



## 2019 OAC Summit Speaker Biographies

**Mayor Steve Adler** was initially sworn into office in January 2015 and focused primarily on Austin's growing affordability crisis and worsening traffic. His work to offer solutions to end Veteran Homelessness, Increasing the senior and disabled resident property tax exemption, create a Strategic Housing Blueprint to create 60,000 affordable housing units and winning broad community coalition support for the largest transportation bond ever approved in Austin are only a few of the initiatives that have earned him recognition for his innovative ideas and leadership. He won re-election in November 2018, garnering 59% of the vote in 7-way race. Mayor Adler completed his undergraduate studies at Princeton and received his law degree from The University of Texas. He practiced civil rights law for many years, and later founded a successful eminent domain law practice representing landowners. Mayor Adler also served nearly ten years as Chief of Staff and General Counsel for Texas State Senator Eliot Shapleigh, working primarily on school finance, equity and access issues. Mayor Adler has been deeply involved with, and has chaired, many Austin civic and non-profit institutions over the past twenty years.

**Stuart Aitken**, Chief Executive Officer at 84.51° has an extensive background in technology and marketing, Stuart Aitken is a firm believer in the power of the customer and the subjective concept of loyalty. Aitken served as CEO of dunhumbyUSA, where he led the company's growth as a leader in personalization – helping clients such as Kroger, Macy's, Coca-Cola, General Mills, and Procter & Gamble find success by rewarding and retaining their best customers. Previously, he was Executive Vice President and Chief Marketing Officer for Michael's. For nearly a decade, he managed loyalty marketing, data analytics, innovation, and category management at North American grocery retailer, Safeway. He serves on the Board of Directors of InvenTrust Properties, a company focused on domestic retail real estate acquisitions and property management. Additionally, he is on the Board of Directors for Federal Reserve Bank BAC – Cincinnati, FMI, Andy & Jordan Dalton Foundation, and Cincinnati Regional Business Committee. He was selected as a 2010 "Pink Tie Guy" ambassador for breast health by the Susan G. Komen For the Cure of Greater Cincinnati.

**Joel D. Anderson** has served as Five Below's President and Chief Executive Officer since February 2015. Prior to becoming President and Chief Executive Officer, Mr. Anderson was Five Below's President and Chief Operating Officer from July 2014 until January 31, 2015. Prior to joining Five Below, Mr. Anderson held a variety of executive positions at Wal-Mart Stores, Inc. since joining the company in 2007. He served as President and Chief Executive Officer of Walmart.com from 2011 until 2014. Previous to joining Wal-Mart Stores, Inc., Mr. Anderson was President of the retail and direct business units for Lenox Group, Inc., a designer, distributor, wholesaler and retailer of fine quality tableware, collectible and other giftware products. He also spent twelve years at Toys "R" Us, Inc. in various roles including marketing, dotcom, new ventures and operations.

**Terry Brown** of Asana Partners owns and operates an exciting portfolio of street and urban real estate that is resonating well with these young brands. He is gaining valuable insight and experience into engaging and transacting with them.



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**John Chang** serves as the National Director of Research Services for Marcus & Millichap. He is responsible for the production of the firm's vast array of commercial real estate research publications, tools and services. Under his leadership, Marcus & Millichap has become a leading source of market analysis, insight and forecasting, and the firm's research is regularly quoted throughout the industry and in mainstream business media. John oversees a team of dedicated real estate research professionals who produce the firm's more than 1000 market research publications and conference presentations. John and his team regularly deliver insightful reports, analyses and presentations on all major commercial property types including: Hotels, Industrial, Manufactured Housing, Multifamily, Office, Medical Office, Retail Multi-Tenant, Retail Single-Tenant, Self-Storage and Seniors Housing. John is a frequently featured speaker at a wide range of events led by industry-leading organizations such as the NMHC, NAIOP, ULI, CCIM, SSA and numerous others. John joined Marcus & Millichap in April 1997 as a Research Manager in the Seattle office. After holding executive marketing and e-business positions with leading residential real estate firms in the Pacific Northwest, Mr. Chang rejoined Marcus & Millichap in November 2007 as the head of its research division. John is a seasoned industry analyst who has been quoted in numerous publications, and he is a noted speaker who has been featured at a wide range of industry events. Mr. Chang was elected to Vice President in 2010, advanced to First Vice President in 2013 and promoted to Senior Vice President in 2018.

