

ICSC CORNELL INTERNATIONAL RETAIL REAL ESTATE

Case Competition

Presented by:
**CENTER FOR
REAL ESTATE
AND FINANCE**

MAY 21, 2017
LAS VEGAS, NV



The Hotel School
Cornell
SC Johnson College of Business





CENTER FOR REAL ESTATE AND FINANCE

Leadership in real estate and finance

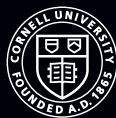
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Leading students on an adventure.

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The Hotel School

Cornell
SC Johnson College of Business

10:00 - 10:15 a.m.	Welcome Remarks	La Tache 1 & 2
10:15 a.m. - 12:10 p.m.	Student Presentations	La Tache 1 & 2
12:10 - 12:30 p.m.	Judges' Deliberation	La Tache 1 & 2
12:30 - 2:30 p.m.	Lunch Break	
2:45 - 3:40 p.m.	Final Presentations	La Tache 2
3:40 - 3:50 p.m.	Judges' Deliberation	Montrachet 2
3:50 - 4:05 p.m.	Case Presentation	La Tache 2
4:05 - 4:15 p.m.	Announce Winners	La Tache 2

AGENDA

About the Center for Real Estate and Finance at Cornell University

The Center for Real Estate and Finance, established in 2009, is the foremost clearinghouse for hospitality real estate and finance information. Defined by its intellectual capital, industry experience, and rigorous academics, the center is respected as a leader of real estate and finance. Built on a tradition of quality research in the hospitality industry and a growing real estate and finance faculty, the center is at the forefront of research in all areas of commercial real estate—from studying the behavior of real estate assets in investment portfolios to understanding real estate capital markets and science of hedging real estate risk.

About the International Council of Shopping Centers

Founded in 1957, the International Council of Shopping Centers (ICSC) is the global trade association of the shopping center industry. Its more than 70,000 members in over 100 countries include shopping center owners, developers, managers, investors, retailers, brokers, academics, and public officials. The shopping center industry is essential to economic development and opportunity. They are a significant job creator, driver of GDP, and critical revenue source for the communities they serve through the collection of sales taxes and the payment of property taxes. These taxes fund important municipal services like firefighters, police officers, school services, and infrastructure like roadways and parks. Shopping centers aren't only fiscal engines however; they are integral to the social fabric of their communities by providing a central place to congregate with friends and family, discuss community matters, and participate in and encourage philanthropic endeavors.

ABOUT



DANIEL QUAN

*Robert C. Baker Professor in Real Estate
Arthur Adler '78 and Karen Newman Adler '78
Academic Director of the Center for Real Estate
and Finance*

*School of Hotel Administration
Cornell SC Johnson College of Business*

I would like to offer a warm welcome to the teams, judges, and guests to the 2nd Annual ICSC Cornell International Retail Real Estate Case Competition. I am proud to be partnering with the International Council of Shopping Centers (ICSC) on this exciting endeavor. ICSC is a global leader in the retail industry and this collaboration is an important step toward promoting real estate education within the retail sector for future leaders in the industry.

This event aims to connect students with industry leaders by providing an authentic experience for the students. The student teams participating in the competition represent the future of the industry. While the judges are tasked to select the top team among all teams, their main purpose is to provide the students with the opportunity to learn from them. I am extremely grateful to our judges who are so willing to share their knowledge and coach the students. I hope everyone present for the competition enjoys this unique educational experience.

Congratulations and best wishes for success to all participating teams.

WELCOME



RECON

Talent Development Pavilion

May 22 – 24 | Las Vegas Convention Center
Marketplace Mall, N3 Hall



The Talent Development Pavilion will offer a unique combination of exhibits, information sessions and professional development services for individuals at all stages of their careers.



- **Workshops:**

Monday | 9:00 am – 3:30 pm

Tuesday | 8:00 am – 5:00 pm

Wednesday | 8:00 – 11:30 am



- **Resumé & Interview Coaching**

- **One-on-One Mentoring**



- **4 Under 40 Honorees:
NextGen/Student Networking Reception**

Monday | 3:30 – 4:30 pm, Room N263

- **Student Speed Networking Breakfast**

Tuesday | 8:00 – 9:00 am



- **Professional Headshots**

- **University Row**

For more information contact Sarah Ritchie at sritchie@icsc.org.

