In addition, he has obtained approvals through boards and commissions, including the:

- Building Board of Appeals
- Chicago Plan Commission
- Committee on Standards and Tests
- Chicago Plan Commission
- Committee on Zoning
- Chicago City Council
- Commission on Chicago Landmarks
- Community Development Commission
- Zoning Board of Appeals

Graham also serves as legal counsel to one of the five annuity and benefit funds of the City of Chicago, advising in a broad range of areas including compliance with the Illinois Pension Code, investment management agreements, open meetings and freedom of information act compliance and the fiduciary obligations of the trustees of the pension fund.

Graham gained government industry experience through his prior professional roles in municipal government, serving as:

- Commissioner for the City of Chicago Department of Buildings managing the revisions of the Chicago Building Code, a staff of 500 regulatory employees and a budget of \$34 million.
- Zoning Administrator of the City of Chicago Department of Zoning directing revisions of the Chicago Zoning Ordinance, managing a team of building permit review staff in the review of permit applications seeking zoning conformance, managing a team of field inspectors and reviewing applications for zoning map amendments, planned developments, special uses, variations, exceptions and appeals.
- Ex-officio member of the Chicago Plan Commission.

Graham has been recognized in *The Best Lawyers in America*, 2010-2018 and *Illinois Super Lawyers*, 2017-2019 for land use and zoning law. He earned an AV Preeminent Peer Review Rating – the highest Peer Review Rating possible – by Martindale-Hubbell. Graham has been selected as a Top Ten *Leading Lawyer* in Illinois in Land Use & Zoning and a *Leading Lawyer* in Illinois in Governmental, Municipal, Lobbying & Administrative Law and Real Estate Law: Commercial. Graham was honored as a recipient of The Chicago Bar Association's 2017 Earl Burrus Dickerson Award. He was also named to the *Crain's Chicago Business* inaugural list of the Most Influential Minority Lawyers in Chicago in 2017.

Graham has lectured on land use law and development at Northwestern University School of Law, Northwestern University Graduate School of Management, Illinois Institute of Technology, University of Illinois at Chicago, Roosevelt University and DePaul University and the American Law Institute/American Bar Association Land Use Institute.

Graham has been listed in *Crain's Chicago Business*' "40 Under 40" and *Ebony's* "30 Leaders Under Age 30." In 2011, Chicago United selected Graham as the Business Leader of Color. Graham was a speaker at the Aspen Institute on the challenges facing public housing in Chicago and nationally.

Graham received his B.A. from the University of Illinois where he was a student member of the Board of Trustees. He earned his J.D., with honors, from Northwestern University School of Law.

Lori Griffin

DIRECTOR OF RESIDENT EXPERIENCE

As Director of Resident Experience, Lori Griffin plans programs and events for the independent living residents and manages the front desk staff, drivers and concierge. From the helpfulness at the Front Desk and Concierge amenities to fitness and communication services, Lori's Resident Experience team is responsible for residents' and guests' experiences here at The Clare. She has been at the community since 2015 and has worked in senior living since 2013, when she was the Lifestyle Director at a retirement community in her home state of Iowa. With a background in wellness and a bachelor's degree in exercise science, Lori is passionate about active aging. She believes that optimal well-being looks different for every individual, which fuels her passion of working with older adults.

When she's not at The Clare, Lori enjoys spending time with her friends and family, weightlifting and cheering on the Cubbies!

Curriculum Vitae

Robert S. Griswold, CRE[®], CPM[®], CCIM[®], RPA[®], CCAM[®], PCAM[®], GRI[®], ARM[®]

**Griswold Real Estate Management
5703 Oberlin Drive, Suite 300
San Diego, CA 92121-1743**

**(858) 597-6100
(858) 597-6161 (facsimile)
rgriswold@griswoldremgmt.com**

WORK EXPERIENCE

Griswold Real Estate Management, Inc. Position: President, Founder and Owner

1987 to present

- Directing and operating Griswold Real Estate Management, Inc. a San Diego and Las Vegas-based Accredited Management Organization (AMO[®]) with a management portfolio of over 2,000 residential units, plus 500,000 sq. ft. of commercial, industrial, retail, self-storage, hospitality, mobile home, triple-net properties, plus vacant land throughout California and Nevada. Have actively managed over 60,000 residential units and several million square feet of commercial, industrial, self-storage, hospitality and retail properties nationally in the last 35+ years.
- Extensive experience as a court-appointed receiver (nearly 200 times) for private lenders and major financial institutions such as California Bank & Trust, City National Bank, One West Bank, La Jolla Bank, Banco Popular, Travelers Realty Investments, G.E. Capital, Wells Fargo Bank, Union Bank, First Nationwide Bank, Bank of America, California Federal Bank, American Real Estate Group/American Savings, Federal National Mortgage Association (Fannie Mae), Great Western Bank, ITT Federal Bank, Pacific National Bank, Provident Bank, Redlands Federal, Cornerstone Bank, Sanwa Bank, World Savings and Loan, Glendale Federal Bank, First Federal Bank, International Savings Bank, Century Federal Bank, GMAC Commercial Finance, J.E. Robert Companies, Quaker City Federal Savings & Loan, and Bankers Mutual.

Served as an expert witness consultant on over 2,000 occasions for both Federal and Superior Court cases in California, Nevada, Arizona, Hawaii, Alaska, New Mexico, Washington, Oregon, Utah, Idaho, Montana, Wyoming, Colorado, Kansas, Oklahoma, Texas, Missouri, Illinois, Michigan, Ohio, West Virginia, Kentucky, Tennessee, Florida, Georgia, Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York and Massachusetts and other states. Have been deposed over 500 times and testified at trial or arbitration over 150 times.

- Court-appointed bankruptcy Custodian and Referee.

VMS Realty Partners

Position: Division Vice President and Corporate Broker

1984 - 1987

- Managed nearly 8,000 residential units, plus commercial properties with over 275 employees throughout the Western United States. Responsible for implementation of management, maintenance, operations, and marketing plans for new and repositioned properties, development and monitoring of annual budgets for corporate office and all properties, development of regional policies and procedures, and personnel selection and appraisals.

Five Star Management Group

Position: Regional Vice President

1983 - 1984

- Managed over 2,400 units and 75 employees. Responsible for all policies and procedures, marketing, personnel, contracting and budgeting. Actively involved in assimilating newly acquired properties, writing company procedures and improving employee-training program.

EDUCATIONAL BACKGROUND

- 1988, Master of Science, Business Administration, Real Estate Development, University of Southern California, Los Angeles, California.
- 1986, Master Business Administration, International Finance and Real Estate & Urban Land Economics, University of Southern California, Los Angeles.
- 1981, Bachelor of Science, Finance and Business Economics/Real Estate Finance, University of Southern California, Los Angeles, California.

PROFESSIONAL DESIGNATIONS/LICENSES

- Counselor of Real Estate (CRE®) designation. The CRE designation is extended by invitation only and is awarded based upon reputation, integrity, and in recognition of superior problem solving ability in various areas of specialization such as litigation support, asset management, valuation, capital markets/financing, feasibility studies, acquisitions/dispositions and general analysis.

