



## Biographies of Speakers & Program Planning Committee

**MIJO ALANIS** Mijo Alanis opened the first Beyond Juicery + Eatery in 2005 alongside his wife, Pam Vivio, after working in the restaurant industry for many years. The couple founded the fast-casual concept in response to seeing how customers' needs were changing. They noticed that people began to trade fries for salads and knew they could create a business to fill the void of healthy food options in Michigan. With more than 35 restaurants open across the Midwest, Mijo is committed to growing the Beyond Juicery + Eatery brand while maintaining the brand's commitment to "be the best part of someone's day."

**THOMAS J. BARRETT** is the Market Manager of commercial lending for the Brighton, Michigan branch of The State Bank. The State Bank, founded in 1898, is a full-service, 5-Star Bauer Financial rated commercial, retail and trust bank headquartered in Fenton, Michigan. It currently operates 17 full-service branches in Genesee, Livingston, Oakland, Saginaw, and Shiawassee Counties. It has assets of approximately \$1.3 billion. Tom provides construction, development and long-term permanent financing options for both owner occupied and investment real estate in Michigan and throughout the Midwest. In a career spanning almost 35 years, Tom has directly made loans totaling nearly half a billion dollars secured by all product type including retail, office, industrial, hospitality, multi-family, manufactured housing communities, self-storage and senior housing. Prior to his current role at TSB, Tom held positions in real estate capital markets and community development finance for First Place Bank, Republic Bank and Huntington Bank. Tom attended John Carroll University and has spent his entire banking career in Metro Detroit.

**WILLIAM "BILL" P. BEARDSLEY** is the President of Michigan Business Connection, LC, a Credit Union Service Organization. After nearly a 20-year banking career in Michigan, Mr. Beardsley led the launch of Michigan Business Connection, LC in March 2004 and serves as its president and chief lending officer. MBC is a collaborative effort by credit unions throughout the State of Michigan to provide small business and commercial real estate financing. The MBC business model enhances sustainable lending capacity by

allowing credit union lenders to share the risks and costs of commercial loan program management while collaboratively providing capital critical to Michigan's economic prosperity. Since inception, MBC has helped the credit unions originate and manage more than a half billion in financing for Michigan business owners and real estate investors. The company is headquartered in Ann Arbor and has a professional staff of 23. Mr. Beardsley has been in commercial banking since 1985, most recently serving as community president of the Citizens Bank Ann Arbor market with previous leadership positions at regional banks with business lending and credit administration management responsibilities. Mr. Beardsley is a frequent industry event speaker and presenter, an active member of the National Association of CUSOs and founding member of the Regional CUSO Alliance, a collaborative network of regional commercial lending CUSOs dedicated to promoting safety and soundness in credit union business lending. A life-long Michigan resident, and Michigan State University graduate, Mr. Beardsley lives in Saline, Michigan, with his wife and four children. Mr. Beardsley currently serves as Chairman of the City of Saline Planning Commission, is a personal advocate for the Cystic Fibrosis Foundation and American Foundation for Suicide Prevention and has previously served as the local Chairman of the American Red Cross, Chairman of the Washtenaw Economic Club, President of the New Enterprise Forum (a venture capital support organization) and other community and economic development organizations. [billb@mbcloans.biz](mailto:billb@mbcloans.biz)

**CHRIS BELAND** Chris Beland has over 25 years of experience in the land surveying field and currently serves as PEA Group's Survey Department Manager. Previously, he has served as the Director of the Office of Land Survey and Redocumentation for the State of Michigan and has also held the positions of Office Director, Department Manager, Senior Project Manager, Project Surveyor and worked in business development. His education and experience have taught him that the most important part of any project is the people on the project team and how they work cohesively together toward a shared vision. Whether the client or the end-user, understanding their needs, expectations, and perceptions is paramount to the project's success. In his current role, Mr. Beland is responsible for providing leadership and communication to the project surveying teams between PEA Group's Michigan and Texas offices. [cbeland@peagroup.com](mailto:cbeland@peagroup.com)

**MATTHEW BERKE** is a Principal of Keystone Commercial Real Estate. Matt began his real estate career in 1993 as a licensed sales associate while still attending Wayne State University. From 1999 when he was promoted to Vice President at Beale Group through 2011 Matt held a primary leadership role as part of the management team, overseeing daily operations as well as staff training and development. In 2012 Matt formed Keystone Commercial Real Estate with his partners to better serve his clients. Matt received his broker's license in 2001 and is active with the International Council of Shopping Centers currently serving as the State Director. Matt also serves as the President Elect of the

broker network Site Source. Matt has received the Costar Power Broker award for numerous years in a row. Matt continues to work on tenant representation, investment sales and handling selected leasing accounts. [mberke@keystonecres.com](mailto:mberke@keystonecres.com)

**ALEX BIERI** began his real estate career in 2004. He has worked with many local, regional and national retailers throughout the state of Michigan and Midwest with their site selection strategy and execution and has been a leasing representative for many notable Metro Detroit projects most recently completing the leasing at The Village at Bloomfield. Mr. Bieri graduated from Purdue University in 2000 with a Bachelor of Science in Industrial Management. Upon graduation from Purdue, he worked at RR Donnelley, covering over 200 catalog/retail customers. Mr. Bieri is a licensed Real Estate Associate Broker in Michigan. He is a member of the International Council of Shopping Center (ICSC), a past co-chair of the ICSC Michigan Idea Exchange and a past Michigan State Next Generation Chair. Alex is a member of the Detroit Athletic Club and enjoys running, golf and handball. [alex@sbrel.com](mailto:alex@sbrel.com)

**JAMES C. BIERI**, founded Bieri Company in 1976 in order to help both retail landlords and tenants successfully reach their real estate goals and is now a principal of Stokas Bieri Real Estate. Mr. Bieri earned a bachelor's degree in business administration from Western Michigan University and a law degree from the Detroit College of Law. Mr. Bieri has provided a variety of services from business expansion planning to project leasing for some of the world's most renowned retailers. Mr. Bieri holds the designation of International Council of Shopping Centers Senior Certified Leasing Specialist, and is a member of various professional, educational and civic organizations including the Urban Land Institute. Mr. Bieri has served as Co-Chair of the Detroit Land Institute District Council and has served on the Board of Directors of the Detroit Athletic Club. Mr. Bieri also has served as Detroit Athletic Club Secretary and is a member of the Country Club of Detroit. Mr. Bieri is a frequent speaker at retail real estate events and is often quoted in various retail and business publications. [JBieri@sbrel.com](mailto:JBieri@sbrel.com)

**DAVID BLASZKIEWICZ** serves as president and chief executive officer of Invest Detroit, a certified Community Development Financial Institution (CDFI) that uses strategic lending and investment to catalyze economic growth in the city of Detroit. With more than 25 year of business leadership experience, Mr. Blasziewicz manages the development and implementation of collaborative economic growth strategies and leads the organization's efforts to strengthen relationships with the public, private and philanthropic sectors to promote economic renewal and sustainability. Under his leadership, Invest Detroit administers more than \$300 million in financing assets and tax credit allocations to support Detroit's revitalization, as well as to support Michigan's growing startup

ecosystem. Mr. Blaszkiewicz coordinates lending, development, government, and community partners to accelerate residential, commercial, retail, entertainment and placemaking activity throughout Detroit. His work at Invest Detroit strives to address the city's changing needs and expanding collaborative development opportunities, such as the launch of the M-1 Rail transit and the Strategic Neighborhood Fund. A longtime leader in the Detroit development community, Mr. Blaszkiewicz served as president and CEO of both Invest Detroit and the Downtown Detroit Partnership (DDP) between 2013 and 2016. In this time, he expanded DDP's capacity to accelerate economic growth, develop initiatives to promote Safety and Security, and create density and sustainability in Greater Downtown Detroit. Prior to his current role, he was president of the Detroit Investment Fund, now managed by Invest Detroit, and the director of finance for Detroit Renaissance, now known as Business Leaders for Michigan. Mr. Blaszkiewicz is an active member of numerous boards, including M-1 RAIL, Detroit RiverFront Conservancy, Detroit Economic Growth Corporation and Detroit Future City. He also serves as vice chair of the Downtown Development Authority and is on the board of directors of Universal Technical Institute, a NYSE listed company.

**IAN S. BOLTON** My first goal is to learn as much as I can about my clients to make sure I am in the best position possible to help them achieve their goals. Once I fully understand their legal needs, I can focus on helping my clients achieve desired results as quickly and efficiently as possible. I focus my practice on the following areas of law: Real Estate: represents businesses and individuals in simple and complex real estate matters, including acquisitions, dispositions, leasing, judicial foreclosures, quiet title actions, foreclosures of construction liens and receiverships. Landlord/Tenant Litigation: represents commercial landlords and tenants in a wide array of litigation, from summary proceedings to recover possession of property, to enforcing and defending monetary breaches through bankruptcy filings. General Commercial Litigation: represents small and mid-sized businesses to large corporations in multi-faceted litigation matters in state and federal court. Bankruptcy: represents creditors, such as; secured lenders, landlords and trade creditors in complex bankruptcy cases, including objections to plans of reorganization, nondischargeability actions, relief from stay, and defense of preference or fraudulent transfer actions. Real and Personal Property Tax Appeals: assists individuals and businesses in reducing tax liability through real and personal property tax appeals from the Board of Review to/through the Michigan Tax Tribunal. [ianboltonlaw@gmail.com](mailto:ianboltonlaw@gmail.com)

**WILLIAM BUTLER** is a Senior Business Development Manager for the Detroit Regional Partnership. In this role, Butler assists domestic and global businesses as they explore, locate, and grow in the Detroit region, and has helped attract hundreds of new jobs and millions of dollars in corporate investment. As an economic development professional, he is passionate about showcasing the unique assets and competitive advantages that make

the Detroit region a premier destination for new investment. In addition, he volunteers for organizations focused on foreign direct investment and international trade, including serving on the Board for the Swedish American Chamber of Commerce-Detroit, and Automation Alley's International Business Services Advisory Council. Prior to joining the Detroit Regional Partnership, Butler worked for the Detroit Regional Chamber as well as several municipal and state-level political campaigns. Butler is a graduate of the University of Michigan where he earned a bachelor's degree in political science, and is currently enrolled in the University of Oklahoma's Economic Development Institute.