Cornell University

**The Wharton School – University of
Pennsylvania**

University of Colorado

University of Connecticut

University of Guelph

University of Queensland



**PARTICIPATING
UNIVERSITIES**



RONALD ALTOON

President and Chief Executive Officer
ALTOON | Strategic

Ronald Altoon provides advisory services to capital market entities, land owners, and real estate development companies relative to defining a vision for their real estate investment, strategizing the process to implement it, selecting the appropriate design team to produce it, and facilitating the interaction between them to optimize the outcome in time expended and asset enhancement.

Prior to founding ALTOON | Strategic, for 30 years he was Founding Design Partner of Altoon Partners, a Los Angeles, Amsterdam, and Shanghai based planning, urban design, and architectural firm. His experience includes commercial mixed-use, transit-oriented, higher education, residential and historic preservation projects in 46 countries. His projects have received over 100 awards for design excellence.

Altoon lectures globally for the real estate industry and university programs, and is the author of seven books. He was the first practicing architect elected a Trustee of the International Council of Shopping Centers in its 59-year history. He has served ICSC in many capacities, including teaching and lectures. Altoon is a former National President of The American Institute of Architects (AIA) and served as Chair of the Urban Land Institute (ULI) Los Angeles District Council.

Ronald Altoon holds a Bachelor of Architecture from the University of Southern California, and a Master of Architecture from the University of Pennsylvania where he studied with AIA Gold Medalist Louis Kahn and noted pioneering landscape-ecologist Ian McHarg.

JUDGES



ANDREW BRIEN

Executive Director
Suria KLCC

Andrew holds a Bachelor of Commerce from University of Wollongong Australia and is a Graduate and Alumnus of Stanford University.

Andrew has held various state and national management positions with Coles Myer, Colgate Palmolive, Lend Lease and Westfield Holdings; he has over 20 years of experience in retail asset management and development.

Commencing his career in retail property in 1992 with Lend Lease Andrew held positions encompassing the management, leasing and marketing of shopping centres including National Marketing Manager with responsibility for the marketing of 19 shopping centres across Australia with sales in excess of \$3.5 Billion and foot traffic in excess 150 million customers per annum.

In 2000 Andrew joined Westfield Holdings where he managed and worked on the planning of the \$100 million redevelopment of Westfield Liverpool. In 2003 he was seconded from Westfield, as part of the joint venture agreement with Suria KLCC (SKLCC) Malaysia, to the role of General Manager SKLCC. In this role Andrew lead the SKLCC team in successfully expanding and remixing SKLCC.

In January 2007 he resigned from Westfield and was appointed Chief Executive Officer of Suria KLCC and a member of the Management Committee of KLCC Property Holdings Berhad. KLCC has over USD\$5 billion assets under management, including office, hotel and retail assets, including over USD\$2.0 billion of retail assets in urban and rural Malaysia. In January 2014 Andrew was appointed Executive Director of SKLCC.

Andrew has been a member of the International Council of Shopping Centres, (ICSC) for twelve years. During this time he has actively pursued the growth of education in South East Asia. He is Global Trustee and Executive Board Member of ICSC, Chairman of the ICSC Asia Pacific Advisory Board and Malaysian Director of ICSC.

JUDGES



KAREN CASE

*Executive Managing Director
President-Commercial Real Estate
The PrivateBank*

Karen Case is Executive Managing Director and President-Commercial Real Estate of The PrivateBank, responsible for the business unit that develops and manages banking relationships with dynamic and growing commercial real estate developers, owners and operators, financing construction, acquisition and redevelopment of commercial and residential projects across the country. Ms. Case is a member of The PrivateBank's Operating, Executive, Management, Asset and Liability, Credit Policy, CRA and Loan Committees. As March 31, 2017, the Company had 36 offices in 13 states and \$20.4 billion in assets. In 2016, PrivateBancorp announced plans to merge with CIBC, a leading Canadian bank. The transaction is expected to close by the end of the second quarter 2017, pending regulatory approval and other customary closing conditions.