Less than 1,200 practitioners throughout the world carry the CRE Designation, denoting the highest recognition in the real estate industry. CRE members average 60+ years of life experience, including an average of at least 25 years of high-level experience in the real estate industry. CRE members achieve results, acting in key roles for over 300 Fortune 500 firms in annual transactions and/or real estate decisions valued at over \$41.5 billion

- Owner of an Accredited Management Organization (AMO®) firm. A designation from the Institute of Real Estate Management (IREM)--Only three percent of all management firms nationwide have earned this designation by fulfilling stringent requirements in experience, education, integrity and financial stability.
- Certified Property Manager (CPM®) designation from IREM since 1987.
- Accredited Residential Manager (ARM®) designation from IREM since 1988.
- Certified Commercial Investment Member (CCIM®) designation from CCIM® Institute since 2002.
- Real Property Administrator (RPA®) designation from BOMA® since 2018
- Certified Community Association Manager (CCAM®) designation from CACM® since 2003.
- Professional Community Association Manager (PCAM®) designation from CAI® since 2004.
- Graduate, Realtor Institute (GRI®) designation from NAR® since 1999.
- California Real Estate Broker since 1984.
- Nevada Real Estate Broker and Property Management Certificate holder since 2002.

MEMBERSHIP/TEACHING/AWARDS/POSITIONS/OFFICES HELD IN PROFESSIONAL ASSOCIATIONS

- 1st Place (and only award presented despite record number of entries) for best Television Broadcast journalism for NBC News in the National Association of Real Estate Editors (NAREE) 49th Annual National Real Estate Journalism competition. The judges' comments were: "It's immediately obvious that Mr. Griswold has a far-reaching grasp of the real estate industry, and is adept at dispensing it in easy-to-comprehend language."
- 1st Place for best Radio Broadcast journalism for Clear Channel Communications in the National Association of Real Estate Editors (NAREE) 48th Annual National Real Estate Journalism competition for his work as the host of a weekly live radio show "***Real Estate Today! with Robert Griswold***". The popular non-advertorial call-in show covers all topics in real estate and was on the air for over 14 years.
- Counselors of Real Estate Chair's Award (2013 and 2018) in recognition of exceptional service and dedication to the CRE® national Education Committee (2013) and Membership Development (2018)
- CPM® Professional Achievement Award (only the 6th active recipient in California)
- Certified Property Manager of the Year – San Diego (1996)
- IREM San Diego Exceptional Contribution Award (to the real estate management industry) (2003)
- ARM® Certificate of Achievement (number 022)
- AMO® Firm of the Year (San Diego 1998)
- IREM Academy of Authors, including member of IREM Academy of Excellence for Instructors
- Instructor for the Institute of Real Estate Management (IREM) (1988-present)

Currently teach a variety of IREM 2-day, 3-day and 6-day courses that are required to attain the Certified Property Manager (CPM®), Accredited Residential Manager (ARM®) and Accredited Commercial Manager (ACoM®) designations. These courses cover property management, asset management, operations, human resources/personnel, marketing and leasing, property and building maintenance, inspections, risk management, security, safety, hazardous materials, fair housing, accounting, investment analysis, valuation, & many other property management topics.

Have taught course 400 (Managing Real Estate as an Investment), a requirement for the CPM® designation and ARM 101 (Successful On-Site Management), a requirement for the ARM® designation.

- Current or former Member of the following IREM National Committees:
 - Education and Knowledge Product Committee – Chair, Knowledge Products work group (2019)
 - Governing Councilor (2011- 2016)
 - Accredited Management Organization
 - Accredited Management Organization File Review
 - Accredited Management Organization Task Force
 - Accredited Residential Manager Services and Standards
 - Chairman - Computer and Technology
 - Continuing and General Education
 - Fair Housing and Equal Opportunity
 - Journal of Property Management* and *Journal of Property Management Advertising*
 - Management Plan and Management Plan Graders
 - Membership
 - Minority Outreach
 - Chairman - Public Relations
 - Publishing
 - Risk Management
- Editorial Review Board (1990-2005) --*Journal of Property Management*
- Past Offices Held for IREM - San Diego Chapter Executive Council
 - President, IREM Chapter 18 (1995)**
 - President-elect (1994)

- Past President (1996)
- Vice President of Finance
- Vice President of Education and Programs
- Vice President of Administration and Communication
- Director at Large
- Accredited Residential Manager Chairman (1989-1994)
- Accredited Residential Manager Coordinator (1989-1994)
- A California Department of Real Estate Certified Instructor
- Approved National Apartment Association Faculty
- Counselors of Real Estate –
 - National Membership Development Co-Chair (2017-present)
 - National Board of Directors (2012-2017)
 - Executive Committee (2014-2016)
 - National Education Co-Chair (2014-2016)
 - National Liaison Vice Chair – 2014
 - Southern California Chapter Vice Chair (1999–2000)
 - San Diego Chapter – Founding Chairman (2000–present)
 - 2011 San Diego national meeting – Local Program Chair
 - CRE ® Real Estate Issues Editorial Board/Reviewer
- San Diego County Commercial Association of Realtors® (SDCCAR) (Founding Member, BOD)
- San Diego Association of Realtors® (SDAR)
- California Association of Realtors® (CAR)
- National Association of Realtors® (NAR)
- San Diego County Apartment Association (SDCAA) (Former member of Board of Directors)
- California Apartment Association (CAA)
- National Apartment Association (NAA)
- Community Associations Institute (CAI)
- California Association of Community Managers (CACM)
- San Diego Receiver's Forum; Los Angeles/Orange County and California Receiver's Forum
- American Society of Real Estate Counselors (CRE®)
- Forensic Consultants Association (FCA) – San Diego
- Forensic Expert Witness Association (FEWA) – S. California
- Listed in numerous Who's Who publications, including National and California *Who's Who in Finance and Industry*, *California Who's Who*, *Strathmore's Who's Who*, *International Who's Who Professionals* and *Oxford's Who's Who*.
- Lambda Alpha International – San Diego Chapter

OTHER WORK-RELATED ACTIVITIES

- Author of top selling national book ***“Property Management Kit for Dummies”*** (1st edition – 2008; 2nd edition - 2013) and ***“Property Management for Dummies”*** (2001).
- Co-Author of national bestselling book ***“Real Estate Investing for Dummies”*** (1st edition - 2004; 2nd edition – 2009; 3rd edition - 2015).