[Will.Butler@DetroitRegionalPartnership.com](mailto:Will.Butler@DetroitRegionalPartnership.com)

**JASON R. CANVASSER** is a member at Clark Hill PLC. He advises clients on best practices for managing and avoiding potential risks and liabilities. He represents a variety of clients in the liquor, cannabis, and gaming industries on licensing, land use, and regulatory compliance matters in addition to representing clients in complex commercial matters, real estate disputes, and collection litigation. Jason has broad experience representing clients in general litigation matters that include complex commercial cases, contractual disputes, defense of premise liability and auto negligence claims, landlord-tenant matters, and issues relating to creditor's rights. He represents clients in state, federal, and bankruptcy courts and has been admitted pro hac vice in multiple out-of-state matters. Jason also routinely represents national clients on a number of issues relating to the licensing and regulatory compliance involved in the sale of alcohol, both on-site and off-site. These clients include restaurants, bars, pharmacies, grocery stores, manufactures, distributors, hotels, and convenience stores. His clients regularly call on him to advise on issues relating to alcohol promotions, tasting events, sampling promotions, charity events, regulatory compliance, and zoning issues in addition to his extensive experience in the acquisition and sales of liquor licenses. Jason is in frequent contact with the Michigan Liquor Control Commission (MLCC) and works closely with the MLCC commissioners to achieve his client's desired goals. [jcanvasser@clarkhill.com](mailto:jcanvasser@clarkhill.com)

**ALFREDO CASAB** is a Member of Dawda, Mann, Mulcahy & Sadler, PLC. Alfredo's practice focuses on real estate, corporate and commercial litigation. As part of his practice, Alfredo advises his clients, including brokers, real estate developers, retailers, small to medium sized companies, banks, and court-appointed receivers, on acquisitions, leasing, dispositions, financing, management, succession planning, day-to-day issues, and major crises. Alfredo is a member of various professional organizations, including the International Council of Shopping Centers and the Hispanic Bar Association of Michigan (past President). Alfredo has been a regular speaker at local International Council of Shopping Centers and Institute of Continuing Legal Education programs. Alfredo has been named to the list of Michigan Super Lawyers and recognized in dBusiness Top

Lawyers. He received his B.S. from Oakland University and his J.D. from Wayne State University. [acasab@dmms.com](mailto:acasab@dmms.com)

**SARA CHAIKEN** With 20 years of retail experience, Sara Chaiken recently joined the Real Estate Department for Dollar Tree/Family Dollar where she will be focused on Midwest expansion goals for both banners. She has spent the past 5 years working to grow two great national brands; Subway and Great Clips, across the United States. Dollar Tree and Family Dollar is currently the largest discount tenant in the country with over 16,000 locations. Additionally, Sara has years of working for retail Landlords including Schostak Brothers and Next Realty. Sara attended University of Illinois and is active in CREW Detroit as well as ICSC. [Shutch55@dollartree.com](mailto:Shutch55@dollartree.com)

**JEREMY CRANE** is a Director of Customer Success who partners with commercial real estate professionals, retailers and civic organizations to help them understand how offline location data impacts their businesses. After spending over a decade in sales and customer success in the commercial real estate data industry with a leading research and analytics firm, Jeremy came to Placer.ai as a Senior Account Executive in April 2021. In December 2021 he became Director of Customer Success. Jeremy holds a degree in Organizational Studies from the University of Michigan and has spent the past 21 years working in the commercial and investment real estate industry. [jeremy.crane@placer.io](mailto:jeremy.crane@placer.io)

**BRADLEY S. DEFOE** is a partner and member of Varnum LLP's Litigation and Trial Practice Team, concentrating in commercial litigation in state and federal courts. He focuses his practice on commercial contract disputes, creditor's rights and collection, landlord/tenant matters, construction lien litigation and other real estate disputes.

**TRACY DURON, eTitle Agency Closing Manager** has over 29 years' experience in the title industry and is one of the first individuals in Michigan certified to use the Pavaso Remote Online Notary technology. Tracy has remotely notarized over 10,000 documents in the last two years. She is also adept at creating DocuSign templates for both commercial and residential closings. Tracy manages the post-closing team for eTitle Agency and is responsible for disbursing and recording instruments for over 180 closings each month. [tduron@etitleagency.com](mailto:tduron@etitleagency.com)

**NICK A. EGELANIAN** considered a leading expert on retail and the shopping center industry, Nick A. Egelanian pioneered the segmentation of retail into Commodity & Specialty genres and first wrote on the pending failure of the U.S. regional mall industry as the author of the retail chapter of the Urban Land Institute's Professional Real Estate Development: The ULI Guide to the Business, 3rd Edition (ULI/Richard Peiser, Michael D. Spear Professor of Real Estate Development at the Harvard Graduate School for School

of Design) in 2012. He was recently retained by the Urban Land Institute to further update the retail chapter of its Professional Real Estate Development: The ULI Guide to the Business, 4th Edition, scheduled for release in 2022. Mr. Egelanian has spent over 30 years in the shopping center industry where he first served as VP of Real Estate & New Store Development for Crown Books and FAO Inc/Zany Brainy before forming SiteWorks Retail Real Estate Services in 1992. As President of SiteWorks, he has advised a wide array of retail clients including Stuart Weitzman, Balducci's, Jos. A. Bank, Starbucks, Justice, Lane Bryant, & Zoey's Kitchen, Kitchens Etc among others. He also advises a wide array shopping center owners & developers throughout North America. Mr. Egelanian is currently in his seventh-year teaching retail theory and development as an Adjunct Professor in the Colvin Real Estate Development graduate program within the UMD's School of Architecture, Planning & Preservation in College Park, MD. He also serves as a faculty member at the ICSC's John T Riordon School. He earned a Doctor of Law (J.D.) degree at the George Washington University National Law Center in 1982 and his Bachelor of Science degree in Finance from the Smith School of Business at the University of Maryland in 1979.

**GREGORY J. ERNE** in his 25 years in the real estate and hospitality industry, has developed, acquired and managed over 18 million square feet of real estate assets and played a key role in over \$1 billion in transactions including retail centers, hotels, medical centers, seniors housing and office developments throughout the Midwest and Hawaii. Greg has held key management positions in organization sizes ranging from small entrepreneurial enterprises to large corporations. With Versa, Greg leads the multi-tenant, development and re-development platforms. Active projects are in mixed-use infill in Ferndale and Royal Oak, retail redevelopment in Holland and healthcare properties, both acquisition and development. Outside of his professional duties, Greg remains active locally in non-profit organizations such as HAVEN and Cystic Fibrosis, giving his time and energy to specific causes. Part of Greg's philosophy of giving back with his skill set is taking on a major project for non-profit organizations pro-bono. In 2014, he was the project manager of HAVEN's state of the art Family Justice domestic abuse shelter, which was constructed ground up in Pontiac, Michigan. Greg's current pursuit is creating affordable housing projects in Michigan to help create housing communities for people of lesser means to live with dignity and comfort, and within good design.

**JOHN D. GABER** is a partner at Williams, Williams, Rattner & Plunkett, P.C., in Birmingham, Michigan. Mr. Gaber practices real estate, land use and zoning law, corporate and general business law, specializing in commercial real estate acquisitions, dispositions, land use, developments, construction, financing and leasing. He represents developers, national retailers, landlords, tenants, operators, franchisees and municipalities. He has represented

clients in the development and redevelopment of numerous commercial and mixed use projects. Previously, Mr. Gaber was a senior real estate attorney for Kmart Corporation. Mr. Gaber is an active member of the Real Property Law Section of the State Bar of Michigan (RPLS), where he serves on the RPLS governing Council, co-chaired the Commercial Real Estate Development, Ownership and Finance Committee, co-chaired the 2012 and 2013 Summer Law Conferences and is a member of the Continuing Legal Education Committee. He is also a member of the American Bar Association, International Council of Shopping Centers and the Oakland County Bar Association. Mr. Gaber serves on the Rochester Hills Planning Commission and the Board of Directors for the Rochester Regional Chamber of Commerce and chairs its Foundation Board. He has served on the Rochester DDA, and is an active member in the Rochester Rotary Club. He is also a former Rochester Hills City Councilman. Mr. Gaber often lectures to various real estate groups, including the Commercial Board of Realtors (CBOR), ICSC and RPLS. He graduated *summa cum laude* from Wayne State University Law School, and earned his BBA degree with high distinction in finance from the University of Michigan. Mr. Gaber has been recognized by *The Best Lawyers in America*, *Dbusiness Magazine's Top Lawyers*, and *The Fellows of the American Bar Foundation*. [JDGaber@wvrplaw.com](mailto:JDGaber@wvrplaw.com)

**PAUL A. GLANTZ** is the Co-Founder and Chairman of Troy, Michigan based theatre chain Emagine Entertainment, Inc. Glantz has raised over \$180 million in capital to develop 16 world-class entertainment venues and in doing so has brought his concept of an exemplary entertainment experience to reality. Glantz is regarded as an expert in the cinematic exhibition industry. He has been at the forefront of technological change in the theatre industry by leading the transition to high-definition digital presentation, being among the first to deploy "4K" digital projectors, opening Michigan's first all-laser projection theatre, by introducing Dolby's revolutionary Atmos® sound systems to the Michigan marketplace, and by building some of the nation's largest premium large format movie screens: Emagine's Super EMAX auditoriums. Glantz holds a Bachelor of Science Degree in Business Administration with high distinction from Wayne State University and a Master of Science degree in taxation from Walsh College. He has been recognized by Wayne State's Business School which awarded him its Distinguished Alumnus Award, by Wayne State's Irvin D. Reid Honors College which named him its first ever "Pillar Award" recipient, by Ernst & Young as a Michigan and Northwest Ohio Entrepreneur of the Year, and by Walsh College with its Distinguished Alumnus Award. [pag@emagine-entertainment.com](mailto:pag@emagine-entertainment.com)

