

## PROFESSIONAL QUALIFICATIONS OF LOUIS W. FRILLMAN

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*President*  
*MARQUETTE ADVISORS*

Louis W. Frillman has been engaged in the real estate business nationwide since March 1975. During this time, he has developed skills in all areas of real estate practice including the acquisition, disposition, asset management, development, leasing, sale, financing, and valuation of industrial, commercial, and residential properties, including all major types of income-producing real estate. Currently, Mr. Frillman is President of Marquette Advisors, a national commercial real estate consulting firm.

Marquette Advisors currently operates a national real estate counseling practice with offices in Minneapolis, Seattle, and New York. Marquette provides comprehensive solutions to complex real estate problems and is practiced at managing and overseeing large real estate consulting projects nationwide. Mr. Frillman formerly was Executive Vice President of Marquette Partners, a 490-employee firm that managed and oversaw 45 million sq. ft. of investment properties of all types, including primarily regional and community shopping centers nationwide, (38.0m sf) and also office properties and industrial investment and corporate portfolios. He was EVP for asset management of that firm's investment portfolio, and designed and directed all asset strategies.

Mr. Frillman has completed counseling assignments dealing with significant decisions regarding real property utilized for real estate tax petitions, market feasibility and absorption analysis studies, valuations and disposition of major business properties, and investment analyses for acquisition of property by investors of all types. Geographically, he has been active in providing counsel on complex property issues with no boundary limitations for over 35 years. He has completed projects in every state in the USA, Europe, the UK, Bermuda, Hawaii, Canada, Mexico, the Caribbean, and parts of Central America.

He has overseen and directed the development of all types of income producing properties, (Office, retail, warehouses, apartments) and in addition, has developed single-family custom housing, and land for further residential and commercial development. Mr. Frillman has provided counsel to real estate buyers, sellers, investors and lenders concerning virtually all types of individually owned real estate, and portfolios, worldwide. He most recently directed all development activities including design, construction, and financing of two casinos in Nebraska simultaneously. He procured the entire capital stack at \$500m +.

Mr. Frillman is a frequent guest lecturer at real estate conventions throughout the United States.

Mr. Frillman is a member of the American Society of Real Estate Counselors, (CRE) the real estate counseling affiliate of the National Association of Realtors. He is an elected member of the Appraisal Institute, (MAI) has served on the MAI Demonstration Appraisal Reports Committee nationally, and was a member of the Board of Directors for the local Institute Chapter as well as on the local admissions committee. He has also served as Chairman of the Candidate Guidance Committee.

He is an invited member of both the Real Estate Counselors (CRE) and Lambda Alpha, the international Land Economics Fraternity. And finally, he is a (invited) Fellow (FRICS) of the Royal Institute of Chartered Surveyors, the most highly recognized real estate professional society in the world.

In 1973, Mr. Frillman graduated from the University of St. Thomas with a Bachelor of Arts Degree in Finance. He has completed all courses relating to earning and maintaining real estate valuation designations, licenses, and brokerage licenses, in multiple states. Mr. Frillman regularly attends professional educational seminars and has completed courses in a variety of related subjects including market feasibility analysis, syndication structure and analysis, subdivision development, the valuation of industrial real estate, the valuation of multiple-family properties, analysis of de minimis PUDs, methods of joint venture financing, valuation of business enterprises, and others.

In 2020-2021 he received a Certificate of Excellence, completing the Chief Financial Officer Executive program at Columbia University, NYC, NY.

In addition to attending courses in real estate, Mr. Frillman has lectured and taught real estate valuation in varied venues and has been a guest lecturer at numerous continuing education seminars for the Law Board, NAIOP, American Society of Real Estate Counselors, and CORENET.

Mr. Frillman is a licensed and bonded real estate broker in the State of Minnesota and is an affiliate member of the National Association of Industrial and Office Parks (NAIOP), and has served on multiple committees of that association. He has also served as judge for the NAIOP "Awards of Excellence". He is also a licensed real estate appraiser in the State of New York, and holds temporary practice permits as required throughout the US.

His community activities include having been a full member of the Greater Minneapolis Board of Realtors, a member of the Urban Land Institute, a member of the National Trust for Historic Preservation, the Ramsey County Historical Society, the Ramsey Hill Association, and the Riverfront Development Committee of the Downtown Council of Minneapolis.

His charitable activities include eight years as a board director of Catholic Charities for the Elderly. In that capacity, he served as the Development Coordinator of Marian Center, a skilled care and assisted living care facility. He was responsible for coordinating all aspects of development including facility design and review, construction management, marketing programming, and ongoing management supervision. He continues to serve a multiplicity of other charitable institutions in varied capacities. He currently serves as Treasurer and Director for Lakes Area Food Shelf, serving Central Minnesota.

Currently, he resides at 1661 Harbor Avenue SW, Seattle, Washington. He and his wife maintain a pied à terre at 1060 Grand Av., in St. Paul, Minnesota. Mr. Frillman is married to the former Carol A. Motsinger, and has five children, and four granddaughters.