- Co-Author of **“Landlord’s Legal Kit for Dummies”** (2014)
- Co-Author of **“Mortgage Management for Dummies”** (2017)
- Co-Author of **“Real Estate Investing – Back to Basics”** (2018)
- Real Estate Expert for NBC San Diego, (a General Electric GE/NBC owned affiliate) from 1995-2009 appearing on-air weekly/bi-weekly on “NBC News This Weekend”
- Real Estate Editor for News Radio 600 KOGO and formerly for AM 1130 KSDO (1994-2005).
- Host, **“Real Estate Today! with Robert Griswold”** (1991-2005) --a weekly live radio talk show on AM NewsRadio 600 KOGO.
- Columnist, **“Rental Forum”** a nationally syndicated feature of Inman News Features, appearing regularly in the Washington Post, Houston Chronicle, Orlando Sentinel, Tampa Tribune, San Antonio Express News, Grand Rapids Press, Dayton Daily News, Denver Post, Arizona Republic, St. Louis Dispatch, Daily Oklahoman, The Oregonian and many other major newspapers around the country.
- Lead Columnist, **“Rental Roundtable”**--a featured column on real estate management issues for the *Los Angeles Times*, the *San Diego Union-Tribune*, and *The San Francisco Chronicle*.
- Main Features Editorial Review Board, *Journal of Property Management* (1990-2005)
- San Diego Housing Commission Loan Committee (1999-2004)
- San Diego Receiver's Forum, Board Member (2008-2011); Vice President (2009-2010)
- Escape for All Seasons Homeowners Association, Big Bear Lake, CA
President (2014-2018; 1998–2001), Secretary (1997)
- Sabre Springs Neighborhood Homeowners Association, San Diego, CA
Vice President (1998–2000), (2002–2005)
- Santaluz Maintenance Association, San Diego, CA
President – (2007-2010), Vice President (2006-2007)
- City of San Diego Planning Commission, Planning Commissioner (2005–2013)
- EPA Lead-free Certified Renovator (RRP) Certificate (2010 – present)
- Recycled Water Site Supervisor Certification – City of San Diego (2012, renewed 2018)
- Nevada Supervising CAM 60-hour course (2015)

Revised 01/01/19

**Elizabeth I. Holland
Chief Executive Officer/General Counsel
Abbell Associates, LLC
Consortial Technologies, LLC
30 North LaSalle Street - Suite 2120
Chicago, IL 60602
312-528-7930
liz@layercake.com**

Elizabeth (Liz) Holland is the Chief Executive Officer of Consortial Technologies, LLC, a real estate software developer and Abbell Associates, a seventy-seven year old private real estate investment, development and management company with an approximately 5.5 million/sf portfolio, comprised of shopping center, office, and enclosed mall properties. Liz is responsible for overseeing all business and legal matters, including development, financing, leasing, capital and construction projects, and investor and tenant relations.

Consortial Technology is the developer of Layercake, a real estate analysis platform that incorporates multiple "layers" of data in a single platform for easy manipulation and analysis.

Active in the International Council of Shopping Centers (ICSC), Liz served as the worldwide Chairman (2016-17). In addition to ICSC, Liz is also a member of the Real Estate Roundtable and the Urban Land Institute (ULI) - Commercial & Retail Council - Blue. In February 2017, Liz became a Trustee of Federal Realty Investment Trust (FRT). In November 2017, Liz became a board member of VICI Properties, Inc. (VICI), a REIT owner of experiential and gaming real estate that went public in January 2018.

HUGH KELLY Ph.D., CRE
Special Advisor, Fordham University Real Estate Institute
Principal, Hugh F. Kelly Real Estate Economics

Hugh Kelly serves as Special Advisor at Fordham University, where he is helping design and launch a new Masters of Science in Real Estate graduate program. From 1984 through 20016, he taught at New York University, including graduate courses in real estate economics, market study, portfolio investment risk, and urban economic development.

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, which manages 3,000 units of housing for low-income families, seniors, and special needs residents. 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). His dissertation focused on "24-hour cities and commercial real estate investment performance."

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 in New York, Boston, Miami, New Orleans, Salt Lake City, Seattle, Dallas, Memphis, New Haven, and Hartford in the US; Paris,

Strasbourg, and Cannes (France); as well as Belfast, Istanbul and Athens elsewhere in Europe. His speech in Athens has been published in *Real Estate Issues*. Hugh is also lead researcher and co-author of *Emerging Trends in Real Estate 2015, 2016, and 2017*, and the forthcoming 2017 edition of *Emerging Trends*. His columns on economics and real estate appear regularly in *Commercial Property Executive*.



Kinn Real Estate Counselors LLC

500 Fifth Avenue

Suite 1710

New York, NY 10110

Phone 212-922-9238

E-mail: Wkinn@Kinnrealestate.com

QUALIFICATIONS

William H. Kinn, MAI, CRE, is a real estate consultant with over thirty years of experience. His activities include asset management, transactional consulting, investment sales and acquisition, investment analysis, real estate financing, loan underwriting, valuation of commercial properties and expert testimony. He has also acted as an expert witness and arbitrator in a number of real estate arbitrations.

He has specific expertise in the New York Metropolitan Real Estate Markets as well as a broad base of national experience. He has performed valuations of more than 500 Class A & B office buildings, retail malls, hotels, multi-family residential properties, industrial buildings and land parcels. He has extensive experience with large mixed-use and “trophy type assets” such as Rockefeller Center, Chrysler Building, Empire State Building, Citicorp Center, the Tiffany Flagship Store, the Amtrak Penn Station (Moynihan Station), the Trammel Crow Center (Chase Tower), Century City, the Opryland Hotel, and the Ritz-Carlton Boston and Washington DC.

Mr. Kinn has strong management and interpersonal skills and has managed large work groups. He has a broad understanding of building systems and knows how to effectively interface with other professionals such as engineers and architects. In his role of Asset Manager, he has overseen numerous real estate capital projects and developments.

He has extensive knowledge of acquisitions, financing, and sales of investment grade property and has acquired commercial property for 1031 and other investment purposes throughout the country. He recently acquired net lease properties in Chicago, Illinois, Orlando, Florida, and in Lakeland and Houston, Texas and is structuring the disposition of two mixed-use development joint ventures in New York City.

Mr. Kinn has evaluated portfolios of properties for acquisition, disposition and mortgage underwriting. As part of the process the following factors were taken into consideration: tenant mix, credit worthiness, and market conditions. In addition, the potential cash flow was projected under various scenarios utilizing Excel and Argus software. Utilizing his broad understanding and specific knowledge of investment grade real estate, he is able to effectively negotiate beneficial terms and conditions.

Mr. Kinn was an Adjunct Professor at New York University’s Real Estate Institute. Courses taught include Marketability and Feasibility Analysis and Real Estate Valuation and Analysis II. He was Co-author of the Urban Land Institute article entitled “ULI: Market Profiles, New York City”. He served on an Advisory Committee regarding Urban Land Institute’s [Office Development Handbook](#). He holds a CRE designation with The Counselors of Real Estate and is president of the New York Chapter. He also has achieved a MAI designation with the Appraisal Institute and is past president of the Long Island Chapter of the Appraisal Institute. He is also an active member of the Real Estate Board of New York.

William H. Kinn

CAREER EXPERIENCE:

Kinn Real Estate Counselors LLC (2002-Present)

A full service asset management, transactional and valuation consulting firm. The firm acts as the in house real estate department for numerous Not-For-Profits and trusts and estates. The firm performs real estate consulting in the New York Metro area and on a national basis.

PricewaterhouseCoopers LLP (2000-2002)

Financial Advisory Services

Manager

Manager of the New York Real Estate Consulting/Valuation Practice. Real estate valuation services on all types of income-producing properties. Responsible for client development and the supervision of other professionals.