**Ross Cooper** is the President- Chief Investment Officer for Kimco Realty Corporation. In his role, Ross is responsible for overseeing Investments for the Company nationwide. Previously, Ross was the VP of Acquisitions, Dispositions, and Asset Management for the Southeast and Florida Regions for 6 years. In that role he was responsible for overseeing management of 130 shopping centers comprising 23,000,000sf throughout eight states and Puerto Rico. Additionally, Ross handled the acquisitions and dispositions role within that Region. Prior to joining Kimco Realty Corporation, Ross received his Master of Science in Real Estate at New York University. He previously received his B.A. in Communications from the University of Michigan.

**Paige Fitzgerald** is Head of Strategic Partnerships & Business Development at Waymo, a self-driving technology company with a mission to make it safe and easy for people and things to move around. Prior to joining Waymo, Paige served as the Head of New Business Development for Waze, the navigation and traffic app. She also spent time at McKinsey & Company and in several roles in the public sector, including helping to develop the United States' international nuclear policy as a Special Assistant to the Deputy Secretary of Energy. Paige earned an MBA from Harvard Business School, a Masters in Public Policy from Harvard Kennedy School, and a BA from the University of Pennsylvania.

**Mark Gilbert** serves as Executive Managing Director, Capital Markets Group, Investment Advisors Group for Cushman & Wakefield. With 29 years of capital markets experience, twenty with C&W, Gilbert has completed over 600 transactions valued at more than \$7.25 billion. Mr. Gilbert joined C&W in 1997 as a Director within the South Florida Capital Markets Group, specializing in the disposition and financing of retail properties. Prior to C&W, Mr. Gilbert co-founded and served as President and Principal of Venturvest Realty Corporation ("Venturvest"), a regional real estate service organization with offices throughout Florida. In his capacity at Venturvest, Mr. Gilbert was responsible for a portfolio of over four million square feet of property and was also successful in completing nearly \$1 billion in disposition, financing and lease transactions from 1992 through 1997.



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**Jason "Retailgeek" Goldberg** is the Chief Commerce Strategy Officer for Publicis Communications. Jason is a 4th generation retailer, who launched his first e-commerce site for Blockbuster Entertainment in 1995. In the subsequent 20 years, he has helped many of the largest retailers in the world with their digital transformation. Under his twitter feed @retailgeek he is one of the most followed e-commerce subject matter experts on the web. He is Chairman of the Executive Committee for the National Retail Federation's Digital Advisory Counsel and shop.org board of directors. Jason hosts iTunes top e-commerce podcast called "The Jason & Scot Show", and has been voted one of retail's top global influencers by Vend for five consecutive years. He's a Forbes contributor, Retailwire Braintrust, and Path to Purchase Institute faculty. In 2017, he was inducted into the National Retail Federation "The List" of people shaping the future of retail.

**Gar Herring** is responsible for sourcing development and redevelopment opportunities to grow JLL's retail development and property management platforms. Gar was raised in the real estate business and has over 25 years of retail development and redevelopment experience. His extensive background and retail knowledge are a great value-add to our clients, and includes expertise in real estate acquisitions, leasing, and financing. Prior to joining JLL, Gar was President and CEO of the MGHerring Group and was responsible for all aspects of property development and operations, as well as leading an in-house team of professionals in leasing, finance, construction management, architectural service, tenant coordination, asset management, marketing and operations. In this position, Gar led the development of over \$700 million of new mixed-use projects, including partnership structuring, debt and equity financing, design, construction, governmental entitlements, leasing, and property management. Over the past 35 years, the MGHerring has developed more than 30 regional shopping centers, primarily regional enclosed malls, comprising more than 25 million square feet. Prior to MGHerring, Gar was Development Manager at Donahue Schriber where he was responsible for acquiring and developing neighborhood retail shopping centers in California and Nevada. Previous real estate experience includes positions with The Staubach Company, Guaranty Federal Bank, and The Edward J. DeBartolo Corporation.