**IVY GREANER** is the Chief Operating Officer and Executive Vice President at Bedrock, where she leads the company's day-to-day administrative and operational functions, ensuring a seamless experience for our visitors, residents and tenants. Since its founding, Bedrock and its affiliates have invested and committed more than \$5.6 billion to acquiring and developing



more than 100 properties, including some of the most significant new developments that Detroit and Cleveland have seen in decades. Bedrock's portfolio totals more than 18 million square feet of office, retail and residential space within new construction and adaptive reuse projects. Ivy's career as a real estate executive and investment leader spans more than 35 years, including broad experience in the retail, commercial and multifamily industries across the geography of the United States. She has been responsible for operating and growing large portfolios of real estate investments in multiple capital stacks, as well as ground up development for single and mixed-use product types and all company operations. Prior to joining Bedrock, Ivy served as the Executive Vice President and Chief Operating Officer of Chicago-based InvenTrust Properties, a premier retail Real Estate Investment Trust (REIT) that owns, leases, redevelops, acquires and manages open-air centers totaling 11 million square feet. She has also held the title of Partner and COO of Ram Realty Services in Detroit and was on the leadership team that developed the city's first Whole Foods Market in Midtown. Previously, Ivy also held the position of Regional Vice President of FivePoint (previously Lennar Urban) from 2016 to 2018 and served as the Executive Vice President and COO of Lennar Commercial. She merged her 7-year-old company, Gadinsky and Greaner, principals, developers and real estate management services, with Ram in 1999. Ivy attended Boston University before starting her career in real estate. She is an active member of the International Council of Shopping Centers (ICSC), where serves on the National Economic Committee and its Infrastructure Task Force. She served for many years as the Government Chair for ICSC's Florida Government Relations Committee and was briefly member of ICSC California. Ivy serves on Florida State University's Real Estate Advisory Board, is a founding member of 100+ Women Who Care's South Florida chapter, and supports a variety of other charitable causes.

**JAMES GUDENAU** is the Michigan market Business Development Manager for First American Exchange Company. Jim joined First American Exchange in early 2021 to focus on expanding the company's Qualified Intermediary (QI) services in Michigan. He is responsible for marketing the company's QI business to CPAs, attorneys, real estate brokers, and real estate investors. He has lectured nationally on the subject of tax-deferred exchanges since 2003. Prior to joining First American Exchange, Jim provided similar services for almost 20 years at two regional financial institutions. He is a graduate of Wayne State University in Detroit (MBA 1998, Master of Science in Taxation 2005). [jgudenau@firstam.com](mailto:jgudenau@firstam.com)

**JEFFERY S. GUNSBURG Co-Founder of Title Connect, LLC** Jeff began his career in the Real Estate Industry in 1998, as a Mortgage Banker, which ultimately paved the way for His fulfilling career path. He has worked in the Title Insurance Industry since January 2000, and has been fortunate to have found a true Partner in Walter Quillico. They began Title Connect in 2004, and together, they have created a thriving brand in the Commercial

Title Insurance Industry. In 2020, Title Connect **surpassed a landmark \$1.0 Billion in Commercial Transactions and is on pace to close \$1.5 Billion in 2021.** Jeff's role is Business Development and management of the Company's sales force. During His time in the Title Insurance Industry, Jeff has created a reputation for himself and Title Connect of being simply, trusted. Creating long lasting relationships with clients has enabled Him, and the Company to continue to achieve growth year over year. [jgunsberg@title-connect.com](mailto:jgunsberg@title-connect.com)

**VICKI GUTOWSKI** graduated from University of Michigan with a BA in Economics in 2012 and from Eastern Michigan University with an MBA in 2017. Since joining Gerdom Realty in 2012, Vicki has gained experience working on both landlord and tenant representation. As director of marketing and administration, Vicki oversees the advertising regiment for the company's listings as well as the creation of presentation material for tenant and buyer representation clientele on top of property management and day-to-day administrative operations. [vgutowski@gerdomrealty.com](mailto:vgutowski@gerdomrealty.com)

**BRIAN P. HENRY** is the Senior Executive Counsel for eTitle Agency and is responsible for the strategic direction and profitability of the agency which is licensed to provide title in sixteen states and staffed with 60 title professionals. Brian has supervised commercial and residential closings ranging in value from \$500,000 to \$20,000,000. Previously Brian served as the Chief Legal Officer for Orlans P.C., the largest women owned multi-jurisdictional law firm in the country comprised of over 50 attorneys licensed in ten jurisdictions. Mr. Henry has over 40 years' experience in real estate law, title and related litigation. Mr. Henry is a past Chair of the Real Property Law Section of the State Bar of Michigan and its CLE Committee. He has served as the Chairman of the Birmingham Bloomfield Chamber of Commerce, as a member of the Zoning Board of Appeals for Bloomfield Township and as the President of Leadership Oakland. He currently serves on the Michigan Electronic Recording Commission and on the Michigan Land Title Standards Committee. [BHenry@orlans.com](mailto:BHenry@orlans.com)

**SETH HERKOWITZ** is a partner and Chief Operating Officer at Hunter Pasteur, a premier residential developer. Hunter Pasteur has nearly \$700M in the development pipeline, throughout Southeast Michigan. Equally principled and committed, Hunter Pasteur is an advocate for the critical role housing plays in economic and community development. The Company was previously named Multifamily Construction Builder of the Year by the Home Builders Association of Michigan. In his role, Herkowitz is responsible for strategic oversight, working closely with the Company's consultant network and joint venture partners. Furthermore, Herkowitz is responsible for procuring governmental approvals for its portfolio of developments. He recently led the Company's entitlement efforts for its \$200M mixed use development, located in the Corktown Neighborhood of Detroit. Herkowitz earned his Bachelor of Arts degree from the University of Michigan and

his joint JD/MBA from Chicago-Kent College of Law, where he currently serves on the Alumni Board of Directors. He is a cofounding member of the Woodward Society and member of the ULI Housing and Community Development Local Product Council. In addition, Seth was a past recipient of Crain's Detroit Business '40 under 40' award. Finally, Herkowitz serves as a Beaumont Health Trustee and past Co-Chair of the Harry N. Herkowitz Distinguished Chair in Orthopedics Campaign at Beaumont Health.

**ERIN A. JOHNSON** As a member at Dickinson Wright PLLC, Erin provides strategic counsel to entities and individuals in the acquisition, disposition, leasing, development, and financing of office, retail, multi-family, and mixed-use projects throughout the United States. Erin's expertise has been recognized by several prominent publications, including Michigan Super Lawyers (2019 "Rising Star"), Best Lawyers in America ("Ones to Watch," Real Estate Law, 2021 and 2022), and The Legal 500 United States (2021 "Recommended Lawyer"). Erin earned a Bachelor of Fine Arts in Musical Theatre from the University of Michigan, where she graduated magna cum laude. After college, she moved to New York City, performing in Broadway musicals such as "42nd Street," "Thoroughly Modern Millie," and "West Side Story." In 2011, Erin earned her Juris Doctor magna cum laude from the University of Illinois College of Law, where she served as the Managing Editor of the Elder Law Journal.

**MATTHEW JONNA**, Plum Market CEO & Co-Founder, has over twenty-five years of experience in the food and beverage industry. After leaving the Whole Foods National Operations Team, Matthew opened the first Plum Market in 2018 with a focus on Natural, Organic, and Locally crafted items. Today, Plum Market is an independently owned company with a service-forward approach to food, beverage, and wellness essentials. The company operates nationwide with more than 20 multiple-format locations across Michigan, Illinois, Indiana, Ohio, and Texas, with new locations announced in Washington DC, Florida, and California. [matt.jonna@plummarket.com](mailto:matt.jonna@plummarket.com)

**JOSEPH JUDGE** is a partner at Dawda, Mann, Mulcahy & Sadler, PLC, where he has spent 20+ years practicing in the area of commercial real estate law. Over those years, he has guided some of the largest retailers in the world through the acquisition and development of stores in the Midwest and his current focus includes working with developers to successfully acquire, develop and lease property for single-tenant users. [jjudge@dmms.com](mailto:jjudge@dmms.com)

**MARYAM H. KARNIB** is a real estate attorney in Honigman's Detroit office. Maryam's practice focuses on matters related to commercial real estate transactions, including retail and industrial and office real estate. Maryam has worked on a number of acquisitions ranging in value from \$50 million to \$100 million nationwide.