Ms. Case earned her MBA from The University of Chicago and a BS in Business Administration from Washington University in St. Louis. She currently serves on the boards of Community Investment Corporation, International Council of Shopping Centers, JDRF Illinois Chapter (Lifetime board member), JDRF International (Chancellor), Rush University Medical Center and TimeLine Theatre.

JUDGES



CARL GOERTEMOELLER

Chief Business Development Officer Viking Partners

Carl L. Goertemoeller is Chief Business Development Officer at Viking Partners, a private equity real estate investment firm based in Cincinnati, Ohio, focused on the acquisition and value maximization of retail real estate throughout the Midwest and Southeast United States.

In March of 2016, Mr. Goertemoeller retired after a sixteen-year career at Macy's, Inc., most recently serving for seven years as Senior Vice President of Real Estate, where he was responsible for leading the development and implementation of both Macy's and Bloomingdale's corporate-wide real estate program.

Prior to joining Macy's, Mr. Goertemoeller was Vice President of Development at Simon Property Group, a global leader in retail real estate ownership, management and development. Mr. Goertemoeller spent fifteen years with the company, holding numerous development positions within both the regional mall and open-air center divisions. Before joining Simon Property Group, Mr. Goertemoeller held Research and Financial Analyst positions at both Federated Department Stores and General Electric Corporation.

Mr. Goertemoeller was elected to the Board of Trustees of the International Council of Shopping Centers in 2010 and served on its Executive Board from 2013 to 2016. Mr. Goertemoeller also serves on the Board of Directors of the Downtown Cincinnati Improvement District and Board of Executive Advisors in Real Estate for the University of Cincinnati. He previously served on the Board of Directors of Downtown Cincinnati, Inc.

Mr. Goertemoeller has served in a variety of service and community capacities including the Board of Directors of the Metropolitan Center of Indianapolis (1997-2000), United Way of Cincinnati Neighborhoods and Community Council (2002-2003) and as Chairman of Macy's United Way Corporate Campaign in 2004.

Mr. Goertemoeller graduated from the University Of Cincinnati College Of Business Administration in 1979 and received an M.B.A. from Miami University in Oxford, Ohio in 1980.

JUDGES



GORDON "SKIP" GREEBY, JR.

President
The Greeby Companies, Inc.

Gordon T. "Skip" Greeby, Jr. P.E., CDP, CRX (skip@greeby.com, W: 847-604-8776) is President of The Greeby Companies, Inc. in Chicago, IL. With offices throughout

the United States and global partnerships, Skip has directed his company's efforts since 1978 relevant to third party development management, project management and tenant coordination services. Of particular note is his work for publicly held and private developers alike, providing Owner's representative services for over 400 MSF of retail, high-rise office, corporate headquarters, and industrial development throughout the United States. All such services are provided through a national network of design and construction professionals located in 35 major metropolitan areas throughout the country.

Mr. Greeby is an International Council of Shopping Centers (ICSC) Past Trustee (2007-2013), a past CenterBuild Conference Chairman, Chair of the ICSC United States Design and Development Awards Jury, past Chair of the ICSC CDP (Certified Development, Design and Construction Professional) Admissions and Governing Committee, Chair of the ICSC CRX (Certified Retail Property Executive) Admissions and Governing Committee, a JTR Global instructor, and past Dean at the ICSC University of Shopping Centers. He is the 1999 recipient of ICSC's Board of Trustees Distinguished Service Award.

Skip has a Bachelor of Science (BS) from the U.S. Military Academy at West Point (1968), a Master of Science (MSCE) from Stanford University in Soil Mechanics & Foundations Design (1971), and a second Master of Science (MSCE) from Stanford University in Construction Management (1972). He is a registered professional engineer (P.E.) in Illinois.

