

## **SPEAKER BIOGRAPHIES**

**Eric Almquist**, CSM is the Senior Vice President, Asset Management for General Growth Properties, Inc. (GGP) where he is actively engaged in the daily management and operations of GGP's portfolio of 130+ regional malls and lifestyle centers. He directly oversees budgeting and capital planning, contracted services, and purchasing for the company. During his 21+ year career Eric has served in Management, Development and Asset Management capacities and has been involved in the development and management of numerous successful projects including super regional malls, lifestyle centers and mixed-use projects. In addition, Eric has served as a regional manager overseeing a portfolio of 16 regional mall properties in a six state area, and he has worked with numerous third party owners and partners during his career.

As the Senior Development Director for GGP, he was responsible for leadership of internal and external project teams on several new developments and redevelopments. He has performed pro forma budgeting, coordinated site selections and opportunity analyses, performed anchor store negotiations, negotiated entitlements, and managed numerous projects. Previously he oversaw the Grand Opening, operations and marketing for Jordan Creek Town Center (West Des Moines, IA), the most successful grand opening in General Growth's first 50 years, as the Senior General Manager.

As the Vice President and General Manager for Urban Retail Properties Company he set up all operations and coordinated the Grand Openings for three highly successful ground-up projects -- Brandon TownCenter (Brandon, FL), Citrus Park Town Center (Tampa, FL), and Galleria at Roseville (Roseville, CA). He was also the initial General Manager of Bay Street Emeryville (Emeryville, CA), a mixed-use project near Oakland, for Madison Marquette Realty Services.

He holds a Bachelor of Arts degree from Iowa State University and a Masters in Business Administration (MBA) with certificates in Management, Marketing and International Business, from the University of South Florida.

Eric is currently serving on the ICSC CSM Admissions and Governing Committee, which oversees the ICSC CSM Professional Designation. Eric has received one MAXI Award and one MAXI Merit Award from the ICSC, and he has served as a panelist at several ICSC and industry conferences. He also holds, or has held, real estate licenses in Texas, Florida, Iowa and Illinois. He is currently the Chairman of the Board of Pi Kappa Phi Properties, the student housing arm of Pi Kappa Phi Fraternity. He also serves on the Advisory Board of the Iowa State University, College of Business, Department of Management and Marketing.

**Anirban Basu** One of the Mid-Atlantic region's most recognizable economists, Basu shares his insights and analysis with SGP clients on a wide variety of topics that affect the business of health care. As SGP's Chief Economist and Chairman/CEO of Sage Policy Group, an economic and policy consulting firm, Basu has written several high-profile economic development strategies. In recent years, he has focused upon health economics, the economics of education and economic development. He currently lectures at Johns Hopkins University in micro-, macro-, international and urban economics. In 2007, Basu was selected by the Daily Record newspaper as one of Maryland's 50 most influential people. The Baltimore Business Journal named him one of the region's 20 most powerful business leaders in 2010.

Basu is involved with numerous organizations in a voluntary capacity, including serving as a Baltimore City Public School System board member and as a board member to the Baltimore Children's Museum and to the Baltimore School for the Arts. Basu is also on the board of First Mariner Bank. He is also chairman of the Baltimore County Economic Advisory Committee and economic advisor to the Baltimore-Washington Corridor Chamber of Commerce.

Basu earned his B.S. in Foreign Service at Georgetown University in 1990. He earned his Master's in Public Policy from Harvard University's John F. Kennedy School of Government, and his Master's in Economics from the University of Maryland, College Park. His Juris Doctor was earned at the University of Maryland School of Law in 2003.

**Dawn M. Becker, J.D.** has been the Chief Operating Officer of Federal Realty Investment Trust since February 2010 and Executive Vice President since 2005 and Secretary and General Counsel since April 2002. Ms. Becker joined Federal Realty in 1997. Ms. Becker is responsible for directing the strategy and day-to-day activities of the Trust's real estate portfolio and also advises the Trust's Board on corporate governance issues. As the Trust's General Counsel and Secretary since April 2002 she is responsible for all of the Trust's legal matters relating to acquisitions, dispositions, development, financing, securities, and corporate governance.

Ms. Becker served as Senior Vice President at Federal Realty Investment Trust from February 2003 to February 2005. She served as the Vice President, General Counsel and Secretary at Federal Realty Investment Trust from 2002 to February 2003. Ms. Becker served as the Vice President-Real Estate and Finance Counsel at the Federal Realty Investment Trust from 2000 to 2002. She served as the Senior Legal Counsel at Federal Realty Investment Trust from 1997 to 2000. Ms. Becker served as Attorney at Andrews & Kurth LLP from 1993 to 1997, Davis Wright Tremaine from 1992 to 1993, Bingham Dana & Gould from 1991 to 1992, and Shaw Pittman LLP from 1988 to 1991, practicing law in the real estate and creditors rights areas. She is a member of the International Council of Shopping Centers and the Urban Land Institute. Ms. Becker holds a Juris Doctorate from Stanford University School of Law and a Bachelor of Arts in economics from Bucknell University.

**Elaine Berger, CLS** is the Senior Vice President of Specialty Leasing and Partnership Marketing for Pennsylvania Real Estate Investment Trust (PREIT). She oversees the development and management of Specialty Leasing and the Partnership Marketing for PREIT's portfolio. These departments are responsible for the leasing of retail merchandising units, kiosk, short-term in-line stores, and non-traditional retail vehicles; as well the selling of non-traditional advertising and branding opportunities. She has extensive experience in the shopping center and retail industries in Specialty Leasing, Marketing, Management, and Visual Merchandising. Ms. Berger joined PREIT in 1991 to implement and develop a Specialty Leasing program for the company. Prior to joining PREIT, Ms. Berger worked for Westfield, Inc. as a Specialty Leasing Director, and as an Assistant General Manager for Garden State Plaza. Previously, she was a Marketing Director for Kravco, Co., and a special events and publicity manager for Abraham & Straus Department Stores.

Recognized as an industry leader, Elaine Berger has been an active member of ICSC and over the past 24 years, she has spoken at numerous conferences including ABRACE in Brazil, RECon in Las Vegas, ICSC's Fall Conference, Temporary Tenant Conference and various regional conferences. Additionally, she taught leasing and specialty leasing for seven years at the ICSC John Riordan School for Professional Development and at the University of Shopping Centers. Currently a member of the ICSC CLS Committee, she has also been a member of the planning committee for the ICSC Temporary Tenant Conference for numerous years (including Co-Chairman of the 1997-1998 conferences) and for the Fall Management/Marketing Conference Committee. She has also appeared on CNBC's show "*How to Succeed In Business*".