**KEVIN A. KERNEN** is a Managing Director in the Real Estate practice within the Valuation Advisory group at Stout. Mr. Kernen's concentration is in commercial real estate valuation and advisory services, where he has 21 years of national and international appraisal, review, and consulting experience. Mr. Kernen's experience encompasses a wide range of commercial real estate engagements covering numerous property types from core properties to special purpose properties, and a variety of matter types such as litigation, estate & gift tax reporting, financial reporting, and consulting. Mr. Kernen's experience includes many public speaking engagements and he has been qualified as an expert witness and has testified in a variety of state and local jurisdictions. Mr. Kernen co-leads the firm's real estate practice, with responsibilities including practice management, business development, senior level recruiting, and internal systems and group operations. [kkernen@stout.com](mailto:kkernen@stout.com)

**SAMUEL P. KOKOSZKA** is an Associate at Dawda, Mann, Mulcahy & Sadler, PLC, where he concentrates his real estate related practice in the areas of commercial real estate leasing, acquisitions, and sales. Mr. Kokoszka concentrates his corporate practice in the areas of mergers and acquisitions, licensing, and corporate governance. As part of his practice, Mr. Kokoszka routinely advises retail landlords in the lease negotiation process. [skokoszka@dmms.com](mailto:skokoszka@dmms.com)

**CASEY KOPPELMAN** is a partner in Varnum LLP, and is currently based in the firm's Birmingham office. Mr. Koppelman has a national real estate practice with a concentration on acquisitions and dispositions as well extensive experience negotiating and drafting retail, office and industrial leases on behalf of both landlords and tenants. In addition, Mr. Koppelman represents lenders, investors, operators, developers and borrowers in all aspects of real estate financing including construction loans and structuring joint ventures. Mr. Koppelman is a regular speaker for the Real Property Section of the State Bar of Michigan on topics including leasing and construction lending. Mr. Koppelman is active in the Oakland County Bar Association, Urban Land Institute and ICSC and was recognized as a Rising Star by Michigan Super Lawyers for several years. As a licensed real estate broker, Casey leverages the latest market trends and data to bolster his clients' interests in deals. Within the community, Mr. Koppelman serves on the Board of Directors for Community Care Properties and is a member of Temple Israel. Prior to joining Varnum, Mr. Koppelman was a partner in the real estate group at Dykema Gossett. He is a graduate of Wayne State University Law School and received his undergraduate degree from the University of Michigan. [ckoppelman@varnumlaw.com](mailto:ckoppelman@varnumlaw.com)

**KEVIN KOVACHEVICH** founded District Capital in 2018 with a specific goal, to create a mortgage banking platform which provides clients with the best possible execution in the

marketplace. The client first mentality comes from Kevin's nearly 20 years of mortgage banking experience and by being a commercial real estate owner himself. Kevin thinks like an owner, treating each client deal as if he was financing something from his own portfolio. This provides the client with thoughtful, creative solutions to all their financing needs. Kevin started his career as a credit analyst with JP Morgan and quickly learned he wasn't built to be a banker. After a quick cup of coffee with JPM, Kevin moved into the real estate world as a commercial real estate analyst and quickly moved into the role of a mortgage banker. As a mortgage banker, Kevin rose to become the top producer within the firm where he financed every type of cash flowing real estate from an outdoor water park in the Midwest (not kidding!) to retail malls, office towers to apartment complexes and everything in between. Over his career, Kevin has financed, acquired, managed and serviced well over \$10 Billion dollars of transactions. Outside of the office, Kevin spends most of his free time with his family of 6. Kevin married his junior high sweetheart, Danielle and together they have four kids, Jake, Ben, Luke and Lana. If you want to track down Kevin outside of the office just head to the nearest ball field where he is probably coaching one of his kid's sports teams. Kevin also enjoys traveling, spending time with his family in northern Michigan, golfing, beer league hockey and staying active. [kevin@dcapdetroit.com](mailto:kevin@dcapdetroit.com)

**BALI KUMAR** Bali joined PLG in 2021 as the Chief Operating Officer. Prior to joining PLG, he served as the CEO of Lean & Green Michigan, the PACE program in Michigan, and developed the Michigan PACE program into one of the nation's strongest PACE programs. His experience also includes serving as a management consultant at Deloitte, a transactional attorney at Proskauer, and the Executive Director of Michigan's Wayne County Land Bank. Bali graduated with a B.A. from Brown University, a M.Sc. from the London School of Economics, and a J.D. from Berkeley Law. He is a member of the NY and CA bar. [bali@pceloangroup.com](mailto:bali@pceloangroup.com)

**EMILY D'AGOSTINI KUNATH** is an attorney and principal at the D'Agostini Companies. D'Agostini Companies is nearing almost 50 years in business as a privately held real estate developer and property manager. It is an active participant in the southeast Michigan real estate market; developing, holding and managing commercial, industrial and residential properties in the tri-county area. D'Agostini Companies is also an active home builder in southeast Michigan. Emily's main focus has been overseeing legal and accounting functions, with emphasis on estate and income tax planning, real property tax, leasing, purchase and disposition, joint ventures, condo work and property management. She graduated from Emory University School of Law and has a Bachelor of Business Administration from the University of Michigan. At Emory, she successfully competed nationally with Emory's Moot Court Society and was a member of Emory's National Team in 1997-98. She is active with the International Council of Shopping

Centers (ICSC), serving on the Michigan Governmental Relations Committee and the Continuing Education Program Committee. Ms. Kunath is also a licensed builder in Michigan. [edagostini@dagostini.net](mailto:edagostini@dagostini.net)

**ROBERT LABELLE** graduated with honors with an A.B. in Economics from the University of Chicago in 1982, and received his J.D. from the University of Michigan Law School in 1985. Mr. LaBelle practiced for 19 years as a partner and associate at Dickinson Wright PLLC, was later a founding partner member of Myers Shierk & LaBelle, which merged with Williams Williams Rattner & Plunkett, P.C. in 2014. Mr. LaBelle's practice has focused on real estate and environmental law, with a substantial emphasis on the acquisition, sale, development, leasing and subleasing of commercial real estate, surplus asset disposition, zoning and entitlement issues, and environmental regulation and investigation. In these practice areas, he has represented national companies, retailers and restaurants, such as Verizon Wireless, Borders Group, Kmart Corporation, Ruby Tuesdays, and Long John Silvers. Mr. LaBelle has also represented national developers and landlords, including American Star Properties, Liberty Property Trust and Chuck Miller Development Group. He has negotiated and drafted hundreds of leases and subleases. He managed the project team of lawyers which specialized in the disposition of excess property holdings for several Fortune 500 companies, which projects transferred over 32,000,000 square feet of space. He has appeared before many dozens of municipal planning commissions, zoning boards of appeals, boards and councils in obtaining rezonings, variances and special use permits. Mr. LaBelle has presented seminars and authored papers on many commercial real estate and leasing topics for the Law Conference of the International Council of Shopping Centers, the Real Property Law Section of the Michigan Bar Association, the Oakland County Bar Association, and other trade journals.  
[ral@wwrplaw.com](mailto:ral@wwrplaw.com)

**JASON C. LONG** is a partner at Williams, Williams, Rattner and Plunkett P.C., in Birmingham, Michigan. For 20 years, he has represented clients confronting property tax issues and has dealt with issues including valuation; transfers of ownership; exemptions for religious, charitable, agricultural, and other uses; taxation of governmental property; errors in billing; tax foreclosure; incentives and cancellation of incentives; and many others. Mr. Long has represented both property owners and municipalities, and has done so before municipal bodies and circuit courts across the State, the State Tax Commission, the Tax Tribunal, the Court of Appeals, and the Supreme Court. He is a summa cum laude graduate of the University of Detroit Mercy School of Law and Oakland University, studied real estate development at the University of Michigan Ross School of Business, and is a former judicial clerk at the Michigan Supreme Court.

**MICHAEL A. LUBERTO** is President of Chirco Title Agency, Inc. He leads the company's commercial and residential title and escrow operations, and its tax-deferred exchange intermediary business. He has structured affiliated business arrangements under RESPA and other joint ventures. As an attorney, he represented sellers, buyers and developers of many types of properties, including industrial, retail, office and hospitality. Mike represented lenders and borrowers in various financing transactions, including asset-based lending, tax-exempt bond financing, sale-leaseback transactions, loan workouts and foreclosures. His experience also includes representing businesses in mergers, acquisitions and other business transactions. Mike is a *cum laude* graduate of Wayne State University Law School in 1987, and the Treasurer of the Real Property Law Section of the State Bar of Michigan. A frequent lecturer, he is the author of "Tax-deferred Exchanges of Second Homes and Mixed-Use Properties," "Title Insurance Policy Endorsements," "Michigan Commercial Real Estate Broker's Lien Act," (co-authored with Ingrid Szura) and "Post-Foreclosure Third-Party Liability: Closing Protection Letters and the Full Credit Bid Rule," in the Michigan Real Property Review, and "Title Insurance for the General Practitioner" in the Michigan Bar Journal.

**JENNIFER MACKAY**, a dynamic Real Estate leader, with a strategic-leadership style delivering results working on Shopping Centers and Real Estate Developments throughout the country. Experience includes Retail Power Centers, Lifestyle Developments, Office/Mixed Use, and Residential/Historical preservation projects. As a Portfolio Manager, Leasing Director, and Senior Sales professional for a publicly and privately traded REITs, her responsibilities included the managing of Assets valued at more than \$128 million dollars. Jennifer's charitable contributions include previous President of the Northville Optimist Club (501C Non-profit) and being a regular volunteer at local charities such as Forgotten Harvest, Gleaners Community Food Bank, The Baldwin Soup Kitchen, and the Clothes Closet of Pontiac. She has also chaired numerous ICSC committees and has extensive training on the "Post-Department Store Era" involving the evolution of the retail industry and segmentation of retail into Commodity and Specialty sub-groups. Jennifer has been a member of ICSC since 2008, and a licensed Realtor 1997. [jennifer.mackay@shopone.com](mailto:jennifer.mackay@shopone.com)

**PAUL S. MAGY** is a member of the law firm of Clark Hill PLC's Real Estate Practice Group. Mr. Magy's extensive commercial real estate experience includes acquisition, development, finance, zoning, leasing and sale of commercial real estate, in addition to litigation related to those areas, including receiverships, distressed assets and retailer bankruptcy. Mr. Magy has substantial experience representing owners of all manner of commercial real estate as well as developers, property managers and brokers. Mr. Magy is actively involved in a number of real estate trade associations. Mr. Magy is a long-time member of the International Council of Shopping Centers (ICSC), serving as ICSC's

Michigan State Director from 2001-2004 and has held numerous other state and regional ICSC offices. In 2012, Mr. Magy was awarded ICSC's highest honor, the Trustees Distinguished Service Award, at a special ceremony at RECon in Las Vegas. Mr. Magy is currently chair of the Michigan ICSC's Continuing Education Program for Real Estate Professionals and frequently presents at seminars and programs on a variety of real estate related topics. Mr. Magy's work in the area of shopping center related law and involvement with ICSC earned him a seat on ICSC's National Legal Advisory Council beginning in 2002. He was named to become its Chairman effective at the 2013 RECon. Mr. Magy is Past President of the Building Owners and Managers Association (BOMA) of Metropolitan Detroit. Prior to joining Clark Hill, Mr. Magy was a founding member of Kupelian Ormond & Magy (KOM) - a Southfield, Michigan based law firm that joined with Clark Hill PLC in 2012. He graduated from Wayne State University Law School in 1982. Mr. Magy has been designated a Michigan Super Lawyer and a DBusiness Top Lawyer for many years. Mr. Magy is a Fellow of the Michigan State Bar Foundation and a Life Member of the Judicial Conference of the U.S. Court of Appeals for the Sixth Circuit. He is also actively involved with a number of educational, religious and charitable institutions, and has presented or facilitated at seminars and programs on topics related to leadership development, programming and fundraising. Mr. Magy served as President of Adat Shalom Synagogue, a 1,000-member family congregation in Farmington Hills, Michigan, between 2004-2006 and was Chair of the Board of Advisors of the Rabbinical School of Jewish Theological Seminary of America, located in New York, N.Y., from 2006-2009.