Landauer Associates, Inc. (1984-2000)

Senior Managing Director

Group leader of the New York Metro Area practice. Real estate counselling, investment analysis and valuation of commercial properties. Worked directly with John R. White, Chairman, on numerous high profile real estate transactions.

Manufacturers Hanover Trust (1983-1984)

Appraiser/Analyst

Responsible for valuations and underwriting of commercial property throughout the country for construction-loan purposes.

Goodman - Marks Associates, Inc. (1981-1983)

Appraiser

Narrative appraisals on income producing properties for mortgage, tax certiorari and condemnation purposes.

ASSOCIATION AFFILIATION:

MAI, designated member of the Appraisal Institute

President, The Counselors of Real Estate New York Chapter (2017)

President, Long Island Appraisal Institute (2008)

EDUCATION

Susquehanna University

BS, Business Administration, 1980

Dual Major in Finance/Economics

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.

BIOGRAPHICAL NOTES



MARIO LEFEBVRE

Vice President, Research – Global Real Estate Markets

ROLE

Mario Lefebvre leads Ivanhoé Cambridge's Research Team and supervises its work. The Team monitors the economic and real estate fundamentals of markets from around the world, focussing particularly on the markets in which Ivanhoé Cambridge is already well established and on potential new markets. The Team also monitors the performance of companies in which Ivanhoé Cambridge has a vested interest. The Team works closely with the Investment Group, the Portfolio Management Group and the Risks Management Team. Mario Lefebvre is also a member of the Caisse de dépôt et placement du Québec's Research Committee.

PROFIL

Mr. Lefebvre is an economist who began his career in 1991 at the Bank of Canada, where he worked in both the Research Department and the International Department. In 1998, he joined The Conference Board of Canada where he stayed a total of 16 years. He first worked for the International Services Group of the Conference Board, which led him to be involved on projects with several Ministries of Finance, including those of Tunisia, Morocco and Ukraine. From 2002 to 2013, Mario Lefebvre was the Director of the Conference Board's Centre for Municipal Studies. In January 2014, Mario Lefebvre joined the Québec Urban Development Institute, where he served as President & CEO for two years, before joining Ivanhoé Cambridge in January 2016.

Mario Lefebvre holds a Bachelor's and a Master's degree in Economics from the University of Montreal. He was Chair of the Economic and Public Policy Committee at the Board of Trade of Metropolitan Montreal from 2011 to 2013. He currently is Chair of the Public Policy Committee at the Quebec Economic Association. He co-authored the book *Power Play: The Business Economics of Pro Sports*, published in March 2014.

Spencer Levy Bio/Introduction 11.8.19

Spencer Levy is the Chairman of Americas Research and Senior Economic Advisor for CBRE, the largest commercial real estate firm in the world. Spencer is the chief spokesman on real estate matters for CBRE in the Americas and is the one of the most sought-after speakers in the commercial real estate industry. He is regularly quoted in major business publications and frequently is a guest on business television, including Bloomberg, CNBC, PBS and Fox Business.

By leveraging his 23 years of experience in commercial real estate, including the past 11 at CBRE, Spencer has redefined the role of research leader. Spencer combines his experience as a lawyer, investment banker and capital markets leader to create presentations that go deep and touch on all aspects of commercial real estate. Combined with his unique and engaging presenting style, this makes him one of the most respected commentators and advisors in the business. Spencer regularly speaks at major events of the country's leading commercial real estate organizations, including CORENET, NAIOP, ULI, ICSC, NAREIM and CREW. He also has guest lectured at major universities, including his alma maters Harvard and Cornell, in addition to Columbia, NYU, Johns Hopkins, Georgetown, Pitt, Auburn and many others. Spencer is a recipient of multiple industry awards, including the CORENET Luminary Award for Excellence in Public Speaking, the CBRE Trammell Crow Master Builder Award, and the CBRE Gary J. Bebon Teamwork Award.

While a New Yorker for most of his life, Spencer currently hails from Baltimore and is a proud husband of 19 years and father of three children. Spencer sits on the boards of the Baltimore Leadership School for Young Women and Harvard Alumni Real Estate.

Mary K. Ludgin
Managing Director
Head of Global Research
Heitman



Mary is Heitman's Managing Director, Head of Global Research, and an equity owner of the firm. She is a member of the firm's Board of Managers, Global Management Committee, Private Equity Valuation Committee, and Private Equity and Debt Investment Committees. She is the author of numerous articles and research studies relating to real estate markets, portfolio management and strategy. Prior to joining Heitman, she was an urban planner for the City of Chicago and she worked in retail site location.

Mary received an AB from Vassar College and an MA and Ph.D. from Northwestern University. She is a Governing Trustee of the Urban Land Institute and sits on its Global Board of Directors. Mary also chairs ULI's Chicago District Council. Among other professional affiliations, she served two terms on the board of the Pension Real Estate Association and was its president. She is a member of the Urban Land Institute and sits on its Operating Committee. Mary is also a former president of the National Council of Real Estate Investment Fiduciaries. She was named a fellow of the Homer Hoyt Institute in 2000, is a docent for the Chicago Architecture Foundation, and is a member of the board of the Metropolitan Planning counsel of Chicago.

Lynne Lukas

DIRECTOR OF SALES & MARKETING

As Director of Sales and Marketing, Lynne Lukas is responsible for planning, developing and directing all aspects of selling and marketing The Clare's independent living, assisted living and memory care residences. She oversees sales, lead generation, referral development, advertising, strategic market planning and events as well as managing her department's team.

Lynne's senior living experience encompasses many facets of the industry. She graduated from Lake Forest College and continues her education in the field of senior housing. Before her current role, Lynne was employed with a luxury hotel group in Chicago. She feels her hospitality background serves her well in her chosen profession.

Lynne resides on the north side of Chicago with her husband, David and their feline friend, Gigi, – a Chicago street cat “who is working on her social skills.”

Julie L. Melander, CRE
Real Estate Counselor
Tampa, FL

Julie Melander, CRE, is a commercial real estate professional with expertise in asset management, capital structuring and portfolio management. She is a strategic thinker and self-starter, recognized for her ability to manage complex real estate investments, maximize returns and minimize risks. During her career, she has been an advisor or principal investing in a wide range of commercial real estate investments, from the development of complex mixed-use projects in urban markets to distressed debt portfolios.

She started her career as a construction lender in Chicago, has worked for the Resolution Trust Company as a litigation review specialist, run distressed loan acquisition and workout departments for some of the largest firms in the business, operated her own advisory firm for ten years working closely with a Wall Street investment bank to invest in development opportunities nationwide and was the Chief Investment Officer for a real estate development company managing several private equity and New Market Tax Credit funds. Currently, Julie serves as the 2019 Chair of The Counselors of Real Estate Board.

She earned an MBA in finance from University of Chicago and an undergraduate degree in finance and accounting from Indiana University and is a Georgia licensed real estate broker.