**Kenneth F. Bernstein** is the President and Chief Executive Officer of Acadia Realty Trust, which he co-founded in 1998. Acadia Realty Trust is a real estate investment trust specializing in the acquisition, redevelopment and management of open air retail properties. Acadia owns, or has ownership interest in, and operates over 100 properties totaling approximately 10 million square feet.

Under Mr. Bernstein's leadership for the 10 year period ending December 31, 2009 Acadia achieved annual shareholder returns of 18%. Additionally Acadia has successfully executed its growth initiatives through a series of strategic acquisition funds, AKR Funds I, II, and III, enabling the organization to acquire over \$3 billion of real estate across the United States.

Prior to his appointment as CEO in January of 2001, Mr. Bernstein served as President of Acadia with responsibility for all investments and day-to-day operations of the Company. He previously served as Chief Operating Officer of RD Capital until its merger with Mark Centers Trust in 1998, creating Acadia Realty Trust. From 1986 until 1990, Mr. Bernstein was an associate with the New York law firm of Battle Fowler, LLP.

Mr. Bernstein received his BA from the University of Vermont and his JD from Boston University School of Law. Mr. Bernstein is co-chair of ICSC's Open-Air Center Committee. He also is an active member of National Association of Real Estate

Investment Trusts (NAREIT), Urban Land Institute (ULI), and the Real Estate Roundtable, where he is currently Chairman of the Tax Policy Committee. Mr. Bernstein is also a member of the Young President's Organization (YPO), where he was the founding chairman of the Real Estate Network and currently sits on the Board of Advisors. He is a member of the Board of Trustees of BRT Realty (NYSE:BRT).

**Stephen H. Bittel** is the Chairman and founder (1980) of Terranova Corporation, leading a team of professionals in the ownership and operation of a commercial real estate portfolio valued at nearly \$1.0 billion; graduated magna cum laude from Bowdoin College, 1978; law degree from the University of Miami School of Law, 1982; founded Petroleum Realty Investment Partners in 1999; twice Chair of the ICSC Open Air Centers Conference; served on ICSC Capital Marketplace Program Committee and ICSC Florida Conference Program Committee. A Miami native, Mr. Bittel has been a member of the United Jewish Committee Young Leadership Cabinet, the Florida Bar Association, the Mortgage Bankers Association, the Young Presidents Organization (past Chairman of the Miami Chapter, the Real Estate Round Table, and past Co-Chair of the Miami Chapter of WPO); served as Director on the Boards of the Community Partnership for the Homeless, the Miami-Dade Expressway Authority, and the Jackson Memorial Hospital Foundation; served as Trustee member for the Greater Miami Chamber of Commerce, United Way of Miami-Dade and Temple Beth Am; has written numerous articles on real estate matters and spoken at professional conferences throughout the United States and Europe; in 2005 was awarded the South Florida Business Journal "Ultimate CEO" award. Bittel is Board member and Vice Chairman of Development of the National Jewish Democratic Council; has led the Greater Miami Jewish Federation's Washington Mission in 2009 and 2010; and is an At-Large member of the Democratic National Committee, serving on the Rules and Bylaws Committee. Bittel currently serves on the Boards of Teach for America and Great Lakes Dredge and Dock, the largest dredging company in the United States.

**Eric C. Buckner** is the Senior Director, Energy for General Growth Properties. He has been employed by General Growth for over 30 years, including his time spent with the acquired Rouse Company. Throughout his career, he has served the company in its Accounting, Operations, and Finance departments. Currently overseeing the Energy functions, Eric has developed and directs a sophisticated procurement process for electricity and natural gas. He also has provided oversight in the company's effort to manage energy more efficiently and has developed programs that have enabled electricity consumption reductions in excess of 20% since the programs were enacted in 2006. Eric has also provided direction to the property teams in management of peak demand, demand ratchet cost, and power factor improvement. He serves on the ICSC Property Efficiency Scorecard Steering Committee.

**Joseph F. Coradino** is Chief Executive Officer of Pennsylvania Real Estate Investment Trust (PREIT). He is a leading executive in the commercial real estate industry, and has been at PREIT and a predecessor company for three decades. In his former role as President of PREIT Services, which he held since 2004, he was responsible for driving ongoing improvement in the operating and sales performance of the Company's mall portfolio, which is comprised of over 33 million square feet of commercial real estate in 14 states. He has also served for 6 years as a member of PREIT's Board of Trustees. Mr. Coradino initially joined PREIT when it merged with The Rubin Organization, where he was President of the Office Division, in 1997.

Widely recognized as leading executive in the Mid-Atlantic region, Mr. Coradino is a Trustee of The University of the Arts in Philadelphia and serves on the Executive Committee of the Board of the Central Philadelphia Development Corporation as well as the Drexel University Center for Corporate Governance. He has also received several prestigious community leadership awards. Mr. Coradino graduated Magna Cum Laude from Temple University, with a Bachelor of Arts in Urban Studies, and holds a Master's Degree in Urban Planning from the University of Arizona.

**John M. Crossman** is President of Crossman & Company, one of the largest retail leasing, management, development, and marketing firms in the Southeastern U.S., with over 16 million square feet of properties located in Florida, Georgia, Alabama, South Carolina, and Tennessee. John supervises retail leasing and marketing initiatives for such notable clients as Publix, GE, PREIT, Florida Hospital, and Maury L. Carter & Associates and has recently completed similar services for The Villages. He has been in the real estate business for over 18 years and has been involved with more than \$1 billion in transactions. Prior to joining Crossman & Company, John was a principal at Trammell Crow Company. He also led the company's National Retail Council, which worked to advance the nationwide retail strategy.

John has been an active member of ICSC for over 18 years. He has also held a national-state or regional-level ICSC leadership position since 1997, including the ICSC Alliance Co-chair for the Southern Division and a member of the ICSC Foundation Board of Directors. John is a board member for the Central Florida chapter of NAIOP. He is also an executive board member for the University of Florida Bergstrom Center for Real Estate and as well as an executive board member for Florida State University Center for Real Estate Education. He was recently inducted in the Florida State University School of Business Hall of Fame.

