



## 2023 ICSC+U.S. LAW Speaker Biographies

**Marion A. Aaron** is Senior Underwriting Counsel at Stewart Title Guaranty Company where she is responsible for providing legal expertise and guidance in real estate transactions for national commercial closings. During her 35 years in practice, Ms. Aaron held senior management and underwriting positions with two other national underwriters. While working in-house, Ms. Aaron also served as claims counsel and litigation counsel. Ms. Aaron spent five years in private practice as a partner with the law firm where she represented property owners in real estate transactions.

**Byron P. Alterman** founded the firm Byron P. Alterman LLC, in Atlanta, Georgia in 2009 after spending ten years at a large Atlanta law firm. His practice focuses on commercial real estate transactions, including commercial leasing, development, and financing. He represents landlords, tenants, developers, investors, commercial real estate owners, and retailers of all sizes, including Real Estate Investment Trusts, national retailers, and national landlords. He has negotiated leases ranging from 250-square-foot kiosks in upscale retail malls to 125,000-square-foot anchor stores in power centers. He is an active member and frequent speaker at ICSC events, including the United States Law Conference. He was the co-chair of the 2014 Southeast ICSC conference and the chair of the conference in 2015. He is also a contributor to the State by State Guide to Commercial Leases, where he authors the Georgia chapter.

**Betsy Allen** is the Senior Managing Director of Legal Services and General Counsel at Friedman Real Estate in Farmington Hills, Michigan. Friedman is a multi-service, privately-owned real estate company, with a substantial portfolio of owned and managed properties in more than twenty states. In her role at Friedman, she provides advice and counsel regarding the acquisition, disposition, financing, and development of commercial real estate. Prior to joining Friedman, Betsy was a partner in the real estate department of Honigman LLP, a commercial law firm based in Detroit, Michigan. She received her law degree from Washington University in St. Louis and her B.A. from Rutgers University.

**Amy Altshuler** is a partner at Lewis Roca in its Phoenix, Arizona office, where she has successfully grown her practice over the last 20+ years and has served as the past Chair of the Business Transactions Practice Group. She practices in the areas of real estate leasing (retail, commercial, and industrial), land acquisition, and land development. Amy represents both landlords and tenants, large and small, bringing a perspective that reflects a deep understanding of the objectives and motivations on each side of the leasing equation. Amy represents a variety of clients including national institutional investors, REITs, pension funds, land/shopping center developers and commercial unit operators. Her experience spans a number of industries including retail, restaurants, entertainment, health care, automotive, logistics, galleries and luxury furnishings. She also advises on related corporate and operational issues, including formation of joint ventures, promotional engagements and supply chain and redistribution solutions.

**Julian André** is a partner in McDermott Will & Emery's Los Angeles office. A first-chair trial attorney and former Assistant U.S. Attorney, Julian's practice focuses on white-collar defense, government enforcement actions, complex civil litigation, and internal investigations. He uses his extensive experience prosecuting and defending financial fraud cases to achieve excellent results for companies and individuals facing criminal and civil investigations by federal and state agencies, such



as DOJ, SEC, IRS, and HHS-OIG. He also regularly advises clients on matters involving corporate governance and regulatory compliance, including anti-money laundering and anti-corruption issues. Julian is a graduate of the University of Virginia School of Law and the University of California at San Diego.

**C. Gregg Ankenman**, a director in the Oakland, California office of Fennemore Wendel, has extensive experience in real estate and business transactional work, including commercial real estate leases, sales, exchanges, and financing. He has handled hundreds of commercial lease transactions and has particular expertise working on leases in retail and mixed used properties throughout the country. He has been a prolific writer, authoring numerous articles for industry and legal publications as well as chapters on retail leasing, office leasing, real estate finance practices and real property sales transactions volumes for California Continuing Education of the Bar (CEB). He served as Chief Consultant on CEB's *Retail Leasing: Drafting and Negotiating the Lease*. A long-time member of ICSC, he is a frequent speaker at ICSC and other real estate industry programs. Gregg received his B.A. in Economics from Brigham Young University and his J.D. from the University of California, Berkeley Law.

**Mark A. Arbus** is a Vice President-Real Estate Attorney with Kite Realty Group. Kite Realty Group Trust is a real estate investment trust headquartered in Indianapolis, IN and one of the largest publicly traded owners and operators of open-air shopping centers and mixed-use assets Mark is based out of the Chicago area regional office in Oak Brook, Illinois. Mark was previously with General Growth Properties/Brookfield Properties Retail. Mark's practice includes retail and commercial real estate transactions. He counsels his corporate clients in all matters of retail real estate transactions including commercial leasing, big box leasing, restaurant issues and nontraditional business development issues. Mark received his J.D. from the University of Illinois Chicago School of Law. He is licensed to practice law in the State of Illinois and as an in-house counsel in the State of New York. Mark earned a Bachelor of Science degree from Northern Illinois University.