BRAD A. MOLOTSKY

Partner

Duane Morris

Duane Morris LLP
1940 Route 70 East, Suite 100
Cherry Hill, NJ 08003-2171
USA

Phone: +1 856 874 4243

Fax: +1 856 874 4609

bamolotsky@duanemorris.com

Brad A. Molotsky practices in the area of real estate law. Mr. Molotsky's primary practice is focused in the areas of commercial leasing (including a focus in cannabis leasing), acquisitions and divestitures, opportunity zone fund creation and fund deployment, financing, public private partnership (PPP or P-3) and real estate joint ventures (including mixed-use and multi-family development). He also has deep experience in environmental, social, governance, public company issues such as enterprise risk, internal audit, compensation, as well as energy efficiency, sustainability and corporate social responsibility.

Prior to joining Duane Morris and for nearly 20 years, Brad served as executive vice president, general counsel and corporate secretary of Brandywine Realty Trust. At Brandywine, Mr. Molotsky was responsible for all legal operations of the company, including acquisitions and divestitures, financings, joint ventures, board matters, insurance procurement, litigation oversight, SEC filing oversight and the legal aspects of capital raising. During his tenure, the company grew from 40 buildings to approximately 300 buildings, totaling 28 million square feet.

Mr. Molotsky was named general counsel of the year by the *Philadelphia Business Journal* in 2014 and NJBIZ in 2013 and was awarded the Martin Luther King Community Service award in 2014 and the Roger Davis Community Service Award in 2017. He is one of *Philadelphia Business Journal's* 2018 "Best of the Bar: Top Lawyers in Philadelphia."

Mr. Molotsky is a 1989 *cum laude* graduate of Villanova University Law School, where he was Order of the Coif, and also earned an M.B.A. in Finance from Villanova University. He is a 1986 *cum laude* graduate of the University of Delaware. Mr. Molotsky has also earned his LEED AP O+M certification. He also has earned an [AV Preeminent® peer review rating](#) from Martindale-Hubbell®.

Areas of Practice

- Opportunity Zone Fund Formation and Fund Deployment
- Public Private Partnerships (P3)/Project Finance
- Commercial Leasing (including cannabis leasing)
- Acquisitions and Divestitures
- Development and Incentives
- Financing
- Real Estate Joint Ventures
- Energy Efficiency, Sustainability and Corporate Social Responsibility
- Affordable Housing (including Special Needs)

Education

- Villanova University School of Law, J.D., *cum laude*, 1989 - Order of the Coif
- Villanova University, M.B.A., 1989
- University of Delaware, B.S., *cum laude*, 1986

K. “Teya” Moore, Esq., CRE

K. “Teya” Moore, Esq., CCIM, CRE has extensive experience with asset-based or secured and unsecured financing techniques, project financing (such as mergers and acquisitions, private equity and debt offerings) including non- acquisitive reorganizations, asset dispositions and asset recovery. He has served as legal counsel (finance) to the Maryland Energy Administration and Office of the Attorney General, State of Maryland, to help finance energy efficient measures statewide and to large institutional lenders where he structured or facilitated complex transactions for Barclays Business Credit, Inc., Bank of New York and Wells Fargo Bank.

Mr. Moore served two (2) terms on the Board of Directors of EBDI, a public- private partnership established to oversee the redevelopment of East Baltimore. In 2014 he was reengaged by the Annie E. Casey Foundation and its partners - Johns Hopkins University, Baltimore City and EBDI, to help manage a community and economic development fund for reinvestment in local businesses. He has chaired a number of vital local county public policy initiatives and he served over ten (10) years as special counsel to the office of Research and Technology Applications at Fort Detrick, Maryland, where he structured complex joint ventures and technology exchanges to promote privatization of military technologies with national implications for the public benefit.

Mr. Moore is admitted to the bar in the States of Maryland, New York and the District of Columbia and is a licensed broker in Maryland and the District of Columbia. He is the Managing Partner of Moore & Associates (www.kteyamoore.com), and the Principal Broker of Benjamin & Banks Real Estate, LLC (www.benjaminandbanks.com). Mr. Moore has a Juris Doctorate from New York University School of Law and an LL.M. (Masters in Taxation) from Georgetown University, Law Center.

Public Sector Clients

- Maryland – National Capital Park and Planning Commission
- Baltimore City Delegation
- Prince George’s County, Redevelopment Authority
- State of Maryland, Office of the Attorney General
- U. S. Department of Treasury, under the Special Inspector General for Troubled Asset Relief
- Walter Reed Army Institute of Research, a United States Department of Defense Policy and Research Institute
- Maryland Energy Administration

Honors

Riesman Award (Outstanding Scholastic and Community Service).
Distinguished Community Service Award, Baltimore City Council.
NASDB – Small Business Advocate of the Year Award.
Proclamation, Chair (Equine Industry): Prince George’s County Council.
CCIM Jay W. Levine Academy, the “Susan J. Groeneveld Award of Excellence.
M-H AV honor, highest rating for legal ability and ethical standards: 23 years.

Speeches, Publications and Industry Outreach

A Wealth Disparity Study – A Shattered Foundation: Revisited, Washington Post Op-Ed
Crowdfunding: *A Forward-Looking Overview*, CCIM Presentation (2015)
Taking Stock: *An Equity Stake in Private Industry*, TEDCO Presentation (2004)
SBA Panelist: Dept. of Transportation “Small Business Ventures” (2002)

Appointments/Engagements

Currently: **Legal & CRE Broker Activities**: Manages up to 1M sq. ft. of retail/office space

2019: **Presidential Liaison**, Membership - CCIM Institute National
Finance Committee as Member Services President-Elect Liaison
Strategic Planning Committee as Member Services President-Elect Liaison
Ward Center for Real Estate Studies Subcommittee
2018: **Chair**, NAR Commercial Legislative and Regulatory Advisory Board
2017: Invited to The Counselors of Real Estate, **CRE credential** awarded
2017: **Vice Chair**, NAR Commercial Legislative and Regulatory Advisory Board
2017 – 2019: **Member**, CCIM Board of Directors (3 Year Appointment)
2017: **Member**, CCIM Board of Directors - Mid-Atlantic Chapter (DC/MD/VA)
2016: **Member**, Real Estate Roundtable, Real Estate Capital Advisory Committee
2016: **RVP**, CCIM Region 10 (DC, MD, VA, PA, Del., & NJ)
2016: **Chair**, CCIM Government Affairs Committee on Commercial Real Estate
2015: **Immediate Past-President**: CCIM Mid-Atlantic Chapter (DC/MD/VA)
2013 – 2014: **CRE Broker and Legal Counsel** - PG County Redevelopment Authority
2012 – 2014: **CRE Consultant** - M-NCPPC (Westphalia)
2002 – 2014: **Eco & Comm Dev Advisor** – EBDI: Johns Hopkins Life Science Project
2013: **Chair**, Prince George’s County COC Symposium and 22 Member Work Group
2010 – 2011: **Chair**, Prince George’s County Equine Industry Task Force

Scott Muldavin, CRE

Scott Muldavin, CRE, is President of The Muldavin Company. For the last 11 years, as a Senior Advisor to Delos, creator of the WELL Building Standard™, Executive Director of the Green Building Finance Consortium and a Senior Fellow with the Rocky Mountain Institute, he has led the movement to scale sustainable property investment through improved financial analysis that fully integrates health, wellness, productivity, and energy benefits into sustainable property investment decisions.