As an active speaker and writer on national retail issues, John has been featured in *The Wall Street Journal*, *Forbes.com*, *Shopping Centers Today*, *Shopping Center Business*, *Florida Real Estate Journal*, *South Florida CEO*, *CBS News Radio*, *The Orlando Sentinel*, and each of the *Business Journals* throughout Florida, among others. Locally, John was recognized as a top producing broker numerous times as well as being named to the *Orlando Business Journal's* 30 Under 30, and both the *Orlando Business Journal's* and *Florida Real Estate Journal's* 40 Under 40 lists. John has also been nominated as *Orlando Business Journal's* Most Influential Businessman and Top 10 Businessmen to

Watch in Central Florida. John Crossman earned a Bachelor of Science in Real Estate from Florida State University and has been an Orlando resident for the past 20 years. He is a member of the ICSC NOI+: The Asset Management Conference Program Planning Committee.

**Paul C. Dougherty** is the founder and President of PRP Real Estate Investment Management. In this capacity he serves as the Chief Investment Officer for the firm and is responsible for the general oversight of PRP and PRP's real estate funds. Specifically, Mr. Dougherty is responsible for leading the company's strategic growth, managing its daily business operations, setting corporate strategy and maintaining and building relationships with investors and business partners. He also chairs the firm's Investment Committee. Mr. Dougherty is also the president of PRC, LLC, a boutique real estate investment bank headquartered in Washington, D.C. focused on providing creative solutions for our clients seeking to capitalize real estate assets.

Prior to founding PRP, Mr. Dougherty served as Managing Director of the Eastern Region of CBRE Capital Markets. While at CBRE, Mr. Dougherty developed and launched CBRE Realty Finance, Inc., a NYSE commercial mortgage REIT. Prior to CBRE, Mr. Dougherty was the national director of the Finance & Capital Markets Group for Insignia/ESG, Inc., which was acquired by CBRE in 2002. Over his career, Mr. Dougherty has been directly involved in the acquisition, disposition, financing and structuring of numerous real estate transactions totaling more than \$10 Billion in property value.

Mr. Dougherty was a founding director and formally served on the board and the director's loan committee for the Bank of Georgetown, the corporate board of Washington, DC's Children's National Medical Center, the board and the Executive Committee of the Children's National Medical Center Hospital Foundation, a former board member of the Starlight-Starbright Children's Foundation Mid-Atlantic and a founder and former board member of the First Tee of Washington, D.C. Mr. Dougherty is an active member of the Economic Club of Washington, the Pension Real Estate Association ("PREA"), a member of the PREA Reporting and Valuation Affinity Group, the Urban Land Institute ("ULI"), the International Council of Shopping Centers and the National Multifamily Housing Council.

**Erik Eliason** is the Chief Executive Officer of Storefront, which he co-founded in 2012. Storefront pairs Web-based retailers with short-term brick-and-mortar space. Storefront has coordinated pop-up shop deals on behalf of top ecommerce players such as StoreEnvy, as well as such boutique designers as Todd Snyder and Celestine. Storefront has facilitated rentals as short as a few days, and as long as four months.

**Paul W. Freddo** is the Senior Executive Vice President of Leasing and Development with DDR Corp. He joined DDR in August, 2008 as Senior Vice President of Development – Western Region and was promoted to his current role in December, 2008. Prior to joining DDR, Mr. Freddo served as Vice President and Director of Real Estate with JCPenney. He earned his Bachelor of Business Administration from Adelphi University. His professional and civic activities include: Past Member of the Board of Trustees of ICSC, former Trustee with the Plano Economic Development Board, a Board member with The Network, Director of The Legacy Association, member of the faculty of the ICSC University of Shopping Centers, and Chair of the NOI+.Conference. He was the chair of the 2012 NOI+ Conference Program Planning Committee and remains on the ICSC NOI+: The Asset Management Conference Program Planning Committee.

**Kenneth M. Gillett, SCSM** is Senior Vice President, Operations, for the Irvine Company. Previously, he was Senior Vice President, Property Management for Macerich's Western portfolio, which included the company's Southern California, Northern California and Pacific Northwest properties. Mr. Gillett's responsibilities at Macerich included 27 properties, including such high-performing centers as Carmel Plaza in Carmel-by-the-Sea, The Oaks in Thousand Oaks, Westside Pavilion in Los Angeles and Washington Square in Portland. Mr. Gillett has more than 25 years of retail and shopping center management experience. His professional career in the retail industry began as a manager of shoe store and then as the district sales manager for a chain of specialty gift stores. With his keen retailer perspective as a foundation, Mr. Gillett transitioned to the operational and development side of the retail industry. Mr. Gillett's career includes positions in specialty leasing, operations and property management.

Mr. Gillett received his Certified Shopping Center Manager (CSM) designation from ICSC in 1995 and his Senior Certified Shopping Center Manager (SCSM) designation in 2004. He graduated from the University of LaVerne with a Bachelor of Science degree in Business Administration.

**Amy Jo Hall, SCLS, SLD** is the Senior Director of Local Leasing for GK Development, Inc. leading the ancillary income and local permanent leasing initiatives for eight shopping centers across six states. Amy has enjoyed more than 15 years' experience in the real estate development industry in master planned communities, ground up development, strip centers and established regional shopping centers. She is active advocate of educational training and development, serving as an instructor, facilitator and moderator for various industry organizations including ICSC's webinars, Fusion Conference, NOI+ Conference, RECON Academy, University of Shopping Centers, and the U.S. John T. Riordan School for Professional Development. Amy holds a degree in psychology and is an active community leader participating as a board of director for several organizations. She was the co-chair of the 2012 NOI+ Conference Program Planning Committee and is on both the ICSC NOI+: The Asset Management Conference Program Planning Committee and the MOCIAL Conference Program Planning Committee.

**Jim Halliwell** is Managing Director of Acquisitions and Dispositions at Principal Real Estate Investors and has been with the firm for 16 years. He has been in the real estate industry for 26 years in areas of finance, asset management, workouts and equity production. At Principal, he is responsible for overseeing acquisitions and dispositions for the eastern half of the United States. He has been involved in equity transactions approximating \$9 billion dollars. This investment activity includes structuring joint ventures, forward purchases, portfolio purchases and single asset acquisitions. These activities cover the risk spectrum from development to stabilized properties and encompass the four main product types of office, multifamily, industrial and retail. Mr. Halliwell is also a member of the Investment Committee for Principal Real Estate Investors and a contributing writer to the firm's economic research team. Prior to Principal, Jim was a Senior Vice President at Signet Banking Corporation where he was in charge of the real estate workout area. He received an MBA from George Washington University and a bachelor's degree in Finance from Georgetown University. Jim is a member of the Urban Land Institute serving on the commercial and retail development council.

**Brad Hutensky** is the President and Principal of Hutensky Capital Partners a family of investment funds that invests in underperforming retail real estate by providing joint venture equity to strong operating partners and via loan and property purchases. He is also President of The Hutensky Group, a full-service shopping center company based in Hartford, CT.