[pmagy@clarkhill.com](mailto:pmagy@clarkhill.com)

**NICHOLAS G. MALOOF** is President and General Counsel of Associated Environmental Services, LLC (AES), an environmental services, land development and real estate consulting firm based in Bloomfield Hills, Michigan. Mr. Maloof is an active member of the State Bar of Michigan, a Registered Professional Geologist in the State of Tennessee, a licensed Associate Real Estate Broker and a licensed Title Producer with over twenty-three years of experience as a transactional attorney and over thirty-three years of experience in the field of environmental and real estate consulting. Mr. Maloof received his Juris Doctor (JD) from Michigan State University, his Master of Science Degree (MS) in Earth Science (focused on Hydrogeology) from Western Michigan University and his Bachelor Degree in Business Administration (BS) from Aquinas College. Mr. Maloof is also a licensed Real Estate Broker and Title Insurance Resident Producer in the State of Michigan. Over the past 30 plus years, Mr. Maloof has been involved in thousands of real estate transactions and land development projects from site selection, due diligence, Brownfield and Tax Incentives, financing and development entitlement standpoint, as well as numerous Workout, Foreclosure and Bankruptcy related matters. Mr. Maloof has advocated and been involved in what would become known as Brownfield Redevelopment since 1989 when Site Reclamation Fund Grants first became available and



has obtained tens of millions of dollars of Tax Increment Financing (TIF), Brownfield Tax Credits (SBT/MBT), Grants and Loans, Tax Abatements, Site Assessment Funds (SAF) and other economic incentives throughout Michigan for Brownfield Redevelopment, Commercial and Industrial projects. His tenure includes being a Past President (2007) of the Commercial Board of Realtors (CBOR) in Michigan, the statewide commercial board which owns the Commercial Property Information Exchange (CPIX), member of the ICSC Alliance and founding member of the Continuing Education Program committee of the International Council of Shopping Centers (ICSC), the Board of Directors for NAIOP and the UM/ULI Real Estate Forum. Mr. Maloof is also past Chair (2017-2018) of the Energy Sustainability and Environmental Law (ESEL) Committee of the Oakland County Bar Association (OCBA) and is Co-chair of the Hazardous Substances and Brownfield Committee for the State Bar of Michigan Environmental Law Section (ELS). As an active member and frequent speaker for the State Bar of Michigan Real Property Law Section, including as a founding faculty member of the Real Property Law Academy educational program for attorneys, Mr. Maloof is also an approved Continuing Education Instructor with the State of Michigan and has presented numerous accredited educational programs for the State Bar of Michigan, ICLE, ICSC, Lorman Education and CBOR.

[ngm@associatedenvironmental.net](mailto:ngm@associatedenvironmental.net)

**MATTHEW MASON** spearheads Conway MacKenzie's Real Estate industry vertical. He is accomplished in assisting institutional clients, lenders, and private investors with distressed real estate and has served as a court-appointed Receiver for more than 200 retail, office, multi-family, and mixed-use projects. He has significant expertise with large retail and office assets, including enclosed regional malls, multi-state portfolios, and open-air lifestyle centers throughout the country. Mr. Mason has extensive experience with acquisitions, dispositions, and lease negotiations, having completed 14,000,000 square feet of leases with a value in excess of \$885,000,000. Matthew routinely assists major retailers in the site selection, negotiation and optimization of retail portfolios. Prior to joining Conway MacKenzie, Mr. Mason was Senior Vice President of Commercial Real Estate and Special Advisor to the CEO at McKinley, Inc., where he managed a 21 million square foot, \$1 billion portfolio of retail, office, industrial, and mixed-use properties throughout the United States. He previously served as Real Estate Counsel for the Kmart Corporation/Sears Holdings Corporation, where he oversaw real estate and legal matters pertaining to the retailer's 3,000+ stores. During his tenure at Kmart/Sears, Mr. Mason completed real estate transactions in excess of \$1.2 billion. Mr. Mason began his career in retail real estate as the Director of Acquisitions for a preferred developer for CVS/pharmacy, where he was responsible for the site selection and acquisition of retail properties throughout the Midwest. In addition, he led a team of site acquisition specialists in the identification of retail locations, analyzed market conditions and tailored development strategies to maximize returns. Mr. Mason earned his Bachelor of Arts

degree from the University of Michigan and his J.D. from Western Michigan University's Cooley Law School. He is a member of the Michigan State Bar with membership in both the Real Property and Business Law sections, as well as serving on the Creditor/Debtor Rights, Commercial Leasing and Management, and Commercial Real Estate Finance committees. His professional affiliations include the prestigious designation as a Certified Commercial Investment Member (CCIM) and membership in the CRE Finance Council (CREFC) and the International Council of Shopping Centers (ICSC).

[mmason@conwaymackenzie.com](mailto:mmason@conwaymackenzie.com)

**ROBERT MATTLER** of Green Portfolio Solutions, LLC is the Michigan market leader for Counterpointe Sustainable Real Estate, a leading PACE financing company. Mr. Mattler brings more than 30 years of combined experience in real estate law, commercial brokerage and green building consulting through his efforts and past experience as a Board Member of the Detroit Chapter, United States Green Building Council (USGBC). Presently, Mr. Mattler is involved with the American Institute of Architects (AIA) 2030 national initiative in the cities of Grand Rapids, Ann Arbor and is a Detroit 2030 Ambassador. The AIA 2030 initiative has 23 city members across the country, whose goal is to reduce energy, water consumption and provide stormwater mitigation of at least 50% by 2030. [greenps14@gmail.com](mailto:greenps14@gmail.com)

**PATRICIA A. MEADOWS-SMITH** is a Senior Account Executive at First American Title (formerly Metropolitan Title Company) since 1992. Prior to First American Title, she had a 10-year career at NBD (Chase Bank) in their Commercial & Consumer Lending Groups along with a family owned residential brokerage firm. Each of these career paths have given her an advantage to understand a real-estate transaction from different perspectives (real-estate broker; closer; analyst; lender; title). Ms. Meadow-Smith is involved in every facet of commercial real estate organizations, participates on several committees, and presents various continuing education topics (ICSC; CCIM; ULI; SIOR). Her dedication, perseverance, and exceptional customer service has been recognized at First American Title with the highest honor - The DPK Circle of Excellence Award for the past seven years( 2015, 2016, 2017, 2018, 2019, 2020, and 2021) Outside of her career, she tries to manage her charitable heart between several charities and Church(s). She lives in Birmingham, MI with her husband. Together they have six children and 11 grandchildren (all within 5 years).She loves to travel, hike, water & snow ski, boat, paddle board, cycle, tennis and spend time with the grandchildren of course! [pattymeadows@firstam.com](mailto:pattymeadows@firstam.com)

**DANIEL MOONEY** is Partner in Honigman's real estate department with a focus on commercial real estate transactions throughout the U.S. Daniel represents clients focusing in the areas of multifamily housing, retail, commercial development, and office and retail

leasing. Represents purchasers and sellers regarding nationwide acquisition, financing, and disposition of shopping center, multifamily and office properties; Assists and advises landlords and tenants in retail and office lease negotiations; Assists and advises owners in the acquisition and development of multifamily properties and manufactured housing communities across the U.S. [dmooney@honigman.com](mailto:dmooney@honigman.com)

**KEVIN H. MORSE** is a member in the Chicago office of Clark Hill PLC. Kevin is a problem solver who supports businesses and their owners in a variety of industries afflicted with financial distress through out-of-court restructuring, bankruptcy, and litigation. Kevin handles insolvency matters for his clients nationwide, which include Chapter 11 debtor representation, assignments for the benefit of creditors, fiduciary representations, committee representations, creditors' rights, and other insolvency issues in a breadth of industries, such as retail, food and agriculture, healthcare, transportation, construction, and real estate. Kevin's clients include publicly-traded companies, privately held corporations, REITs, start-ups, non-profits, traditional and non-traditional financial entities, and individuals. Prior to entering private practice, Kevin clerked for the Hon. Thomas B. Donovan in the U.S. Bankruptcy Court for the C.D. Cal. (Los Angeles). [kmorse@ClarkHill.com](mailto:kmorse@ClarkHill.com)

**ROBERT J. NOLAN** of Warner Norcross & Judd, LLP counsels clients in complex commercial real estate development, and corporate/portfolio real estate administration. His extensive real estate expertise includes retail development, shopping center development and redevelopment, condominium development, commercial retail leasing, real estate for licensed establishments, and landlord/tenant law. He also represents clients through acquisitions, depositions and conversions. Mr. Nolan is focused on helping real estate organizations make sound decisions as it pertains to acquisitions, sales, and management of large real estate portfolios in order to streamline legal expenses. He has a natural rapport with clients and a direct approach in offering the very best legal advice across a multitude of real estate matters. [rnolan@wnj.com](mailto:rnolan@wnj.com)