**Phillips Hinch** is the Vice President of Tax Policy for the International Council of Shopping Centers (ICSC). Prior to joining ICSC in February of 2017, he served as the Senior Policy Advisor for Senator Susan Collins (R-ME) and the Senior Economic Policy Advisor for Rep. Tom Reed (R-NY). Phillips began his career on the Hill at the Ways and Means, Tax Staff, then under the chairmanship of Rep. Bill Thomas (R-CA). He has also worked for the U.S. Chamber of Commerce and the Financial Planning Association. Phillips received his B.A. from the University of Virginia. He has an MBA from the University of Chicago Booth School of Business and a Masters of Taxation from American University.

**Daniel J. Holland** is President and CEO of Epic Real Estate Partners. Under his stewardship, Epic, which has partnered with institutional investors since 2012, has purchased 29 shopping centers with an aggregate value of more than \$615 million. Prior to forming EPIC, Mr. Holland served as Managing Director of Acquisitions for Kimco Realty Corporation, the largest open-air shopping center REIT in the nation, where he specialized in acquiring grocery-anchored and power center projects for the company's southeast and midwest regions. Prior to working for Kimco, Mr. Holland was part of the executive team at Weingarten Realty Investors, where he spent approximately ten years as Vice President and Regional Director of Acquisitions. While at Weingarten, Mr. Holland was responsible for nearly \$1 billion worth of acquisitions and development for the company, and acted as Weingarten's principal contact with Target Corporation, earning him praise for sourcing and developing more than two million square feet



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of Target-anchored developments throughout Louisiana and Tennessee. Prior to joining Weingarten, Mr. Holland was a senior vice president in the Investments Division of the Houston office of Grubb & Ellis Company, a global real estate advisory firm, specializing in the sales of retail centers ranging in size from small strip centers to institutional-grade power centers throughout southeast Texas, as well as assisting national retail tenants with surplus property disposition and user site selection. While at Grubb & Ellis, Mr. Holland repeatedly garnered honors as a Top Ten Producer. Mr. Holland began his real estate career in 1979 as a land sale and syndication specialist with Vallone and Associates, a prominent Houston-based independent real estate firm, where he rose to Senior Vice President over a nine-year career.

**Mark Horgan** has served as Executive Vice President, Chief Investment Officer of Brixmor Property Group since May 2016. From 2007 to May 2016, he was a Managing Director and a senior member of the retail team at Eastdil Secured, where he advised both publicly traded and privately held retail real estate companies in investment underwriting, joint venture formations, asset sales, mergers and acquisitions and public market capital markets transactions. Prior to joining Eastdil Secured, Mr. Horgan held positions at Federal Realty Investment Trust and the Mills Corporation. He received a B.S. in Business Administration from The State University of New York at Buffalo.

**David Huntoon** has been conducting location and market research on behalf of retailers and shopping center developers for more than 30 years. Prior to founding Intalytics, Dave previously worked at two firms: Howard L. Green and Associates from 1977 – 1982, and Thompson Associates (acquired by MapInfo Corporation in 2003) from 1987 – 2007. Dave also worked as a real estate attorney for Shipman & Goodwin in Hartford, Connecticut from 1985 – 1987. Dave has worked for a wide range of clients during his career, including projects in the United States, Canada, Mexico and China. Dave's clients include large-format retailers, mall tenants, convenience operators, restaurants, medical clinics and service companies. Dave has performed a wide range of services for these clients, including the development of sales forecasting systems, supportable store analyses, new store sales forecasting, consumer research, and strategic planning. In addition, Dave has been actively involved in working with venture capital and private equity firms in conducting due diligence associated with proposed acquisitions. Dave has been involved in industry organizations including his tenure on the Research Steering Committee for the International Council of Shopping Centers and as a faculty member at the ICSC University of Shopping Centers. Dave holds a Bachelor of Arts in Geography and Mathematics from Dartmouth College (1976), and a Juris Doctor degree from the University of Michigan (1985).

**Ryder Jeanes** recently founded Canntilever Strategies, an advisory practice engaged in the intersection of real estate, capital markets, and the global cannabis industry. For the past two years, Ryder has been a Vice President at CB1; CB1 Capital is an investment manager that specializes in the supply chain of cannabinoid-based wellness solutions, products and therapies. Prior to CB1, Ryder has deep roots in the commercial retail real estate industry, on the project and transaction side, with 15 years of experience as a Senior Vice President with *The Retail Connection* and *The Weitzman Group*. In addition to connecting clients and building partnerships in the investment property world, Ryder also has 10 years as an independent equities and options trader, analyzing opportunities using technical analysis, auction theory, fundamental and macro trends.