Mr. Hutensky has served in many roles for ICSC and he served as Chairman for 2012-2013. He has previously served on the Board of Trustees where he was Eastern Division Vice President and a member of the Executive Committee. He is also past council chair of the Urban Land Institute and serves on a number of community boards. Mr. Hutensky holds an MBA from Harvard University and an A.B. from Dartmouth College.



**Stephen Hutto, CDP** has a successful history in developing, operating, leasing and managing real estate assets. Mr. Hutto is currently the Vice President of Development for TDI Real Estate for the Northeast and Mid-Atlantic markets. In his role, he focuses on multifamily and mixed-use developments which include the entire development cycle from the inception of the idea, securing entitlements, financing, implementing operations through disposition.

Prior to joining TDI, Mr. Hutto was the Director of Retail for an \$11 Billion dollar publicly traded multifamily REIT, AvalonBay Communities. Mr. Hutto was responsible for the retail operation of the company including pre-design, development, tenant construction, asset management of over 200 tenants, leasing and overseeing the internal and external staff, attorneys, architects, general contractors and real estate brokers. The portfolio consisted of 66 properties and 920,000 square feet of retail from the Northeast, Mid-Atlantic, California and the Pacific Northwest.

Prior to joining AVB, Mr. Hutto was and still is a Founder and the Managing Director for 40IM, LLC, a private real estate investment company. 40IM is backed by the former founders of the Staubach Company, the Principals who comprise Fairways Equities on a selective deal-to-deal basis.

Mr. Hutto started 40IM after leading acquisitions for a Manhattan based real estate private equity firm called Meridian Development Partners. While at Meridian, Mr. Hutto implemented his practical thesis from Columbia University's Masters in Real Estate Development program which was to become the basis of his business plan for Meridian and 40IM. Mr. Hutto also has experience as the former Director of National Retail Leasing for McCaffery Interests out of Chicago where he was responsible for the leasing of 2.5 million square feet of mixed-use development projects.

Mr. Hutto's career started in Dallas, TX as a multifamily analyst for Goldman Sachs/Archon Group. His duties involved setting the business plans and budgets for the Midwest region. After realizing Mr. Hutto was more on the transactional side of the business, he quickly moved on to work in corporate real estate advisory services and represented the likes of FedEx, Alcoa, EDS, Regions Bank and was able to assist DHL on their world headquarters relocation from San Francisco to Plantation, FL. Mr. Hutto's personal investment track record has included acquisition and reposition projects in multifamily and retail generating superior risk-adjusted returns and average IRR's in excess of 61%.

**Linda Johansen-James, CLS** is currently the CEO/COO of American Kiosk Management. She oversees in excess of 1200 employees and over 770 carts in the US and Canada representing Proactiv Skin Care and Sheer Cover Mineral Make-Up. She is responsible for setting the companies strategic direction and delivering on the company's mission to caring for customer's concerns. Linda joined AKM in 2002 and has held many positions within the company including: National Recruiter and Trainer, Executive Vice President, Chief Operating Officer and currently Chief Executive Officer and Chief Operating Officer.

Under Linda's leadership, the company has continued to have unprecedented growth and the company has become the largest Specialty Retailer in the world. Her strong leadership skills have lead AKM through their most successful years of business, and she continues to lead the company's growth and profitability. Her top priorities include strengthening and growing brands, maximizing sales while increasing profits and attracting and retaining top talent.

She is on the ICSC NOI+: The Asset Management Conference Program Planning Committee and is currently on the Education Committee for writing the criteria for the Global Certification for Leasing Managers. She also currently serves as Vice Chairman of the Camp Soaring Eagle Foundation, a medically based camping program for children with life threatening illness. Linda is also active with St. Jude Children's Research Hospital in many aspects and sits on the Leadership Council Board. Linda also support many other charitable organizations.

**Michael P. Kercheval** is the President and Chief Executive Officer of the International Council of Shopping Centers (ICSC). He joined ICSC in January 2000 and was elected to the position of President and CEO in May 2001, becoming only the third CEO in the association's almost sixty-year history.

ICSC is the global trade and professional association of the retail property industry, with some 60,000 members in more than 100 countries. ICSC provides research, education, advocacy and business-development resources to the individuals and companies who make up the world's shopping center and retailing industries. ICSC is a global association headquartered in New York City, with offices in Mexico City, Toronto, Beijing, Singapore, Dubai, Brussels, London and Washington DC. The organization has an annual budget of \$US70 million and full-time staff of 150.

An economist by training, Mr. Kercheval started his career at the Equitable Life Assurance Society of the U.S. in its investment research area. Over the years, he held a series of positions culminating with the title of Senior Vice President and Portfolio Manager of Equitable's U.S. \$12 billion commercial mortgage portfolio. Following the acquisition of Equitable Real Estate in 1997, by Lend Lease, Kercheval was named Principal and CEO of Lend Lease Latin American Realty Advisors, Ltd, operating in Buenos Aires, Argentina and Santiago, Chile.

Earlier in his career Mr. Kercheval worked on a series of public health and development projects in Central America, taught Urban Economics at Columbia University in New York City, and served as staff economist on the Colorado Governor's Blue Ribbon panel on Economic Growth Management.

A graduate of the University of Colorado with degrees in economics, political science, and international affairs, Kercheval earned his graduate degrees in economics from Columbia University, New York. He has authored research papers on international economics, real estate investment, and economic growth management.

Kercheval is the recipient of the German Council of Shopping Centers' 2011 Award of Excellence and was given the 2011 Outstanding Association Executive award by the New York Society of Association Executives, of which he is a past chairman. Kercheval is also active on the executive committee of the University of Florida Retail Program and serves on the boards of the Real Estate Associates Program (REAP), the ICSC Foundation and Amigos de las Americas. He is a member of the Zell/Lurie Real Estate Center of The Wharton School at the University of Pennsylvania, the Real Estate Roundtable, and the University of Colorado Real Estate Center National Advisory Board.

Mike, his wife Dana, and their two children reside near Princeton, New Jersey.

**Stephen D. Lebovitz** is President and Chief Executive Officer of CBL & Associates Properties, Inc, and has served as a director of the Company since the completion of its IPO in November 1993. He also serves as a member of the Executive Committee of CBL's Board of Directors. Headquartered in Chattanooga, TN, CBL is one of the largest owners of regional malls and shopping centers in the country with over 85 million square feet of properties in its portfolio. Since joining CBL in 1988, Mr. Lebovitz has served in various leadership positions in the company. Before joining CBL, Mr. Lebovitz was affiliated with Goldman, Sachs & Co. from 1984 to 1986. Mr. Lebovitz is currently a member of the Board of Governor's of the National Association of Real Estate Investment Trusts (NAREIT) and a past Trustee and Divisional Vice President of the International Council of Shopping Centers (ICSC). He is a Trustee of Milton Academy, Milton, MA and a member of the Board of Boston's Combined Jewish Philanthropies. Mr. Lebovitz is a graduate of Stanford University and Harvard Business School.