JUDGES



DAVID HENRY

Senior Advisor
Kimco Realty Corporation

David B. Henry is the retired Vice-Chairman (2001-2016) and CEO (2009-2016) of Kimco Realty Corporation, a NYSE REIT that is North America's largest publicly traded owner and operator of open-air shopping centers. As of March 31, 2017 the company owned interests in 517 shopping centers comprising 84 million square feet of leasable space across 34 states and Puerto Rico.

Before joining Kimco Realty, Mr. Henry was Senior Vice President & Chief Investment Officer at GE Capital Real Estate. Mr. Henry spent 23 years with the company and was responsible for pension advisory activities and investment policies and strategies in the U. S. and international markets. Mr. Henry was also chairman of the Investment Committee and a member of the Credit Committee.

Mr. Henry graduated from Bucknell University in 1971 with a B.S. in Business Administration, and received an M.B.A. in 1973 from the University of Miami. He currently serves on the boards of HCP, Inc. (NYSE: HCP), VEREIT (NYSE: VER), Tanger Factory Outlet Centers (NYSE: SKT), Columbia Property Trust (NYSE: CXP) and Fairfield County Bank, a Connecticut mutual savings bank.

Mr. Henry is also the Co-Founder of Peaceable Street Capital, a preferred equity lender for income producing commercial real estate properties. Mr. Henry is a past trustee and served as 2011-2012 Chairman of ICSC (International Council of Shopping Centers), and was a former Vice-Chairman of the Board of Governors of NAREIT (National Association of Real Estate Investment Trusts) and a former member of the Executive Board of the Real Estate Roundtable. Mr. Henry also currently serves on the real estate advisory boards of New York University, Baruch College, and ALTO Real Estate Funds.

JUDGES



ELIZABETH HOLLAND

Chief Executive Officer/General Counsel
Abbell Associates, LLC

Elizabeth I. Holland is the Chief Executive Officer and General Counsel of Abbell Associates, a seventy-five year old private real estate investment, development and management company with an approximately 4.5 million/sf portfolio, comprised of shopping center, office, and enclosed mall properties. She is responsible for overseeing all business and legal matters, including development, financing, leasing, capital and construction projects, and investor and tenant relations. Ms. Holland is active in the International Council of Shopping Centers, serving as the first Vice Chairman (2015-2016), and the fourth woman Chairman (2016-17); a member of the Executive Board, and the Board of Trustees. Ms. Holland is also a member of the Urban Land Institute (ULI) and a member of the Commercial & Retail Council - Blue.

Prior to joining Abbell, Ms. Holland was a Senior Staff Attorney with the National Bankruptcy Review Commission, a Congressional commission charged with making recommendations to the Bankruptcy Code. Previously, Ms. Holland was a restructuring and business reorganization attorney with the law firm of Skadden, Arps, Slate, Meagher & Flom in New York. Prior to becoming an attorney, Ms. Holland was a fixed income portfolio manager at Brown Brothers Harriman & Co. in New York.

JUDGES



RICHARD KUHLE

*Chairman and Chief Executive Officer
Vestar*

Rick Kuhle is a founding principal, Chairman and CEO of Vestar. Through his leadership, Vestar has become a nationally recognized shopping center acquirer and developer who owns and manages over 26 million square feet of retail space in the western U.S. Under his stewardship, Vestar has acquired and developed over \$8 billion dollars' worth of high profile developments in the U.S. He has a master's degree in Business Administration from Arizona State University and an undergraduate degree in History from Utah State University. Kuhle serves on municipal boards in metropolitan Phoenix, is currently on the United Way Board of Directors, and the past Chairman of the Phoenix Children's Hospital Board. In 2009 he was inducted into the W.P. Carey School of Business Hall of Fame at Arizona State University.

Rick and his wife, Shelley, have been married over 24 years and reside in Paradise Valley, Arizona. They have four children. He enjoys hiking, biking and skiing.

JUDGES



KENNETH LAMY

*Founder, President and Chief Executive Officer
The Lamy Group, LTD and DataPoint
International, LLC*

Kenneth S. Lamy, is Founder, President & CEO of The Lamy Group, LTD and DataPoint International, LLC. Mr. Lamy has 30 plus years of deep experience in commercial

& retail real estate and considered a global expert on retail leases, including rent, sales analysis, and revenue/data verification, tenant sales audits, analytics and compliance examinations. LAMY clients represent a broad spectrum of private / public Retail / CRE companies and REITs that own or manage thousands of properties including 1.5 plus billion square feet of GLA.