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**Thomas A. Kingsbury** has served as Burlington Stores President and Chief Executive Officer, and on the Board of Directors, since December 2008. Mr. Kingsbury was appointed Chairman of the Board in May 2014. Prior to joining Burlington Stores, Mr. Kingsbury was Senior Executive Vice President—Information Services, E-Commerce, Marketing and Business Development of Kohl's Corporation from August 2006 to December 2008. Prior to joining Kohl's, Mr. Kingsbury held various management positions with The May Department Stores Company, an operator of department store chains, commencing in 1976 and as President and Chief Executive Officer of the Filene's division commencing in February 2000. Mr. Kingsbury currently serves as a member of the board of directors of Tractor Supply Company. Mr. Kingsbury's day-to-day leadership and experience as our President and Chief Executive Officer gives him unique insights into our challenges, opportunities and operations.

**Vibhu Norby** is the co-founder and CEO of b8ta. b8ta is the retail-as-a-service company creating showrooms for technology brands across the country. With a unique business model & software-driven approach to retail, b8ta is changing how online brands engage with customers in real life.

**Kellen O'Keefe** is senior vice president of business development at MedMen, a leading cannabis management and investment firm based in Los Angeles with operations and exposure across North America. Mr. O'Keefe combines his knowledge of the burgeoning cannabis industry, strategic partnerships and brand building to lead business development initiatives for MedMen. He also vets investment opportunities for the Firm. Previously, Mr. O'Keefe was the co-creator of Oakley's groundbreaking experiential marketing program "Learn to Ride," a multimedia campaign that generated billions of earned media impressions. He also has built and managed custom brand campaigns for Anheuser-Busch, Chipotle, Crown Imports, Wheels Up, T-Mobile, Starbucks, and Virgin. Kellen is a member of Big Brothers & Sisters of Los Angeles and Coachart. MedMen offers turnkey management services in the areas of cultivation, extraction, production and retail operations. The Firm also raises capital and makes strategic investments in key markets across the U.S. and Canada.

**Chris Porter** is the Chief Demographer at John Burns Real Estate Consulting and helps the firm's clients understand the role demographics play in shaping the demand for housing in the short and long term. He co-authored *Big Shifts Ahead: Demographic Clarity for Businesses* with the firm's CEO, John Burns, and the research he leads informs many of the firm's forecasts.

**Benjamin Schall** is the Chief Executive Officer and President and trustee of Seritage. Prior to becoming CEO and President, he served as Chief Operating Officer of Rouse Properties, Inc. (NYSE: RSE) from 2012 to 2015. At Rouse, he oversaw the redevelopment and operations of a \$2.5 billion portfolio of 35 regional malls, totaling 25 million square feet across the country. Prior to that, Mr. Schall was Senior Vice President with Vornado Realty Trust (NYSE: VNO). At Vornado, his responsibilities included overseeing Vornado's suburban retail shopping center business, consisting of 18 million square feet in 140 assets representing value of over \$3 billion.

**Hilary Spann** is responsible for CPP Investment Board's real estate investments in the Americas and is based in New York City. Hilary is also a member of CPPIB's Real Estate Investment Committee, which has oversight for CPPIB's global real estate investments. Hilary has 20 years of commercial real estate experience. Prior to joining CPPIB, Hilary held various roles in real estate acquisitions and asset management at JP Morgan Asset Management and was also a consultant at PricewaterhouseCoopers. Hilary attended the Georgia Institute of Technology, where she received an undergraduate degree focused on architecture and a



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master's degree in urban planning. She is a Governing Trustee of ULI, as well as the chair of the Urban Development Mixed Use Council (Red Flight) for ULI. Hilary is also an active member and former director of WX – Women Executives in Real Estate, a New York based professional and charitable organization.

**Justin Stewart** is the President & Co-Founder of Industrious, redefining standards of hospitality and community in the workplace. As an entrepreneur, Justin specializes in innovation and growth. At Industrious, Justin's main focus is growing Industrious' US and International footprint. Today industrious has over 65 signed locations in 37 cities, with plans of another 120 locations by the end of 2020.