**Rick Lemmo** is a Senior Vice President for Caruso Affiliated. As Senior Vice President of Community Relations, Rick is the liaison for the Caruso Affiliated development team with key community members. In this crucial role, Mr. Lemmo and the development team work diligently to shape projects that respect each community's unique character and the spirit of its residents.

In order to better understand each area he serves, Mr. Lemmo becomes involved in numerous local organizations. He is a member of the Board of Regents for California Lutheran University, Chair of the Los Robles Hospital Regional Medical Center and Thousand Oaks Surgical Hospital Board of Directors, Past President of the Glendale Chamber of Commerce, Past Chair and current Executive Committee Member of the Greater Conejo Valley Regional Chamber of Commerce, President of the Downtown Glendale Community Benefit District, President of the Thousand Oaks Boulevard Association and Vice President of the Thousand Oaks Boulevard Business Improvement District, current Chair of Glendale Pops Orchestra Committee for the Glendale Arts Board of Directors, and founder of the Glendale Pops Orchestra, Board Member of the Agua Hedionda Lagoon Foundation in Carlsbad, CA and Board Member of the Tri-City Hospital Foundation in Oceanside, CA. In addition to being the Chair of the Thousand Oaks Traffic and Transportation Commission, Rick is member of a wide variety of charitable, arts and community service focused organizations. Being an active member of all of these entities builds and strengthens relationships that are important in monitoring the pulse of, and encouraging input from our communities. With his insight, Caruso Affiliated can better respond to each neighborhood's needs while also allowing him the opportunity to provide and enjoy public service both regionally and locally.

Prior to joining Caruso Affiliated nearly 14 years ago, Rick Lemmo spent 27 years in the broadcast industry. It is this entertainment-based experience that has thoroughly prepared him for working with a developer that delivers such unique properties. Destinations that are more than just places to shop, dine and be entertained, but places that become the center of a community where one can gather with family and friends.

Throughout his career, Mr. Lemmo has received numerous awards of achievement in business and community service, including "Business Person of the Year"-1999 (Conejo Valley Chamber of Commerce), Corporate Partner of the Year-2011/2012 (Glendale Chamber of Commerce), Rotarian of the Year-1999 (Thousand Oaks Rotary Club), Man of the Year-2006/2007 (Greater Conejo Valley Chamber of Commerce) and Man of the Year-2012/2013 (Glendale Chamber of Commerce).

**Rebecca Maccardini, SCMD** formed RMResources, LLC for the purpose of providing focused consulting for real estate, specializing in such diverse areas as center redevelopment and repositioning strategies, marketing and operation evaluation, communication effectiveness and corporate imaging. Ms. Maccardini, with a background in regional and superregional malls plus strip centers, provides clients with a broad-based understanding of consumer trends and customer motivation. She shares her expertise in new development, expansions, and re-developments, as well as on-going management and marketing for both corporations and individual properties.

She is a past member of the ICSC Fusion Conference Program Planning Committee, past Chairman of the ICSC Open-Air Conference Program Planning Committee, and is a current member of the NOI+: The Asset Management Conference Program Planning Committee. Ms. Maccardini is a Past Chairman of the International Council of Shopping Centers.

**Robin M. McBride** is Vice President – Mid-Atlantic Region Chief Operating Officer for Federal Realty Investment Trust. In this capacity, Ms. McBride directs the strategy and day-to-day activities for the Trust's Mid-Atlantic Region which includes properties located in the DC Metro Area – Maryland, DC and Virginia; Charlottesville and Richmond, Virginia and Chapel Hill, North Carolina, and Florida, totaling more than 7.3 million square feet. Ms. McBride joined the Trust in 2004 and has managed the development financial analysis department as well as asset managed the Trust's most complicated mixed-use development projects.

Ms. McBride has over 20 years of experience in real estate, retail asset management and accounting from prior positions with Ernst & Young, Lend Lease Real Estate Investments and KeyBank Real Estate Capital. She is also a certified public accountant and holds both a MBA from Georgia State University and a bachelor's degree in accounting from Florida A&M University. She is a member of the ICSC NOI+: The Asset Management Conference Program Planning Committee.

**Susan M. Mello** is a Managing Director with PREI. Ms. Mello recently transitioned into PREI's Specialized Funds Group, where she has assumed portfolio management responsibility for a series of closed-end real estate opportunity funds (PRECOs) along with responsibility for PREI's direct investment program initiative in the United States. Prior to this, she spent the last two years on PREI's transaction team, with joint oversight responsibility for the structuring, negotiation and management of PREI's US joint venture development investments, primarily in the multi-family space. Susan previously worked on PRISA II, a core-plus commingled fund, with responsibility for approximately 70 multi-family, retail and land investments and prior to that was a member of PREI's transaction team focusing on investments in retail and mixed-use developments throughout the United States.

Before joining PREI in 2006, Susan was a partner with the law firm of McCarter & English, LLP with offices throughout the Northeast, representing clients in business transactions, with extensive experience in structuring real estate development investments. She graduated with a B.S. Degree in Economics from Rutgers University, received her J.D. degree with High Honors from Rutgers School of Law-Newark and earned a Master of Laws degree in Taxation from New York University. She served as an adjunct professor of law at Rutgers University from 2000-2006, where she taught courses on The Taxation of Corporations and their Shareholders, and Tax-Exempt and Non-Profit Entities.

Ms. Mello is a member of ICSC, National Multi-Housing Council (NMHC), the Urban Land Institute (ULI) where she sits on an Urban Development and Mixed Used Council, and the Tax Policy Committee of the Real Estate Roundtable. She is a Past Dean of the ICSC University of Shopping Centers College of Asset Management. She is a member of the Board of Trustees of the College of St. Elizabeth in Florham Park, NJ.

**Mickey Papillon**, CSM is an accomplished Shopping Center Manager spending the past 12 years in the industry, focusing the majority of his career on mixed-use lifestyle centers. Currently, he is with Federal Realty Investment Trust as the General Manager of Santana Row in San Jose, CA. Previously he spent 6 years as the General Manager of Kierland Commons in Scottsdale, AZ, a Macerich property.