Mr. Muldavin's sustainability work builds on his 35 years of real estate experience. In addition to leading The Muldavin Company, a real estate strategy consulting firm; he co-founded Guggenheim Real Estate, a multi-billion-dollar private real estate company; was a lead real estate consulting partner at Deloitte; served on the Advisory Board of Global Real Analytics, an advisor to \$2 billion of REIT and CMBS funds; and has completed over 300 consulting engagements involving real estate finance, investment, valuation, securitization, corporate real estate, and sustainability.

Mr. Muldavin is a graduate of UC Berkeley and Harvard University and a member and past Chair (2017) of The Counselors of Real Estate (CRE). He has authored over 225 books and articles on real estate finance, investment, sustainability, and health and wellness. He is a frequent speaker worldwide. (More detail and access to recent sustainability and health and wellness publications available at www.muldavin.com).

Joseph I. Neverauskas, CRE
Senior Vice President
Equus Capital Partners, Ltd.

Mr. Neverauskas is responsible for the acquisitions, management and operations of Equus' Midwest and Western U.S. portfolio. Mr. Neverauskas has extensive experience in acquisitions and dispositions, investment strategy and asset and portfolio management of institutional assets of all major property groups throughout the United States. Since joining the Firm in 2001, he has acquired more than 8,500,000 square feet of office and industrial space and has overseen the development of a 1.1 million square foot industrial park and the redevelopment of several major properties.

Prior to joining Equus, Mr. Neverauskas was senior vice president and senior portfolio manager with Heitman Capital Management where he was involved in the investment and management of several large commingled real estate funds.

Mr. Neverauskas is a licensed real estate broker in Illinois and is an active member of the Counselors of Real Estate, where he was former Chairman of the local chapter. He holds a B.S. in Real Estate from The Kelley School of Business at Indiana University where he is an advisory board member for the Benecki Center for Real Estate Studies.

Mr. Neverauskas serves on the Board of Directors of several civic and non-profit organizations and was Chairman of the Investment Committee of St. George Corporation, a private healthcare organization located in Metropolitan Chicago along with being a board member of Palos Community Hospital. Mr. Neverauskas is also on the Advisory Board of Roosevelt University's Marshall Bennett Institute of Real Estate Studies.

June 23, 2017



Steven R. Norris, MAI, CRE - majored in Economics at UCLA and subsequently became a member of the Appraisal Institute, Counselors of Real Estate, and member of the Royal Institution of Chartered Surveyors. For the past 18 years he has been the principal of Norris Realty Advisors, a commercial real estate valuation and consulting firm. The firm provides both valuation and advisory services to a wide variety of clients, including consulting for mortgage financing purposes, pension fund advisors, insurance companies, governmental agencies, high net worth trust and estate valuation, as well as expert witness and taxation issues. The firm has also been involved in a number of highly complex and unusual valuation assignments, with a specialization in forensic valuation, litigation support, right-of-way, and infrastructure consulting.

Mr. Norris is a Counselor of Real Estate, which is a select international membership organization of approximately 1,000 top real estate leaders who provide intelligent, unbiased, and trusted real estate advice on the most complex and challenging public and investment real estate issues facing their clients.

Mr. Norris has also been called on to provide expert deposition, testimony, and arbitration services numerous times for various real estate valuation matters. He is currently an instructor with UCLA Extension and the Anderson School, with a specialty in Argus cash flow analysis. He has published a number of articles and papers on various appraisal and counseling matters. Past service on the National Ethics Committee and National Education Committee of the Counselors of Real Estate, as well as service as Board Member and President (2015) of the Southern California Chapter of the Appraisal Institute.

Mr. Norris has also served on the Standards Setting Committee of the International Ethics Standards Coalition (IESC). The IES Coalition gathered for its first meeting at the United Nations in New York, October 2014. While numerous professional organizations have based their standards on common principles such as integrity, transparency and trustworthiness, there is no over-arching standard to which all land, property, construction, infrastructure and related professional organizations can subscribe. The global Coalition has now published the International Ethics Standards, which consists of high level principles which will be implemented by Coalition organizations worldwide, thus providing greater consistency to users of professional services.

Gary Ralston

Managing Partner, Commercial Real Estate Broker

gary@srdcommercial.com

Background

Gary M. Ralston, CCIM, SIOR, SRS, CPM, CRE, CLS, CDP, CRX, FRICS, CRRP is a managing partner of Coldwell Banker Commercial Saunders Ralston Dantzler Realty, LLC – the premier commercial services provider in Central Florida (Polk County). He is a recognized subject matter expert on retail and commercial properties. His experience includes the complete spectrum of commercial real estate services. In addition, he is a successful real estate developer, investor, and group investment sponsor.

From the early 1990s through 2004 Gary was the president and a member of the board of directors of Commercial Net Lease Realty, Inc. (NYSE:NNN) the industry leader in single-tenant corporate net-leased real estate. During that time he guided the company's growth from less than \$15 million in real estate assets to over \$1.5 billion.

Gary is recognized as the most accredited commercial real estate practicing professional in the nation. He holds the Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), Specialist in Real Estate Securities (SRS), Certified Property Manager (CPM), Counselor of Real Estate (CRE), Graduate, Realtor Institute (GRI), Certified Leasing Specialist (CLS), Certified Development, Design and Construction Professional (CDP), Certified Retail Property Executive (CRX) and Fellow of the Royal Institute of Chartered Surveyors (FRICS) professional designations. In 2019, the International Council of Shopping Centers (ICSC) certified Gary as the first person to earn the new Certified Retail Real Estate Professional (CRRP) credential. He is also a Florida licensed real estate broker and certified building contractor.

Gary is a senior instructor for the CCIM Institute and a member of the board of directors of the CCIM Institute and University Outreach Committee. He is a Past President of the Florida CCIM Chapter. He is a full member of the Urban Land Institute (ULI) and a former Vice Chairman of the Small Scale Development Council. He is a member of the International Council of Shopping Centers (ICSC) and an instructor for the ICSC University of Shopping Centers at Wharton, the ICSC Executive Learning series and RECon Academy.

Gary holds a Masters in Real Estate and Construction Management from the Franklin L. Burns School of Real Estate and Construction Management at the University of Denver. In 2007 he was named an adjunct faculty member at the University of Denver, in 2011 he was named an adjunct faculty member at Florida Southern College and in 2013 Gary was named an adjunct faculty member at the University of Florida. He is the chair of the I-4 Commercial Corridor at Florida Polytechnic University conference and co-chair of the Florida Southern College real estate conference.

Gary was inducted as a Hoyt Fellow (www.hoyt.org) in 2001. He is a member of the Regional Economic Information Network of the Jacksonville Branch of the Federal Reserve Bank of Atlanta.