**Kara Swisher** co-founded former Recode and Code owner Revere Digital and co-produced/hosted The Wall Street Journal's "D: All Things Digital," with Mossberg. It was the major high-tech conference and was considered one of the leading conferences focused on the convergence of tech and media industries. She and Mossberg were also the co-executive editors of a tech and media Web site, *AllThingsD.com*. Swisher worked in The Wall Street Journal's San Francisco bureau and for many years, wrote the column, "*BoomTown*," for the Marketplace section and on The Wall Street Journal Online at WSJ.com. Previously, Swisher covered breaking news about the Web's major players and Internet policy issues. Previously, Swisher worked as a reporter at the Washington Post and editor at the City Paper of Washington, D.C. She received her undergraduate degree from Georgetown University's School of Foreign Service and graduate degree at Columbia University's School of Journalism. Swisher is the author of "*aol.com: How Steve Case Beat Bill Gates, Nailed the Netheads and Made Millions in the War for the Web*." She followed this with the sequel, "*There Must Be a Pony in Here Somewhere: The AOL Time Warner Debacle and the Quest for a Digital Future*."

**Rachel Elias Wein** is the Founder and President of WeinPlus, a strategy and management consulting firm focused exclusively on retail and real estate sectors. Ms. Wein serves as the principal strategic advisor to leading public and private real estate companies and national retailers with combined portfolios in excess of \$25 billion. Ms. Wein's expertise is focused on enterprise-level strategic change including portfolio scaling and optimization, REIT conversion, and organization-wide operational improvements. Previously, Ms. Wein served as a development executive with The Sembler Company and a senior associate with EY's Transaction Real Estate and Construction Advisory practices, counseling clients on over \$40 billion in transactions and \$2 billion in construction. A licensed architect for ten years, Ms. Wein graduated summa cum laude from the University of Florida, Gainesville, where she earned Masters degrees in both real estate and architecture and an Undergraduate degree in design. She serves on the boards of directors for the University of Florida's Kelley A. Bergstrom Real Estate Center, Great Explorations Children's Museum, and Camp Judaea (Chairman of Property Board) as well as the Advisory Board of Ravti, a CRE Tech start-up, the ULI Commercial Retail Development Council (Vice Chairman, Gold Flight) and the ICSC Open Air Committee (Summit Co-Chair).

**Deborah Weinswig** is a leading global retail analyst and the CEO and Founder of Coresight Research, an advisory specializing in retail innovation. Previously, Weinswig was Managing Director of FGRT, the think tank for Fung Group. As Managing Director, Weinswig built the team's research capabilities and provided insights into the advanced technologies that are changing the global retail industry. Earlier, Weinswig served as Head of the Global Staples & Consumer Discretionary Team at Citi Research. Weinswig was ranked number one analyst by Institutional Investor for nine consecutive years and serves as an advisor to several Silicon



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Valley accelerators and companies. She was named among the top five retail influencers of 2018 and 2017 by Vend and is a recipient of the Asia Retail Congress's Retail Leadership Award. She is part of the Retail Influencer Network, a group of 15 prestigious thought leaders. In addition, she serves as an e-commerce expert for the International Council of Shopping Centers and was a founding member of the Oracle Retail Industry Strategy Council. She is a member of the board of directors of Xcel Brands and Kiabi; an executive board member of The Terry J. Lundgren Center for Retailing at the University of Arizona; an advisory board member of the World Retail Congress; and a founding member of the Goodwill Retail Advisory Council.

**Dan Wenhold** is a principal at Fifth Wall, a leading venture capital fund manager that is selectively investing into n these new reputations leaders. Dan will share unique and first-hand accounts of how these brands think, their capitalization, their valuation, their perspective on the value proposition of physical retail and more.

**Scot Wingo** sets the strategic direction for the company and works closely with the management team to align product direction with market trends. He is an industry thought leader, contributing regularly to several ChannelAdvisor blogs and speaking often at industry events. Scot received a Bachelor of Science in Computer Engineering from the University of South Carolina and a Master of Computer Engineering degree from North Carolina State University. Scot has received numerous awards including Ernst and Young's Entrepreneur of the Year and Triangle Business Journal's Businessperson of the Year.