Mickey earned his Certified Shopping Center Manager designation in 2009 and was a featured presenter at a 2011 NAIOP conference on the rise of mixed-use developments. He was recognized as one of Scottsdale's top 20 young business leaders by Scottsdale Airpark News Magazine and has served as a board member for multiple organizations in the communities of his respective centers.

**Mark Peternell, B.E.P., LEED AP** is Vice President, Sustainability for Regency Centers, a Jacksonville, FL based public real estate investment trust and officed in the Denver, CO area. Regency Centers is a national developer, owner and operator of grocery-anchored neighborhood and community retail shopping centers with a real estate portfolio that encompasses over 450 high-quality properties. Peternell is responsible for implementing and evolving Regency's corporate sustainability and green building initiatives – *Greengenuity*. Prior to Regency, Peternell worked for Forest City Enterprises' Commercial Group, where he was responsible for the development of the company's retail portfolio in Denver, including Northfield Stapleton. The project is one of the first shopping centers in the nation to successfully integrate Leadership in Energy and Environmental Design (LEED) certification into a new retail development. Peternell serves as a member of the United States Green Building Council's (USGBC) LEED for Retail Committee, International Council of Shopping Center's Environmental Subcommittee, and Real Estate Roundtable's Sustainability Policy Advisory Committee. Peternell attended the University of Colorado at Boulder and holds an MBA with a concentration in real estate, a Master of Science in Environmental Studies, and a Bachelor of Arts in Environmental Studies. He spoke at the 2009 ICSC Fusion Conference and is a long-standing member of the ICSC RetailGreen Conference Program Committee.

**Scott W. Price, SCSM**, who has more than 25 years of experience in the retail management industry, is Vice President of Property Management for The Rappaport Companies. He currently oversees a staff of 20 property management professionals who handle the day-to-day operations for more than 8 million square feet of retail space in Maryland, Virginia and the District of Columbia.

In addition to department hiring and oversight, he is responsible for approving all tenant sign plans and property-related service contracts. He oversees the accounts payable processing for the department, manages property insurance policies and claims, coordinates the property budget review and approval process with the property managers, directs tenant lease compliance initiatives and serves as a point of contact for owners and asset managers. Scott is expert on asset preservation and curb appeal initiatives, which aid in enhancing property value.

Prior to joining The Rappaport Companies in 1994, Scott worked as a property manager for Goodman Segar Hogan in Norfolk, Virginia. He holds a Bachelor of Arts degree in Economics from the University of North Carolina. He is a Senior Certified Shopping Center Manager (SCSM) as designated by International Council of Shopping Centers. He has served on the Association's CSM Admissions and Governing Committee, the Mid-Atlantic Idea Exchange Program Committee, The Retail Green Conference Program Committee and the Property Efficiency Scorecard Committee. Scott has also participated as a panelist and facilitator for various ICSC conference sessions relating to sustainability.



**Kieran P. Quinn** joined Guggenheim Partners and its affiliate, Pillar Multifamily, LLC, in February, 2011. He is establishing a national platform to originate commercial and multifamily loans. He was formerly with Walker & Dunlop as Vice Chairman and Executive Vice President, where he managed the Capital Markets Group. In 2010, the group closed \$500 million in loans and generated \$4 million in fee income. From 2003 – 2009, he served as President, Chairman and Chief Executive Officer of Column Financial, Inc. and Column Guaranteed. Column Financial was originally a joint venture between Donaldson Lufkin & Jenrette (DLJ) and Equitable Real Estate. Column opened 18 offices in the U.S. and two offices in Canada. Credit Suisse acquired DLJ and Column in 2000. Column closed over \$50 billion in loans from 1993 – 2009 with 140 employees. Column Guaranteed was a Fannie Mae DUS lender that Column acquired in 2003. Column Guaranteed merged with Walker & Dunlop in 2009.

Mr. Quinn worked at Equitable Real Estate from 1990 – 1993, where he managed the Equitable Life portfolio in Atlanta, Philadelphia, New York and Washington. He worked as a Vice President of Finance at a private multifamily development company based in Atlanta from 1981 – 1990. He started his career at the First National Bank of Chicago from 1973 – 1980. He has an MBA from the University of Chicago and a BA from Villanova University. He is a Past ICSC Trustee and past Dean of the School of Finance, Accounting and Lease Administration of the University of Shopping Centers. Kieran Quinn is Director of the ICSC Foundation.

**Gary D. Rappaport, SCSM, SCMD, SCLS, SCDP** is President and Chief Executive Officer of The Rappaport Companies, a retail real estate company he founded in 1984. The Rappaport Companies provides leasing, tenant representation, management and development services for more than 13,000,000 sq. ft. The Rappaport Companies' portfolio includes more than 45 shopping centers and ground floor retail in some 100 mixed-use properties, both residential and office, located primarily throughout the mid-Atlantic region. Mr. Rappaport is Principal Partner for approximately 3.5 million square feet of the shopping centers managed by The Rappaport Companies. A former Chairman and Trustee of the ICSC, Mr. Rappaport is the only Chairman to date to hold all four ICSC designations, SCSM, SCMD, SCLS and SCDP. He serves on ICSC's Executive, Nominating, Government Relations, Long Range Planning and PAC committees and continues to lobby at the state and federal government levels on many issues important to the shopping center industry. Mr. Rappaport also serves on the Washington, D.C. Economic Partnership Board and served as an Entrepreneur in Residence at the Wharton School of the University of Pennsylvania.

Mr. Rappaport is committed to sharing his knowledge and experience as an entrepreneur and has authored "*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 Executive Learning Series and as an annual guest instructor at Johns Hopkins University and Georgetown University. He is the Chairman of the 2013 ICSC NOI+: The Asset Management Conference Program Planning Committee.

**Howard J. Riker** has worked in Hines' Washington, D.C. project office since 1992 and has been responsible for developing and redeveloping approximately 3.5 million square feet of office, retail, and residential development and 1.6 million square feet of office acquisitions. Development projects completed by Hines in Downtown represent many of the city's most significant office buildings, including Columbia Square at 13th and F Streets; Franklin Square at 13th and I Streets; and 600 13th Street. Through its ongoing acquisition efforts, Hines also has acquired several significant Downtown properties, including 700 11th Street, One Franklin Square, 1001 Pennsylvania Avenue, 1900 K Street and 1200 Nineteenth Street. None, however, compares to the \$700 million CityCenterDC mixed-use project that Hines is developing with an institutional investor and local development partners on the Old Convention Center site and which Riker oversees as project officer.