Lamy has been an active member (Since 1980) of the International Council of Shopping Centers and a recipient of ICSC's prestigious Trustee Distinguished Service Award. He holds the Certified Retail Property Executives (CRX) designation (Inaugural class) and a member of numerous global committees. He is an ICSC Ambassador and faculty member of various ICSC schools. Lamy has contributed to numerous articles and technical books internationally. Board, volunteer and speaker roles: National Association of Real Estate Companies (NAREC), Institute of Real Estate Management (IREM), Urban Land Institute (ULI) and National Association of Real Estate Investment Trusts (NAREIT).

Mr. Lamy is a graduate of Holy Cross School (New Orleans), graduated Magna Cum Laude from St. Edward's University and earned an MBA Degree from Tulane University. He has served on various Boards (Trustee / Regent / Director) of secondary and higher education institutions and several non-profit organizations over the years. He and his wife, Sharon live in metro New Orleans and have two grown children.

JUDGES



STEPHEN LEOVITZ

*President and Chief Executive Officer
CBL & Associates Properties, Inc.*

Stephen Lebovitz is President and Chief Executive Officer of CBL & Associates Properties, Inc., based in Chattanooga, TN (NYSE: CBL). CBL is one of the largest retail REITs in the country, with a coast-to-coast portfolio comprised of more than 80 million square feet. Mr. Lebovitz joined the Company in 1988, founding CBL's New England office. He has served as a director of the Company since the completion of its initial public offering in November 1993 and has led numerous areas of the company since then including development and acquisitions. Before joining CBL, Mr. Lebovitz was affiliated with Goldman, Sachs & Co. from 1984 to 1986.

Mr. Lebovitz is immediate Past President of the International Council of Shopping Centers (ICSC) where he has been an active volunteer and leader including past Trustee and Divisional Vice President. He is a member of the Board of Governors of the National Association of Real Estate Investment Trusts (NAREIT) and a member of the Real Estate Roundtable. He is a Trustee of Milton Academy, Milton, Massachusetts and has held various leadership positions with Boston Children's Hospital, Combined Jewish Philanthropies of Boston and the Boston Jewish Family & Children's Service. Mr. Lebovitz holds a Bachelor's degree from Stanford University and a Master of Business Administration degree from Harvard University.

JUDGES



JAMES MATANKY

Chief Executive Officer
Matanky Realty

James E. Matanky of Chicago, Illinois, is Chief Executive Officer of Matanky Realty. Mr. Matanky is the immediate past Chairman of the Illinois state planning committee of the International Council of Shopping Centers (ICSC) and is ICSC Certified in Executive Leadership (CRX), Leasing (CLS), Development (CDP), Shopping Center Management (CSM) and Marketing (CMD). He is a member of the ICSC Open Air Committee and the Nexus Conference Committee. He currently serves as the North American Chair of the ICSC Ambassador Program and is the Midwest Divisional Operations Chair. James regularly participates as a panelist for both the ICSC and the Urban Land Institute. He served on both the Illinois and the Chicago Food Marketing Task Force, is on the steering committee of Chicago Trend, an advisory member of the Chicago Federal Reserve and is Chairman of the Chicago Stockyard Commission. James was honored as a recipient of the Chicago Neighborhood Developer of the Year Award multiple times for his work in underserved communities. James graduated from Cambridge University with an honors degree in Law. He has received the Distinguished Alumnus Award from the University of Illinois, College of Law and is an Honorary Fellow of the Hebrew University of Jerusalem.

JUDGES



JAMES MAURIN

Founder and Past-Chairman Stirling Properties

Mr. Maurin is one of the founders of Stirling Properties and served as its Chairman from 1992 thru 2012.