**JUSTINE O'BRIEN** is an industry leader in retail shopping center leasing. As the Senior Leasing Representative for Schostak Brothers & Company she is responsible for the company's Retail Shopping Center Portfolio. Justine is an expert in creating retail synergy at the shopping centers by combing national and regional retailers with local flare. Major projects include the ground up development of Northville Park Place at 7 Mile and Haggerty Rd. and the re-development of 13 Mile and Woodward Avenue in Royal Oak for Beaumont Hospital. Justine's achievements in retail leasing are the collective experience of working with national developer, Brixmor Property Group, as a Senior Leasing Representative and with the former brokerage firm of Ludwig & Seeley Inc. as a Tenant Rep Broker. For the past 15 years Justine has been dedicated to the retail real estate

business, building relationships in the real estate community through networking, mentoring and volunteering. [obrien@schostak.com](mailto:obrien@schostak.com)

**MARCEL PEARL**, Associate Advisor, Encore Real Estate Investment Services. Marcel is a Commercial Retail Estate Broker in the City of Detroit. His focus has been on the retail side of Commercial Real Estate with a focus and specialty that includes, single tenant net lease, shopping centers, mixed use developments and retail strip centers. Other experience in real estate has included, apartments, industrial, and vacant land. His experience working with buyers, sellers, tenants, and landlords has made him keenly aware of the needs and wants of the retail-centered client. With the help of his brokerage Marcel has been able to establish a client base throughout the country. He has listed and sold properties from California to Maine. Working with small private entities to large publicly traded REITs. Marcel has developed the ability to understand what makes a deal work for all parties involved in a deal. Marcel has also carved out a niche within the neighborhoods of Detroit. His unprecedented understanding of the unique needs that come with doing business within the city, is a huge asset to Encore Real Estate. As a life-long Detroiter, Marcel has been able to build relationships like very few can. Recognizing the importance of interacting with various business entities, helps him facilitate transactions with many important financial and developing organizations like the Detroit Economic Growth Corporation, Community Development Financial Institutes (CDFI), and other non-profit neighborhood-based development organizations (Motor City Match and Grandmont-Rosedale Development Corporation.) After studying finance at the University of Michigan-Dearborn, Marcel started a career in sales and now has more than 15 years of sales experience. The knowledge learned from his experience has augmented Marcel's abilities to facilitate all types of commercial real estate transactions. Marcel is a member of ICSC and ULI, both which support industry-specific growth and networking in commercial real estate. [mpearl@encorereis.com](mailto:mpearl@encorereis.com)

**JEROME P. PESICK** is a partner at Williams, Williams, Rattner and Plunkett P.C. in Birmingham, Michigan. His practice areas include eminent domain, condemnation, land use, and property taxation. During his over 40 years in practice, Mr. Pesick has successfully tried and settled hundreds of condemnation cases throughout the State of Michigan. He has also regularly represented clients in major property tax appeal cases involving all types of business properties throughout Michigan. Mr. Pesick has been selected by his peers to be included in the 2007 through 2019 editions of "The Best Lawyers in America" in the specialties of eminent domain and condemnation law. He was also selected by Best Lawyers as the **"2011 and 2014 Eminent Domain and Condemnation Lawyer of the Year"** for the Detroit area, and **"2016, 2018 and 2019"** for newly designated Troy area. He was selected by "Michigan Super Lawyers" as one of the top attorneys in Michigan in 2006 through 2019, has been included four times in the "Top

100 Michigan Lawyers,” and was named one of the “Top 50 Michigan Business Lawyers” in 2013. Mr. Pesick’s memberships include: **State Bar of Michigan**, where he is a Member of the Sections on Litigation and Real Property Law. He is a past Chair of the Real Property Law Section, served as Chair of the Real Property Law Section’s Eminent Domain Committee for seven consecutive years; **American Bar Association**, where he is a Member of the Section on Litigation; and Committee on Real Estate, Condemnation and Trust Litigation; and the **Oakland County Bar Association**. Mr. Pesick is also the author of several articles on eminent domain, and is a frequent speaker, instructor, and lecturer at state and national eminent domain conferences. [jpesick@spclaw.com](mailto:jpesick@spclaw.com)

**ROBERT PLISKA**, CRE, CPA serves as President for Sperry Commercial Global Affiliates-Property Investment Counselors (Sperry CGA) specializing in the sale, financing, leasing, managing, consulting, auctioning and accelerated marketing of office, retail, multifamily, industrial, hotel other investment and commercial properties. With over 40 years of commercial real estate experience, Pliska has secured over \$1.5 billion in real estate transactions. Prior to joining Sperry CGA, Pliska served as an Owner/Managing Director or SVN and was the president of a full service commercial realty firm providing sales, financing, leasing, property management and consulting services. Pliska’s past commercial development transactions boast millions in volume and ranged in product type form office, retail, multifamily, industrial and hospitality. Pliska is a local and national speaker, author, radio guest, panelist and social media expert for many local and national organizations as the Counselors of Real Estate of the National Association of Realtors, the state association of Realtors, the state association of CPA’s, the Chambers of Commerce, CCIM, the Real Estate Answer Forum and others on investment and commercial real estate. He is quoted in numerous publications as Globe Street, CCIM, the Counselors of Real Estate, local news publications, Midwest Real Estate News and others. He is followed by thousands in social media on LinkedIn, Twitter, Facebook and Instagram. He sits on local, national and international Boards. [Robert.pliska@sperrycga.com](mailto:Robert.pliska@sperrycga.com)

**RICHARD D. RATTNER** is a partner at Williams, Williams, Rattner and Plunkett P.C., in Birmingham, Michigan. He has more than thirty years of experience in real estate law, with specialties in land use development, zoning, real estate acquisition, sale and loan transactions. Mr. Rattner is an active member of the Real Property Law Section (“RPLS”) of the State Bar of Michigan, including the Committee on Zoning and Land Use Planning and is a co-founding director of the newly formed RPLS Real Estate Academy for Young Lawyers. He has served as former co-chair of RPLS Continuing Legal Education Committee and Membership Committee, and is a past member of the Governing Council of RPLS. Mr. Rattner is an adjunct professor at Wayne State University Law School, where he teaches “Developing the Commercial Real Estate Project.” He is a frequent lecturer on

a variety of real estate related topics at seminars for lawyers, real estate brokers, and other business organizations. He has presented at events sponsored by Michigan's Institute for Continuing Legal Education, the International Council of Shopping Centers, and the Michigan Association of Planning. In 2017, Mr. Rattner was honored to be inducted as a fellow of the American College of Real Estate Lawyers. In addition to his listing in Leading Lawyers<sup>SM</sup> and Best Lawyers in America<sup>®</sup> for his real estate practice, Best Lawyers has honored him as a Detroit-area "Lawyer of the Year" multiple times for Land Use and Zoning Law (2012 and 2014) and Real Estate Litigation (2017). In 2016 and 2018, Best Lawyers named him "Lawyer of the Year" in the newly created Troy Metro Area, which generally covers Oakland and parts of Macomb County. Mr. Rattner has been named to the list of Michigan Super Lawyers<sup>®</sup> annually since 2006 (including Top 100 Lawyers recognition), and *DBusiness Magazine* has included him among the "Top Lawyers in Metro Detroit." [rdr@wwrplaw.com](mailto:rdr@wwrplaw.com)

**BRYAN RIEF** is co-founder and Chief Executive Officer of PF Michigan Group, which currently owns and operates 55 Planet Fitness franchise locations in metro Detroit, Grand Rapids, Bay City/Saginaw, MI, and Toledo, OH. Since its inception in 2007, Bryan has headed the company's real estate, construction, business development, and marketing. His responsibilities include site selection, lease negotiation, construction and development as it relates to the company's Area Development Agreement (ADA). Bryan also serves as manager of the Planet Fitness Detroit DMA Marketing Co-op, which is a collective of Michigan-based Planet Fitness franchisees. In addition, he is the chair and a founding member of the Michigan Fitness Club Association, which was formed in 2020 to unite, protect, and promote the interests of health and fitness businesses in the State of Michigan. Bryan has over 28 years of experience in commercial real estate, having worked in both shopping center development and tenant representation for several high-end retailers. Prior to PF Michigan Group, he worked with Strategic Retail Advisors, managing store expansion plans for several national specialty retailers. He is a licensed real estate broker, long-standing member of the International Council of Shopping Centers (ICSC), Certified Leasing Specialist (CLS), and Certified Retail Property Executive (CRRP). [bryan@pfmichigan.com](mailto:bryan@pfmichigan.com)

**MARGO ROSENTHAL** is a Vice President with Investment Property Exchange Services, Inc., and also works for Fidelity National Title in Michigan in the Commercial Business Development Group. IPX is the premier Qualified Intermediary for IRC Section 1031 tax deferred exchange transactions. Ms. Rosenthal is an attorney, licensed to practice in the state of Michigan. Both IPX and Fidelity Title are subsidiaries of Fidelity National Financial, Inc., the largest title insurer in the nation. IPX 1031 handles real property exchange transactions, including simultaneous, delayed, build-to-suit, reverse and workout exchanges. Ms. Rosenthal has been with IPX for twenty years, and closing commercial title

transactions for over twenty five years. She has structured over 2500 exchanges. Ms. Rosenthal is a frequent speaker on 1031 Exchanges, having done seminars for ICLE (Institute for Continuing Legal Education), Homeward Bound Series, Continuing Education for CPAs and for groups of Attorneys and Real Brokers. She has also published a chapter on Title Insurance for the Michigan Residential Real Estate Transaction Book published by ICLE. Not only is Ms. Rosenthal an expert on IRS 1031 Exchanges, she is the queen of 1031 exchanges. [margo.rosenthal@jpx1031.com](mailto:margo.rosenthal@jpx1031.com)