The landmark development will create a distinct world-class neighborhood that includes 520,000 square feet of office space, 458 apartments, 216 residential condominiums, approximately 300,000 square feet of retail, a 370-room luxury hotel, a park, a plaza, and pedestrian-oriented streets.

Riker has served on the board of the D.C. Building Industry Association, the Downtown D.C. Business Improvement District, the Golden Triangle Business Improvement District, the Penn Quarter Neighborhood Association, the LAYC Youthbuild Charter School and the Lowell School., and is a member of the Urban Land Institute, the International Council of Shopping Centers and Lambda Alpha. He received an undergraduate degree from Yale College and an MBA from Harvard.

**Christopher W. Roscoe, SCSM** is Senior Vice President and Retail Sector Head for Clarion Partners in Los Angeles. He began working in the real estate industry in 1972. He joined ING Clarion in 2004 (now Clarion Partners) and serves as Sector Head of Non-Mall Retail Asset Management with 38 years of retail experience. In this capacity, he oversees and directs 5 asset management teams in the U.S. and Mexico, representing 142 assets with a GLA of just over 35 million square feet. Mr. Roscoe became a Certified Shopping Center Manager (CSM) in 1977 and a Senior Certified Shopping Center Manager (SCSM) in 1995. He is also a frequent lecturer and teacher with ICSC at the University of Shopping Centers and an active member of ING's Global Retail Platform. He has a B.A. from the University of Puget Sound.

**David A. Sheets, P.E., CEM, LEED AP** has been the Energy/ Sustainability Engineer for a Department of Defense (DoD) Agency since 2009. As part of his duties, Dave is responsible for managing the energy and “greening” programs for a large (over 1 million sq. ft.) building in Washington DC and at facilities within the National Capital Region. Dave is a retired Army officer, who after retiring in 2003 became a Senior Fellow at the Army Environmental Policy Institute (AEPI). At AEPI, his portfolio included Army-wide efforts in sustainable practices, chemicals of emerging concern, energy and water conservation, and environmental issues/application of nanotechnologies. Dave has a BS in Chemical engineering from Drexel University, and an MS in Environmental Health Engineering from the University of Texas at Austin. He is a Professional Engineer, as well as a Certified Energy Manager (CEM), and a Leadership in Energy and Environmental Design Accredited Professional (LEED AP).

**Duane Stiller** founded Woolbright Development 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.

As Woolbright Development has grown, Mr. Stiller has taken his corporate philosophy of making Florida's places better and made it a core value of Woolbright Development's community service and philanthropic endeavors. His belief that thriving communities require strong cultural, educational and health care institutions has expanded the scope of Woolbright's definition of community development.

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.

**Charlotte B. Strain, CSM, CPM, CCIM, RPA** is Senior Vice President of Asset Management for The Rappaport Companies in McLean, VA. She serves as a lead company resource, working directly with current clients and third-party accounts toward the advancement of client relationships. In addition, Charlotte directs and oversees the day-to-day responsibilities of the Lease Administration and Property Management departments, which handle a portfolio of retail properties totaling more than 9 million square feet and some 1,500 leases. Charlotte brings more than 20 years of real estate experience, holding top-level positions with Jones Lang LaSalle, AvalonBay Communities, Inc., and Cambridge Asset Advisors, L.P. At AvalonBay Communities, she headed the retail division, directing and overseeing leasing, property management, asset management, development and lease administration functions for the retail portfolio. She has experience in office, residential, mixed-use and retail property types.

Charlotte is very active within the real estate industry and currently serves as an instructor for BOMI International, an independent institute for property and facility management education, teaching courses such as “Ethics is Good Business,” “Design, Operation and Maintenance of Commercial Buildings,” and “Real Estate Finance and Investments,” among others. She has also conducted international seminars on real estate development and business parks. Charlotte holds professional designations from the Institute of Real Estate Management, CCIM Institute, BOMI International and the International Council of Shopping Centers. She is a faculty member of the ICSC University of Shopping Centers, and member of the Program Planning Committee for NOI+: The Asset Management Conference.

**Will Teichman** is Director of Sustainability at Kimco Realty Corporation. He joined Kimco Realty Corporation in 2011, and serves as Director of Sustainability. As the largest owner of neighborhood and community shopping centers in the United States, Kimco’s portfolio includes 896 retail properties across the United States, Puerto Rico, Canada, Mexico and Latin America. In his role, Will leads the development, implementation and communication of the company’s sustainability initiatives aimed at improving the environmental and economic performance of Kimco’s shopping centers.

Prior to his current role, Will held positions in the retail and management consulting industries, developing sustainability strategies for large organizations. He was a founding member of the consultancy Clear Carbon which was acquired by Deloitte in 2010. Prior to joining Kimco, Will was employed by Target Corporation in Minneapolis, MN.

Will holds an MBA from the Darden Graduate School of Business Administration at the University of Virginia, and a BA in Economics and Politics with a certificate in Environmental Studies from Washington and Lee University. He is an active member of the International Council of Shopping Centers, where he serves in an advisory capacity on several sustainability working groups, including the ICSC RetailGreen Conference Program Planning Committee and the ICSC Property Efficiency Scorecard Steering Committee.

**Mark Toro** is Managing Partner for North American Properties. A champion of mixed-use and in-town development, he is leading the turnaround of Atlantic Station, a sustainable mixed-use development in Midtown Atlanta. As founder and managing partner of North American Properties' Atlanta office, Toro was behind the decision to buy Atlantic Station and is leading the successful effort to re-make the development with new tenants and a better shopping experience. Toro is heading the company's other efforts in the mixed-use space, including the recent purchase of Avalon, a planned \$600 million mixed-use community in the northern suburbs of Atlanta. Toro is known in the real estate industry as a social media leader. An industry veteran, Toro has led the acquisition, development and redevelopment of more than 19 million square feet. Prior to opening the Atlanta office, he served as managing director for Faison & Associates and vice president of development at Cousins/New Market Development Company. Mr. Toro holds a degree from Rutgers — The State University of New Jersey. He is active in ICSC and the Midtown Alliance.

**John R. Tschiderer** is Vice President – Development for Federal Realty Investment Trust. In this capacity, Mr. Tschiderer is responsible for the comprehensive direction and management of all phases of project development and redevelopment for Federal Realty's core portfolio. John has been instrumental in managing projects ranging from public-private partnerships, mixed-use development to core portfolio redevelopment. His responsibilities include site development feasibility analyses, development program master planning, land use entitlement, and design and construction management.