Credentials

CCIM, SIOR, CPM, CRE, SRS, CLS, CDP, CRX, FRICS, CRRP

Disciplines

Commercial Real Estate

Leasing and Tenant Representation

Consulting

Florida Certified Building Contractor

Instructor, Adjunct Faculty - University of Florida & Florida Southern College

Awards

- Hoyt Fellow, Homer Hoyt Institute www.hoyt.org 2001 to present
- 2016 – Lifetime Service/Presidential Appreciation, Lakeland Association of Realtors
- CCIM Board of Directors 2017- 2020
- 2017 – speaker at ICSC RECon [International Council of Shopping Centers Retail Convention], Las Vegas www.icsc.com (largest commercial real estate convention in the world)
- 2018 Lakeland Association of Realtors Commercial Realtor of the Year

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BRUCE A. REID, CRE

CO-FOUNDER, PRESIDENT AND CHIEF OPERATING OFFICER
AHC FUNDS

Mr. Reid is involved with all acquisitions, dispositions, leasing and management for AHC Funds.

Previously, he was a senior executive for Coldwell Banker Real Estate Group in Chicago. Mr. Reid was one of three founding owners of Coldwell Banker Canada (now CBRE), where he was Vice President, Sales and Investment Marketing.

He holds degrees in Economics from the University of Witwatersrand, Johannesburg, and an MBA (with Distinction) from the Richard Ivey School of Business of Western University Canada. Mr. Reid holds the designation of Certified Commercial Investment Member (CCIM) and is Vice Chairman of the Chicago Chapter of The Counselors of Real Estate (CRE)[®] and a Fellow of the Royal Institution of Chartered Surveyors.

He is a member of the Board of Directors of Lake Forest Open Lands Association, leading the Land Acquisition and Preservation Committee.

John W. Sentell

John Sentell is president and CEO of Lake Forest Open Lands Association, a nationally accredited land trust that has conducted land preservation and conservation work in northeastern Illinois for over 50 years. Prior to joining the Open Lands' staff in 2010, John served as executive director and chief operating officer of The Wetlands Initiative, a leading Illinois environmental organization focused on developing economic-based projects to restore lost floodplain habitat throughout the Illinois River watershed. His additional non-profit experience includes an appointment as vice chairman of the MCDC Corporation, a public tax corporation serving the residents of Collin County, Texas. Prior to his work in the non-profit sector, John had a career in Fortune 500 marketing and new product development for Campbell-Ewald, Inc. and the Leo Burnett Company, as well as independent brand consulting. He was recently elected to serve as president of the statewide Prairie State Conservation Coalition, the collaborative organization representing all land trusts in Illinois. He is also proud to represent Lake Forest Open Lands as one of 50 organizations on the Land Trust Alliance's National Leadership Council. John is currently secretary of Camp Gingerquill (Grayling, MI), and formerly served terms on the board of Bluestem Communications and the Wetlands Initiative.

John graduated with a Bachelor of Science from Miami University, Oxford (OH) and lives in southeast Lake Forest with his wife Sue. A passionate conservationist and fly-fisherman, John is inspired by the deep conservation ethic of Chicago's north shore communities that help support Open Lands' conservation work.



NOAH D. SHLAES, CRE, FRICS
Innovation and Implementation
Lead – NGKF Vision



Newmark Grubb Knight Frank
Global Corporate Services
125 South Wacker Drive
Suite 2550
Chicago, IL 60606
nshlaes@ngkf.com
T 312.857.6624

Years of Experience

33

Areas of Specialization

- ◆ Data management
- ◆ Portfolio Planning
- ◆ Real Estate Technology
- ◆ Corporate Real Estate Strategy

Professional Background

Mr. Shlaes leads the Innovation and Implementation team for NGKF's Vision platform for corporate real estate services delivery. The Vision platform is used by international corporations to manage all aspects of corporate real estate, including facilities management, space planning, transaction management, lease administration, and capital project planning.

Shlaes is responsible for the creation of a community of users, both internal and external, which provides and evaluates best practices as part of this platform. In addition, he is responsible for training, technical support and ongoing data management for the platform.

He joined Newmark Grubb Knight Frank from Grubb & Ellis, where he led the Strategic Consulting group. Earlier, he worked at Arthur Andersen, culminating in his role as Director of Corporate Real Estate Services.

Mr. Shlaes has advised international banks, utilities, manufacturers, railroads, universities, health systems and governments. His work has evolved from early efforts in valuation and technology development, and his expertise draws on his decades of supporting corporate real estate decisions.

Prior to his work with NGKF Vision, he created the Grubb & Ellis proprietary Thinking Tool and Portfolio Pulse for portfolio planning, and has published articles on portfolio planning, real estate strategy, software selection, and the valuation of Brownfield properties. He has also taught real estate valuation at the graduate level and overseas, and served as a guest lecturer and instructor at DePaul University's Kellstadt GSB, Boston College, the School of the Art Institute, and CoreNet Global.

Current clients include Dow, Cummins, Huawei, and Reed Elsevier. Past clients include Alcoa, Arden Realty, Inc., Arthur J. Gallagher & Company, City of San Diego, Conoco Phillips, Equity Office Properties Trust, Georgia-Pacific, Hewitt Associates, Kamehameha Schools, Microsoft, The Ohio State University, Port Authority of New York and New Jersey, Roosevelt University, Starwood Hospitality, Union Pacific Railroad, US Postal Service, US Sprint, Waste Management, and Vornado Realty Trust.

Education

Mr. Shlaes has a Bachelor of Science in Economics from the University of Michigan.

Professional Affiliations

- ◆ Counselors of Real Estate – Chair of the Board of Directors (2014)
- ◆ Member, Lambda Alpha International
- ◆ Advisory Board - CoRE Tech
- ◆ Editorial Board – *Area Development*
- ◆ Fellow, Royal Institution of Chartered Surveyors (FRICS)
- ◆ Hoyt Fellow – Homer Hoyt Advanced Studies Institute
- ◆ President, Realty Club of Chicago (2001)
- ◆ Steering Committee Member – Department of Energy - Commercial Real Estate Alliance



Wendy Timm, CRE, CCIM, MAI
Executive Vice President



CONTACT

Enhanced Value Strategies, Inc.
1401 S. Brentwood Boulevard, Suite 400
St. Louis, MO 63144
314.932.4097 direct
314.963.9715 fax
wtimm@evsinc.net

CAREER SUMMARY

Ms. Timm is a real estate industry leader with advanced expertise in owner representation and advocacy from start to finish and in all aspects of real estate ownership and investing, including asset acquisition and development, partnership structure and management, designing and procuring debt and equity financing, valuations and appraisals. Her professional experience extends to advisory and consulting services, as well as brokerage and transaction services.

Prior to joining EVS, Ms. Timm was the COO/ CFO and Principal for Conrad Properties Corporation where she led all finance, investment and sales activities for the firm. She was instrumental in developing several urban infill developments, primarily high-rise residential condominiums and apartments, mid-rise office parks, and mixed-use office and commercial developments. Ms. Timm is currently a development consultant in mixed-use and age-in-place housing for seniors. Total career development, financing, investment and brokerage transactions exceed \$1.2 billion.