**BENJI ROSENZWEIG** has been a commercial real estate broker since 2009. He is now a Vice President at Colliers International Detroit where he has two main areas of focus, Retail Brokerage throughout SE Michigan, and all commercial deals in the City of Detroit where in terms of number of transactions and available space for lease they currently are the largest brokerage team working in the City. Benji is a Co-Chair for the DEGC Broker RoundTable, where they host events to educate the brokerage community on opportunities in the city and network with one another. He is also a Board Member of the Coffin Siris Syndrome Foundation where they help advocate for and educate about people about a rare genetic mutation CSS, which his younger daughter Ellah has. Benji attended Yeshiva University in NYC where he studied sociology. He moved to Detroit from New York in 2004. [ben.rosenzweig@colliers.com](mailto:ben.rosenzweig@colliers.com)

**MARK SCHOSTAK** is partner in a fourth generation family business, Schostak Family Enterprises (SFE). Made up of multiple family entities, SFE celebrated 100 years of real estate and banking expertise in 2020. Mark is involved in all aspects of the family business. He is a Partner in Schostak Family Investments Company, which invests in a diverse group of businesses, Schostak-Fisher Group, a residential real estate developer Officer and is Director of Schostak Brothers and Company, Inc. (SBCI), a diversified commercial real estate company operating in 24 states in the United States. Mark is also Executive Chairman of TEAM Schostak Family Restaurants. TEAM Schostak Family Restaurants (TSFR) was started in 1981 when Mark was a freshman at the University of Michigan. Today, TSFR has a portfolio of over 160 casual dining, family dining, fast casual, and quick service restaurants. As Executive Chairman of TSFR, Mark oversees the high level strategic decisions of the restaurant group including Applebee's (TSFR opened the world's only co-branded Applebee's/IHOP in Detroit), Wendy's, Olga's Kitchen, MOD Pizza and Del Taco. In 2019, TSFR launched a fast casual concept of Olga's Kitchen called Olga's Fresh Grille and in 2021, TSFR entered into the ghost kitchen space with its first ghost kitchen, Olga's Express. One of TSFR's operating divisions King Venture, Inc. (KVI) sold its 60 Burger King restaurants to GPS Hospitality in 2015. Mark is a passionate leader and particularly enjoys the planning, analysis, and the establishment of strong organizational culture. TSFR is a Top Workplace which Mark attributes to TSFR's ongoing commitment to engaging our people, leadership development and corporate citizenship. Mark takes great

pride that as a restaurant company employing thousands of people, TSFR has been honored as a Top Work Place in Michigan by the Detroit Free Press four consecutive years since 2018. Mark is on the Board of Advisors of VoicePlug, a provider of custom voice AI solutions; a member of the Board of Directors of Apple Supply Chain Co-Op, the purchasing agent for the Applebee's and IHOP systems; and Burns and Wilcox, a national insurance company. He also serves on the Applebee's Franchise Marketing Council (FMC). Mark is a past board member of the Michigan Restaurant and Lodging Association (MRLA). He is on the Schostak Family Advisory Board which acts as the family board of directors and he participates in the family's significant philanthropic activities.

[mschostak@schostak.com](mailto:mschostak@schostak.com)

**SCOTT SONENBERG** is a graduate of Western Michigan University, with a Bachelor of Arts degree in Business Management. Scott started his career working with A.F. Jonna Development where he gained valuable experience in shopping center leasing and site selection for numerous national, regional, and local retailers. His positive energy and keen eye for deals, combined with a flair for multi-tasking, has helped Scott complete a large volume of transactions on an annual basis. At Landmark, Scott has built on his early success working on shopping center leasing, retail tenant representation, and investment sales. [SSonenberg@landmarkcres.com](mailto:SSonenberg@landmarkcres.com)

**ELIZABETH A. SPADAFORE** joined Community Choice Credit Union in 2009 as a Business Development Officer, initially charged with expanding the Business Lending portfolio. This position continues to expand including assisting in providing a full suite of business offerings to our business members. Beth has been in the financial arena for over 45 years, 43 of which have been in the commercial lending department, starting as a credit analyst, AVP and VP at local commercial banks. Beth has a Bachelors Degree in Business Communications with a minor in Accounting from Oakland University. Beth has also attended numerous RMA classes and various college courses.

**ALAN J. TAYLOR** is a Shareholder with Segal McCambridge Singer & Mahoney in its Michigan office. Mr. Taylor's practice primarily focuses on real estate law, commercial litigation and the defense of professional liability claims. Mr. Taylor's subspecialty expertise lies in landlord/tenant relationships. Mr. Taylor currently represents several commercial, industrial and residential property owners and many local and national property management companies. Mr. Taylor attended the London School of Economics and received a B.A. in Economics, with distinction, from the University of Michigan in 1991. In 1994, Mr. Taylor graduated from the Wayne State University Law School. He has been very active in the Metropolitan Detroit legal community for the last 22 years. Mr. Taylor is a Martindale-Hubbell AV Preeminent® Peer Review Rated attorney who was recognized as



a DBusiness Top Lawyer in 2017 and 2018, a Michigan Leading Lawyer between 2015-2017 and a Top Rated Lawyer in Insurance Law between 2014-2017. [ataylor@smsm.com](mailto:ataylor@smsm.com)

**ELIE TORGOW** is the Chief Executive Officer of Sterling Group, a privately held investment and real estate firm that acquires and manages high potential and high performance properties. In this capacity, he has employed his leadership ability and team building skills to help shape the direction of the company. Mr. Torgow has been with Sterling Group since 2008 and has been involved in acquisitions, leasing, property management, development and management of company operations. Since becoming CEO in 2013, Mr. Torgow has applied innovative strategies that has allowed Sterling Group to anticipate market transitions and continued growth. Mr. Torgow has worked with business leaders and community activists to contribute towards the ongoing growth and betterment of Detroit. He maintains active involvement in several community organizations and currently serves on the board of the Judson Center, the Downtown Detroit Partnership and City Year Detroit. Mr. Torgow is married with four children.

**SEAN VALENTINO** has over 24 years of experience in the retail industry. He currently leads the Retail Operations Division at REDICO. Joining the company in 2006, Sean has worked his way through the ranks, at all levels of property management and leasing, and currently directs the operations and management of REDICO's entire retail portfolio, where he oversees three million square feet of retail and mixed-use properties. Prior to joining REDICO, Sean was the specialty leasing manager for Thor Equities. While there, he oversaw the specialty leasing efforts at Macomb Mall in Roseville, Michigan, a one million square foot super-regional shopping center. Sean has also work for NAMCO Real Estate Group at the Summit Place Mall, a 1.4 Million square foot super regional shopping center in Waterford, Michigan. Sean held multiple positions during his time at Summit Place, including assistant general manager, specialty leasing manager and marketing director. Sean holds a Bachelor's degree in Business Administration from Baker College. He is an Administrative Committee member for The 8 Mile Boulevard Association and he has been a member of the International Council of Shopping Centers (ICSC) for over 15 years. His credentials include a Certified Shopping Center Manager (CSM) designation and a Certified Retail Real Estate Professional (CRRP) designation with ICSC.

[svalentino@redico.com](mailto:svalentino@redico.com)

**JULIE VAN DEVENDER** is Ford Land's Director of Leasing for the Michigan Central Innovation District including the Michigan Central Station, the Book Depository Building and related properties located in the Corktown neighborhood in Detroit, Michigan. She is responsible for managing the activities related to the marketing and leasing of retail and office spaces within Ford's 30-acre mobility innovation campus. Julie has been active in the real estate arena since 1989 and has a broad spectrum of commercial real

estate experience having worked with national firms Transwestern and Trammell Crow Companies in Washington, DC and Edward J. Lewis, Inc. and MegaJoule Ventures in Youngstown, Ohio and CBRE here in Detroit, Michigan. She oversaw a portfolio of approximately 4 million SF with Trammell Crow Company and co-founded the Association and Non-Profit group practice in DC during her tenure with Transwestern. With Edward J. Lewis she provided commercial and industrial advisory services to commercial and industrial clients in the Mahoning Valley, Ohio and as Director of Real Estate for MegaJoule Ventures Julie was responsible for effecting the strategic real estate plan for its ambitious industrial redevelopment projects in Trumbull County, Ohio. Her role involved the business integration of MegaJoule's technology interests as well as its green energy and circular economy goals. Julie is a graduate of the University of Notre Dame and a monogram award recipient of the Notre Dame Women's soccer team. As a part of the Michigan Central team, she is excited to be part of bringing this iconic property to life and working with the Ford team towards its goals of creating a truly unique place for innovation, technology, community and sustainability.

**MATTHEW VAN DYK** is a Member at Miller Johnson in the Kalamazoo, MI office. His real estate practice includes multi-faceted, complex transactional and development work. Mr. Van Dyk represents clients in commercial, industrial, residential, and mixed-use projects and matters. He has significant experience in development, condominiums, zoning and entitlement, acquisitions, leasing, affordable housing, 1031 exchange, and tax incentive projects. Mr. Van Dyk serves on the Michigan steering committee for the International Council of Shopping Centers (ICSC), is a former co-chair of the State Bar of Michigan Real Property Law Section – Commercial Leasing group and has served as the chair of the Kalamazoo County Economic Development Corporation. He is a graduate of Wayne State University Law School and is admitted to practice in Michigan. [vandykm@millerjohnson.com](mailto:vandykm@millerjohnson.com)