Mr. Tschiderer has been active in the land development industry for more than 25 years. Prior to joining Federal Realty in 1998, he worked with Faison Associates as Managing Director of Retail Development, and before that, with Western Development Corporation as Vice President of Development.

Mr. Tschiderer has a Bachelor of Science in Landscape Architecture from West Virginia University. He is an active member of the Urban Land Institute and the International Council of Shopping Centers where he serves on the Center Build Planning Committee. He also serves on the Board of Directors for Bethesda Green, a nonprofit partnership promoting sustainable growth and living practices in Bethesda, Maryland and sits on the President's Advisory Council at Alvernia University in Reading, Pennsylvania.

**Mario C. Ventresca Jr.** joined PREIT in 1994, as a Financial Analyst in the Acquisitions group. In 2000, he was promoted to Vice President of Acquisitions and later in 2000 assumed the role of Vice President with the responsibility for the Asset Management group of the organization. In December of 2004, Mario was promoted to Senior Vice President. His primary responsibility is to oversee the asset management function for the company's portfolio of 51 wholly owned and joint ventured properties totaling 34.5 million square feet. This includes the supervision of the professional staff engaged in the responsibilities of creating the property strategic business plan; .developing and implementing the property budget process; monitoring performance against budgets; designing and implementing the Revenue Lease Tracking Reports that provide real time updates on the progress of the leasing effort; recommending tactics for improving property net operating income and cash flow; and developing and implementing strategic redevelopment and repositioning programs. He is a member of the faculty of the ICSC John T. Riordan School for Professional Development and the ICSC University of Shopping Centers, past Dean of the ICSC University of Shopping Centers School of Finance, Accounting and Lease Administration, panel moderator at the 2009 ICSC Fusion Conference, and faculty member of ICSC's Finance for Non-Financial Professionals Seminar and the ICSC University of Shopping Centers. He is a member of the ICSC NOI+: The Asset Management Conference Program Planning Committee.

**Steven G. Vittorio** is a U.S. Managing Director of Prudential and is the Portfolio Manager responsible for PREI's Single Client Accounts totaling almost \$3.0 billion of gross assets. Steve is also Prudential's retail specialist involved with shopping center and mixed-use investment strategies throughout the U.S. In his previous capacity, Steve was a transactions professional in the Capital Markets Group where he sourced nearly \$10 billion of real estate investments for multiple Prudential funds. He was responsible for sourcing retail developer relationships for structured programmatic co-investments and managed Prudential's existing retail developer relationships. He worked closely with Prudential's acquisition and portfolio management professionals to invest in retail real estate opportunities and in enhancing the value of Prudential's investment portfolio. He is a member of the Global Risk Management Committee, the Latin American Investment Committee and is involved with various other company initiatives.

Before joining PREI in 1998, Mr. Vittorio was the portfolio manager responsible for Prudential General Account retail portfolio. Prior to that he was an asset manager responsible for various office, industrial, residential, hotel and retail property investments.

Steven Vittorio has twenty-eight years of experience with commercial real estate investments and is an active member of the ICSC Board of Trustees. Mr. Vittorio is also a member of Urban Land Institute (CRC Retail Council), PREA and the Retail Network as well as serving on several not for profit boards. He has lectured at the business schools of New York University, University of Virginia, University of North Carolina, and The College of William and Mary. Mr. Vittorio is a graduate of the University of Virginia, McIntire School of Commerce and has a MBA from the University of St. Thomas in Houston, Texas.

**Duffy Weir, CMD, SLD** Duffy Weir is known in the retail and real estate industry for her passion for retail and award winning expertise in shopping center marketing and specialty retail leasing. She often consults retailers, entrepreneurs, real estate companies, non-profits and marketers on how to expand their business. She was at the forefront of integrating common area merchandising programs into the urban and suburban marketplace, which now have become ubiquitous among shopping centers worldwide. Weir is the former vice president and director of Specialty Retail and Marketing at The Rouse Company in Columbia, MD. Here she spent over 25 years gaining valuable retail marketing skills in real estate leasing, managing advertising/PR agencies, tourism marketing and negotiating marketing contracts with national retailers, sponsors, vendors and entrepreneurs. She was charged with strategizing ways to increase revenue and sales in each of the company's shopping centers. She was responsible for formulating the marketing strategy as well as implementing and managing multi-million dollar advertising, sales promotion and public relations campaigns. Ms. Weir has negotiated national sponsorship contracts and was responsible to develop, manage and produce annual revenue-generating programs in excess of \$40 million.

Ms. Weir was a member of the International Council of Shopping Centers and served as the Chairman of the Temporary Tenant Conference in 2000 and 2001. She has been awarded four International (MAXI) awards for excellence in retail marketing. She has spoken at many conferences and trained hundreds of people in the areas of strategic marketing, retail trends and merchandising, leadership, organizational management, motivation and business ethics.

She is now an independent retail marketing and sponsorship consultant, Director of Education and contributing editor for Specialty Retail Report. Weir travels the world searching for what she says "makes marketplaces tick".

**Donald C. Wood** has been with Federal Realty since 1998, where he is a Trustee and has served in positions from Chief Financial Officer to Chief Operating Officer to President before being named its Chief Executive in 2002. Prior to his affiliation with Federal, Don spent 8 years at New York-based ITT Corporation where he served in various capacities, including Deputy Controller and Chief Financial Officer, of wholly-owned subsidiary Caesars World, Inc. The first 7 years of his career were spent at accounting firm Arthur Andersen, leaving in 1989 to work for client Donald Trump as the Vice President of Finance for the newly acquired Trump Taj Mahal casino in Atlantic City, NJ.

Don is very active charitably through his work with the Cystic Fibrosis Foundation. In 2002, Don took the reins of the *Breath of Life Gala*, at the time a fledgling event supporting Cystic Fibrosis research, and, with the help of a committed and tenacious team of volunteers and CFF staffers, grew the Gala into what has consistently been one of the most financially and experientially successful events in Washington D.C. and the number one gala nationally for the Cystic Fibrosis Foundation. Don's daughter, Rachel, was born with the genetic disease.

Don received his Bachelor of Science degree from Montclair State College in 1982, where he graduated with honors and subsequently received his CPA from the state of New Jersey. He is the immediate past chair of the National Association of Real Estate Investment Trusts (NAREIT), a Trustee of ICSC, a member of the Real Estate Roundtable, and also serves on the Board and Chairs the Investment and Strategic Advisory Committee of Post Properties (NYSE:PPS), an Atlanta-based apartment company. He is also a member of the U.S. Capital Chapter of the World President's Organization, and was previously named "Entrepreneur of the Year in Real Estate" by professional services firm Ernst and Young.