BUSINESS ORGANIZATIONS

Commercial Real Estate Institute (CIREI), of the National Association of Realtors
Counselors of Real Estate (CRE)
Missouri Growth Association, former president
National Network of Commercial Real Estate Women (NNCREW)
CREW – St. Louis, former president
Urban Land Institute, corporate member

PROFESSIONAL DESIGNATIONS

MAI – Member Appraisal Institute
CCIM – Designated member of National Association of Realtors
CRE – Counselors of Real Estate
Licensed Broker State of Missouri

COMMUNITY ORGANIZATIONS

Enterprise Bank & Trust, advisory board member
St. Louis Development Corporation (SLDC), board member
St. Louis Land Clearance Authority, commissioner
St. Louis Planned Industrial Expansion Authority, chairperson
St. Louis Enhanced Enterprise Zone, commissioner
St. Louis University Urban Planning and Development Advisory Board

EDUCATION

Bachelor of Science in Finance, University of Illinois
Emphasis in Real Estate and Urban Economics

Honors

*CREW-St. Louis
Lifetime
Achievement
Award 2018*

*Midwest Real
Estate Hall of
Fame 2014,
Midwest Real
Estate Journal*

*Most Influential
Business Woman,
St. Louis Business
Journal, 2004*

PROFESSIONAL PROFILE



BILL WIEBE

First Vice President

T: 513.369.1360

F: 513.241.2291

bill.wiebe@cbre.com

PROFESSIONAL EXPERIENCE

William Wiebe, a First Vice President at CBRE, has worked with hospital systems and physician groups for over 20 years. In addition, Bill partners with developers to build, as well as own, on-campus and suburban based medical office buildings and surgical centers. Over the same period of time, he was engaged in strategic planning for regional health systems including five community hospitals (1,138 beds), six long-term care facilities (1,230 beds), physician practices, imaging centers, joint venture labs/surgery centers, and a 140,000 member network (Healthspan).

Bill occasionally guest lectures at the University of Cincinnati's Carl H. Lindner College of Business and Xavier University's Williams College of Business/Xavier University's graduate school for hospital administration. He also lectures for the Counselors of Real Estate (CRE), an International Real Estate Advisory Group and The Greater Cincinnati Health Council.

CLIENTS REPRESENTED

- Procter & Gamble - Health and Beauty Aids
- Ethicon ENDO Surgery
- Hospital Site Search & Evaluation
- Wellington Orthopedic MOB
- Sleep Disorders Clinic
- Family Practice and Internal Medicine of Ohio
- Urgent Care & Diagnostic Center
- The Plastic Surgery & Diagnostics Centers
- Western Hills Dental
- Mercy Health Partners
- Catholic Health Care Partners
- Group Health Associates
- Catholic Healthcare Initiative
- Tri-Health
- SpringStone Behavioral
- Haven Behavioral
- LBK Senior Living
- Jewish Hospital
- American Nursing Home Care
- Syncor Nuclear Medicine
- University of Cincinnati Medical Lab
- Emerson A North Psychiatric Hospital
- Givaudan Lab & Research

ACHIEVEMENTS

- Over \$800 million in closed transactions
- 8 million square feet leased, sold or developed

PROFESSIONAL AFFILIATIONS/ACCREDITATIONS/ACCOMPLISHMENTS

- Board of Directors, Ursuline Academy
- Board of Directors, American Cancer Society
- Board of Directors, The Wellness Community
- Board of Directors, Cincinnati Opera Guild
- Board of Directors, Fornes/Iams Investments
- Indian Hill Lacrosse Coach
- Summit Country Day Boys/Girls Athletic Coach
- Friendly Sons of St. Patrick Glee Club
- Kenwood Country Club/Queen City Club
- Real Estate Consultant Volunteer work at the Sisters of the Divine Compassion, NYC
- Fellow in the Royal Institution of Chartered Surveyors
- Guest Lecturer at the University of Cincinnati, Graduate School of Business-Real Estate
- Guest Lecturer at Xavier University, Graduate School of Hospital



CBRE

PROFESSIONAL PROFILE

Administration

- Guest Lecturer/Panelist, The Greater Cincinnati Health Council
- Guest Lecturer/Panelist, The Counselors of Real Estate-International Real Estate Advisors
- White Papers, "Trends in Healthcare Real Estate"
- White Papers, "Evidence Based Design for Healthcare Real Estate"
- Volunteer Work, NYC Sisters of the Divine Compassion - Reposition 37 acres of historically valued land in White Plains, NY and The East River in order to raise capital for their long term operating fund.
- Healthcare Portfolio Analytics – ACHE Healthcare fall meeting

EDUCATION

- American College of Healthcare Executives
- University of Cincinnati
- Licensed Real Estate Agent in Ohio
- Certified Commercial Investment Member
- The Counselors of Real Estate
- Fellow Royal Institute of Chartered Surveyors



Thomas H. Wootten, CRE, FRICS
Managing Partner
Saybrook Real Estate Advisors LLC

Tom is Managing Partner of Saybrook Real Estate Advisors LLC, a resolutely independent counselor to large corporations, public sector clients, investors and developers on complex real estate issues throughout the United States and the world. His experience in understanding different facets of real estate (occupier, investor, developer, public sector) helps deliver insight and creativity in both planning and structuring creative and enduring solutions for his clients. Tom embraces financial visualization and robust analytics to encourage deep financial understanding and build project stakeholder support.

Tom has a BA from Yale College and a Master of Real Estate and Construction Management (Beta Gamma Sigma, Sigma Lamda Chi) from the Daniels College of Business at the University of Denver. He is also a member of the Board of Trustees and Chair of the Buildings and Grounds Committee for Colorado Academy, an independent private school in Lakewood Colorado.

Tom is honored to be a member of The Counselors of Real Estate, and a Fellow of the Royal Institution of Chartered Surveyors.

Andrea Zopp

President and CEO
World Business Chicago



Andrea Zopp is the President and CEO of World Business Chicago, where she leads the organization's mission of inclusive economic growth, supporting businesses, and promoting Chicago as a leading global city. Most recently, she served as Deputy Mayor, Chief Neighborhood Development Officer for the City of Chicago. Andrea has dedicated her career to being a force of change. She has championed job creation, access to education, corporate responsibility and promoting economic development initiatives in underserved communities.

Andrea served in the United States Attorney's Office and was the first woman and African American to serve as the First Assistant in the Cook County State's Attorney's Office. In these roles, she fought to keep neighborhoods safe by taking on illegal guns, violent crime and gangs, worked to protect victims of domestic violence and sexual abuse.

Andrea is a successful businesswoman and has held executive leadership positions at several Fortune 500 companies, including Sara Lee, Sears Holdings and Exelon. As the former President and CEO of the Chicago Urban League, she led the nationally-recognized organization's focus on expanding economic opportunity in underserved communities, helping youth and young adults achieve academic and career success, and advocacy for social justice.

Andrea has held multiple civic and business appointments. She was appointed to the Chicago Board of Education by Mayor Rahm Emanuel and to the Cook County Health and Hospital System Board by Cook County Board President Toni Preckwinkle. Andrea also served on the board of the Urban Partnership Bank and was appointed by Mayor Emanuel to serve on the Chicago Police Board in November 2017.

Andrea Zopp is a graduate of Harvard College and Law School. She lives on Chicago's South side with her husband Bill. They are the proud parents of Alyssa, Kelsey, and Will, and the proud owners of four cats and three dogs.