**THOMAS WACKERMAN** is President and Co-Founder of ASTI Environmental (ASTI) a national environmental and restoration company with headquarters located in Brighton, Michigan. ASTI has been providing assistance to business and government since 1985, offering investigation, compliance, remediation, and restoration services. ASTI has completed over 11,000 projects throughout the United States and in Canada, Mexico and East Europe. ASTI works with groups ranging from industry to developers to municipalities to non-profits, in order to provide solutions to environmental and site redevelopment challenges. Mr. Wackerman has over 40 years of experience in environmental consulting, and has authored over 1,000 papers and reports on environmental issues. He is a graduate of the University of Michigan, and is a Certified Hazardous Materials Manager, Masters Level, a Certified Environmental Trainer, and an Environmental Professional. He is

a graduate of the 2003 Leadership Michigan class, and the Chair of the University of Michigan/Urban Land Institute Real Estate Forum. He was recently a part-time faculty member at Wayne State University, Department of Chemical Engineering, where he taught graduate engineering courses related to environmental investigation and compliance from 1991 to 2012. He is a frequent guest lecturer for professional associations and universities on subjects ranging from Brownfield redevelopment, to environmental assessment, to regulatory compliance. He has been a speaker at the 2003, 2004, 2008, and 2015 National Brownfield Conferences, as well as the 2013 ULI National Fall Conference, and an instructor for Brownfield Redevelopment at the International Council of Shopping Centers (ICSC) University of Shopping Centers at the Wharton School of the University of Pennsylvania. As Director of Brownfield Redevelopment, he has been responsible for assessment and remediation of site impacts, evaluation of redevelopment scenarios, negotiation of exit strategies for sellers, obtaining financial incentives to support redevelopment, obtaining and managing federal and state grants for investigation and remediation, and coordinating a wide range of gap financing tools. Mr. Wackerman has conducted environmental programs ranging from the assessments to RCRA corrective action facilities, to assessment of an anthrax vaccine production facility, to redevelopment of a 206 acre campus-wide Brownfield site, to evaluations of community exposure from industrial and hazardous waste emissions, to industrial compliance surveys for all media. He also has directed numerous projects to assist industry with regulatory compliance, to investigate the migration and fate of chemicals in the environment, to assess human exposure, and to provide information for product design and development. [twacker@asti-env.com](mailto:twacker@asti-env.com)

**DEBORAH WEINSWIG** is the founder and CEO of Coresight Research. Between 2014 to early 2018, Deborah served as Managing Director of Fung Global Retail and Technology (FGRT), the think tank of Fung Group. Previously, she was Managing Director and Head of the Global Staples & Consumer Discretionary team at Citi Research. Deborah was ranked the #1 analyst by *Institutional Investor* for 10 years in a row. She was named one of the Top 50 Retail Influencers by Vend in both 2016 and 2017, and received the Asia Retail Congress's Retail Leadership Award in 2016. She was also recognized by LinkedIn as a top Voice in Retail in 2017 and 2018. She serves on the board of directors for Goodwill Industries New York/New Jersey, GUESS?, Inc., Kiabi, Street Soccer USA and Xcel Brands, Inc. Deborah is on the advisory board of the World Retail Congress as well as several accelerators. Deborah is a Certified Public Accountant and holds an MBA from the University of Chicago.

**RICK WELSH** Mr. Welsh is the Director of Environmental Due Diligence and ASTI's Phase I & II Environmental Site Assessment (ESA) practices. He has over 30 years of environmental consulting experience. Mr. Welsh is an Environmental Chemist and Board-

Certified Toxicologist (i.e., Diplomate of the America Board of Toxicology or DABT). He specializes in the clean-up and re-development of contaminated urban industrial properties. The business sectors he has supported include land developers, manufacturing, transport (rail / shipping), hazardous waste (treatment, storage and disposal), electronics, energy, oil & gas, mining, and petro-chemical. His team focuses on the Part 201 (environmental contamination of properties) and Part 213 (underground storage tank contamination) regulatory programs. [rwelsh@asti-env.com](mailto:rwelsh@asti-env.com)

**GLENN A. WILSON** is Co-Founder and President/CEO of Communities First, Inc. and leads one of the largest minority real estate organizations as it responds to the great need that distressed communities face related to economic development and affordable housing. The award-winning organization has secured more than \$50 million in funding, primarily for real estate development projects and provided jobs to more than 400 people due to Mr. Wilson's leadership. Glenn has expansive knowledge of real estate and community development, serving as the primary lead for these activities since the organization's inception in 2010. He is a sought-after speaker and considered a national thought leader and practitioner in the community development and wealth building space. He currently advises and sits on boards with collective assets over \$160 billion. He is known as a trusted convener of national leaders who has a unique skill to translate between community, government, philanthropy and corporate fluently. His approach ensures equitable outcomes meet objectives. He has a proven and consistent track record of producing results. His background in healthcare, compliance and regulatory, construction, governance, policy, real estate, energy, finance, business development, capital markets, M&A, transportation, diversity, equity and inclusion, crisis management, sales, marketing and entrepreneurship has translated well to into his board and community development work. Glenn is highly skilled at creating organizational vision and translating those visions into community results. Glenn currently serves on the Michigan Housing Council Board of Directors, Michigan Housing Council Finance and Development Committee, Mott Children's Health Center Facilities and Grounds Committee, Mass Transportation Authority board, Genesee/Lapeer Valley Area Agency on Aging board, Hurley Foundation board, Michigan Historic Preservation Network board and is a member of the Federal Home Loan Bank of Indianapolis Advisory Board, Flagstar Bank Advisory Board, sits on the HUD Preservation Task Force, Consumers Energy Advisory committee, ELGA Credit Union Supervisory and Audit committee and Michigan Economic Development Corporation committee. He is also a member of the Private Director's Association. Glenn holds a Diploma in Theology from Christian Life School of Theology, Certificate of Excellence in Nonprofit Leadership and Management from Michigan State University Extension and Society of Nonprofits, BA in Business from Northwood University and is pursuing a MS in Leadership from Central Michigan University. Glenn is currently a fellow in the American Express Social Justice Leadership Academy and previously traveled to

Australia as a Next City Vanguard fellow, convening on best practices in urban leadership, land use and policy. He has won many awards, including Partner in Progress Award - Genesee District Library, 40 Under 40 - Michigan Chronicle, American Express Aspire Award - The National Trust for Historic Preservation, Young Professional Award - Flint & Genesee Chamber of Commerce, Paul Harris Fellow - Rotary International. Glenn participates in committees at the Flint Institute of Arts and Flint Institute of Music and has a passion for promoting social equity. He is married to Essence Wilson and has a lovely daughter.

**MARK WINTER** As Identity's president and founding partner, Mark Winter is not just the face of the agency—he is its visionary, leader, heart and soul. The firm's experiential approach to the Modern PR Mix is reflective of his vision to continually feed his entrepreneurial energy with purpose, and create a better, more impactful way. As the firm has grown and evolved from a two-person startup in 1998 into one of the most recognized and respected firms in the nation, Mark's leadership, passion and commitment have served as the engine driving the firm's success. As a past president and eight-year board member of the Detroit Chapter of Entrepreneurs Organization (EO), Mark's leadership skills and style are deeply rooted in his unique ability to bring leaders and stakeholders together, simplify the complex, navigate challenges, optimize opportunities and deliver results. Mark's inherent gift of cultivating and maintaining meaningful professional relationships—and his commitment to teaching those skills to others—has driven Identity's long-standing client loyalty, as well as its ongoing invitations to work with some of the best leaders and companies in the country. He currently serves on the board of Holtzman Wildlife Foundation, The Heat and Warmth Fund (THAW) and the Association of Corporate Growth (ACG). [mwinter@identitypr.com](mailto:mwinter@identitypr.com)

**BROOKE WOLF** For over 18 years, Brooke has been exclusively focused on retail real estate throughout the State of Michigan. Brooke's expertise is in retail tenant representation, specialty leasing, ground up developments, freestanding buildings and QSR restaurants. Brooke began her real estate career in 2003 with LaKritz-Weber & Company where she was quickly promoted to Vice President. Throughout her tenure, Brooke helped various national and local retailers with their initial retail roll out in the Metro Detroit area and throughout the State of Michigan. Additionally, she has assisted several local developers such as RPT Realty, and Grand Sakwa Realty in exclusively master leasing high profile, ground-up developments in Metro Detroit. Working with many landlords, Brooke has also been instrumental in the design of many small pad developments from purchase, design, and full lease-up. Brooke graduated from the University of Michigan with a degree in Business Administration. Brooke is an active member of the International Council of Shopping Centers (ICSC) where she sits on the education board and currently lives in Franklin, Michigan with her two children Marley and Dylan. Throughout her career in

the industry, Brooke was involved in helping a variety of top retailers in their plans to roll out and expand. Brooke exclusively represented and executed market entrance plans for the following retailers: Starbucks, Panera Bread, Oberweis Dairy and Noodles & Company. Regionally, Brooke was involved in creating expansion plans for GNC and Famous Footwear. Another notable tenant that Brooke represented was Leo's Coney Island, on the local level.

**CORBIN YALDOO** specializes in landlord and tenant representation. His area of expertise also includes high profile listings, leasing of new developments and seller/buyer representation through land/asset acquisition and disposition. Additionally, he has created a niche being at the forefront of cannabis real estate on a national basis. In 2011, Corbin joined CMP Real Estate Group and quickly became an asset to the company by helping grow and sustain the company's relationships within the Metro Detroit market. His attention to detail, combined with his strong work ethic, garnered recognition from his peers in the business becoming a true value to his clients. During his career, Corbin gained widespread knowledge of landlord representation including: neighborhood strip centers, new development/re-development projects, power centers, and big box disposition. In addition, Corbin has developed site selection skills and market knowledge through various tenant representation assignments, ranging from local to regional and national retailers. In 2017, Corbin joined Mid-America Real Estate-Michigan, Inc., where he is actively working throughout Michigan and select US market. His clients range from local private companies to institutional Landlords, REITS and publicly traded companies. Some of his current and past clients include Beztak Properties, Gatlin Development Company, Lormax Stern Development Company, Time Equities Inc., AT&T, Domino's Pizza and The UPS Store. Corbin attended Oakland University majoring in Business General Management and minoring in Human Resources Management. Corbin is an active member of the International Council of Shopping Centers (ICSC) and currently serves as ICSC's Michigan Next Generation State Chair. He also is a member of ChainLinks Retail Advisors and on the board of several local organizations. Additionally, Corbin helps coordinate the Mid-America Next Generation Group monthly calls, in which all five Mid-America offices discuss market news based on research and market analysis.

[cyaldoo@midamericagr.com](mailto:cyaldoo@midamericagr.com)