He is a Member of the International Council of Shopping Centers (ICSC) Board of Trustees and PAC and served as its Chairman for 2004-2005. Currently Mr. Maurin serves on the Board of Ochsner Health System and is a Past Chairman the Board. He also serves on the Board of Highland-Cashiers Hospital. Mr. Maurin was a Founding Trustee of Blueprint Louisiana, Past Chairman and currently serves on its Executive Committee. Maurin is the Past Chairman of the Tiger Athletic Foundation (TAF); Member of the LSU Foundation, currently serving as Chairman of the LSU Real Estate and Facilities Foundation; and Board Member, LSU College of Business Dean's Advisory Council.

Mr. Maurin is a Member of the Board of Trustees of The National World War II Museum. He is a Past Chairman and Member of the Board of Directors of the Northshore Community Foundation; Past Chairman, Urban Land Institute (ULI) Louisiana District Council; Member of the Small Scale Development Council of the Urban Land Institute; Member and Past Chairman of The Young Presidents Organization (YPO Gold) Louisiana Chapter; Member of the Chief Executives Organization (CEO); and Member of the Tulane University Freeman Business School Council.

Mr. Maurin graduated in Aerospace Engineering from LSU in 1970. He received an MBA from Tulane University in 1972 and began his business career as a CPA with the international accounting firm of Ernst and Ernst. He has been active in commercial real estate development and the shopping center industry for over 40 years.

JUDGES



MARTY MAYER

*President and Chief Executive Officer
Stirling Properties*

Marty Mayer has served as President and Chief Executive Officer of Stirling Properties since 2002.

Stirling Properties is one of the most diversified full-service commercial real estate companies in the country, utilizing a team of trusted experts in brokerage, development and redevelopment, acquisitions and investments, and property and asset management over a wide array of property types across the Gulf South region.

Mayer is affiliated with numerous industry and business organizations, including International Council of Shopping Centers (ICSC), Urban Land Institute (ULI), Greater New Orleans, Inc., Louisiana Association of Business & Industry (LABI), and Bureau of Governmental Research, where he serves in various leadership roles.

He is also involved in many economic development and entrepreneurial movements throughout the greater New Orleans area and the Gulf South region.

Mayer was recently inducted into the Junior Achievement of New Orleans' Business Hall of Fame, and has been honored by the Young Leadership Council of New Orleans as one of the Top 25 Role Models of the Year.

JUDGES



JOHN MORRISON

President and Chief Executive Officer Choice Properties REIT

Mr. John Morrison is the President and Chief Executive Officer of Choice Properties REIT and has over 35 years' experience in the commercial real estate industry, primarily in retail real estate.

Prior to his appointment as President and Chief Executive Officer of Choice Properties REIT, Mr. Morrison was President and Chief Executive Officer of Primaris Retail Real Estate Investment Trust from 2009 to 2013. Prior to serving in that role, Mr. Morrison was President, Real Estate Management, at Oxford Properties Group responsible for industrial, multi-family residential and shopping centre properties.

Mr. Morrison is a Trustee of Automotive Properties REIT, a past Trustee for the International Council of Shopping Centres, and currently serves on the Board of Directors for the ICSC Foundation and other committees. He is also former Vice Chairman of the Urban Land Institute Toronto District Council, currently chairs the Ryerson University Real Estate Advisory Council and holds the Institute of Corporate Directors designation.

JUDGES



GARY RAPPAPORT

Chief Executive Officer Rappaport

Gary D. Rappaport is Chief Executive Officer of Rappaport, a retail real estate company he founded in 1984. Rappaport provides leasing, tenant representation, management and development services for approximately 15.4 million square feet.

Rappaport's portfolio includes more than 60 shopping centers and ground floor retail in some 125 mixed-use properties, both residential and office, located primarily throughout the mid-Atlantic region. Mr. Rappaport is Principal Partner for approximately 4.5 million square feet of the shopping centers managed by Rappaport.

A former Chairman and Trustee of the International Council of Shopping Centers (ICSC), Mr. Rappaport is the only Chairman to date to hold all five ICSC designations, CRX, CMD, CSM, CLS and CDP. He has served on ICSC's Executive, Executive Compensation, Nominating, Government Relations, Long Range Planning and PAC committees. Mr. Rappaport continues to lobby at the state and federal government levels on many issues important to the shopping center industry.

Mr. Rappaport is committed to sharing his knowledge and experience as an entrepreneur and has authored two editions of "Investing in Retail Properties," which explains how to structure real estate partnerships for sharing capital appreciation and cash flow. The information contained in the book is the basis for classes he teaches for ICSC's University of Shopping Centers and as an annual guest instructor at Johns Hopkins, Georgetown, American and George Mason Universities as well as the University of Michigan and Georgetown Law Schools.

JUDGES



BEVERLY RICKS

Principal
Retail Property Solutions, LLC

With a long career in the commercial real estate arena, Beverly Ricks is the Principal of Retail Property Solutions, LLC. In this role, Beverly has provided a variety of retail real estate advisory services over the past twelve years to developers, owners and municipalities. These services have included strategic planning; asset positioning; retail viability assessment; anchor store negotiations; site planning; ground-up development; redevelopment; merchandise mix; due diligence; and value enhancement, preservation or recapture strategies.

Prior to forming Retail Property Solutions in 2005, Beverly enjoyed a thirty-year career with Equitable Real Estate Investment Management, Inc. one of the premier real estate investment advisory firms and its successor, Lend Lease Real Estate Investment Management, Inc. At Equitable, she worked in both debt and equity across all asset classes, focusing exclusively on retail asset class for the final 13 years there.

Beverly holds a BS in Real Estate from Indiana University. As an active member and Past Trustee of the International Council of Shopping Centers, she holds the CRX, CSM, and CLS certifications. Until June 2012 she served a six-year term on the Board of Directors for the ICSC Foundation and will be rejoining the Board in May 2017 as Chair of the Education Committee. She has been a faculty member of the ICSC Executive Learning Series, University of Shopping Centers and The John T. Riordan School for Professional Development. Additionally, she has been active on numerous ICSC committees and conference panels.

JUDGES



DUANE STILLER

Founder and President Woolbright

Duane Stiller has always believed in making Florida's places better. He founded Woolbright in 1985, and from the beginning he established industry knowledge, personal service and innovation as core values for the Woolbright team. Mr. Stiller built Woolbright Development into one of the fastest growing retail real estate companies in Florida, and during the last decade the firm acquired 56 retail projects totaling 8.5 million square feet. Historically, Woolbright's typical projects consisted of redevelopments of existing shopping centers located in Florida's densely populated metro areas. Recently, ground-up developments have been incorporated into the Woolbright project mix and this successful combination has helped make Woolbright Development one of the largest acquirers, managers and top 10 owners of retail real estate in Florida.

Duane Stiller was born in Syracuse, NY and moved to Florida in 1970 where he has been a keen observer and active participant in Florida's real estate market for more than three decades. After graduating from the Cornell University College of Engineering, Mr. Stiller began his career with Traveler's Asset Management International Corporation as director of property management. He is a licensed real estate broker and licensed general contractor. Mr. Stiller is a visiting Professor at Cornell University and frequent lecturer at University of Florida and Florida State University.

Duane Stiller is proud to call Boca Raton, Florida home where he resides with his wife, Dalia, an architect, art enthusiast and Trustee at Cornell University, and his daughter, Cristina, a Cornell University student and aspiring journalist and writer.

JUDGES



JOHN SWAGERTY

Senior Vice President for Development
Acadia Realty Trust

John Swagerty, Senior Vice President for Development, joined Acadia Realty Trust in 2011 and oversees all value-add development activities across Acadia's core and fund operating platforms, which include street-retail properties and suburban shopping centers. Mr. Swagerty is responsible for all aspects of the value-add process, including entitlements and permitting, concept design, leasing and construction coordination, and financial projections and reporting. Prior to Acadia, Mr. Swagerty served as Vice President of Retail Development for Forest City Enterprises, overseeing the development process of large-scale, complex urban projects. Mr. Swagerty received a BA from Yale University and a M.S. in Real Estate Development from New York University.

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NOTES

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