**Russell A. Arouh** is a partner with Arnall Golden Gregory LLP. Russ is a member of the Firm's Executive Committee and he focuses his practice in the areas of commercial real estate and leasing, representing developers and operators in the acquisition, development, leasing, operation, management and disposition of real property. Prior to joining AGG over twenty years ago, Russ served as in-house counsel to a large property management company. Russ graduated from the University of Wisconsin-Madison, where he majored in Economics and History, and Emory University School of Law.

**Eric Astrin** lives in Atlanta, Georgia with his husband and their 4 year old son (Vadim) and their 18 month old daughter (London). Currently, Eric is Senior Director, Sr. Real Estate Counsel at Inspire Brands, which is a global multi-brand restaurant company that owns Dunkin, Arby's, Buffalo Wild Wings, Sonic Drive-In, and Jimmy John's. He received his Master of Laws from Georgetown University, his Juris Doctorate from Emory University, and his real estate business degree from University of Georgia.

**Brian Audette** is a Senior Counsel in the Chicago office of Perkins Coie LLP. Brian concentrates his practice in the areas of bankruptcy, creditor's rights, and commercial litigation. Brian has particular experience in the retail and hospitality industries, having represented secured lenders, major hotel



brands and owners, shopping center owners, creditors and debtors in all aspects of Chapter 11 restructurings, out of court transactions and litigation. Brian has been a fierce advocate for his clients that own or manage shopping centers in connection with nearly every large retail bankruptcy case filed within the past several years.

**Robyn Baker, Esq.**, LEED AP, is an Associate Principal and Acting General Counsel at CallisonRTKL, the global architecture, planning and design firm. Ms. Baker earned a Bachelor of Architecture degree from California State Polytechnic University, Pomona and received her law degree from Southwestern University School of Law. She is a member of the California State Bar. Ms. Baker has over three decades of architectural and legal experience, combined. She has worked in a technical capacity at small to large architecture and design firms. In a legal capacity, Ms. Baker has provided risk management and legal support on a global scale for corporate matters, contracts, intellectual property, construction law, and litigation. Blending the two areas of experience, she has practical knowledge and ease in communicating the legal issues involved in architecture.

**Michael Ben-Isvy** is Vice President & Senior Associate General Counsel with Brookfield Properties' retail group (previously, GGP) in Chicago, Illinois. Michael's practice includes acquisition, disposition, development, financing, leasing and department store matters for Brookfield's regional shopping center, "high street" retail and mixed-use properties. Prior to joining GGP, Michael was a partner at DLA Piper and Quarles & Brady LLP in Chicago. Michael received his J.D. from Northwestern Pritzker School of Law (formerly Northwestern University School of Law) and his B.A., *with High Distinction*, from the University of Michigan. Michael is admitted to practice law in the state of Illinois.

**Marc B. Bergoffen**, a Shareholder in the Real Estate Department of Shulman Rogers, has a broad commercial transactional practice. His 20+ years of experience representing both landlords and tenants gives him a holistic view of the leasing process and insight into the latest trends and issues in the retail arena. Marc also leads the Firm's Solar Energy practice where he represents property owners and utility-scale renewable energy developers in the negotiation and preparation of various real estate documents related to the development of solar energy facilities. Marc received his B.A. from Emory University and his J.D., with honors, from the University of Florida. A member of the Maryland State Bar Association, he is a past Chair of the Real Property Section, and an Advisory Board Member of the Advanced Commercial Leasing Institute at Georgetown University. In 2023, he was elected a Fellow of the American College of Real Estate Lawyers.

**Jessica Berets**, VP and Associate General Counsel, oversees all leasing matters in the nationwide real estate portfolio managed by First Washington Realty, Inc. Her responsibilities include managing a team of in-house counsel, paralegals, and administrative staff, drafting and negotiating a variety of legal documents (including leases with major national retailers), providing counsel to the company's leasing, construction and asset management departments, and managing outside counsel. Before joining First Washington, Jessica was VP and Assistant General Counsel at Combined Properties where she oversaw all leasing matters in shopping centers on both coasts; VP and Associate Leasing Counsel at SL Green; and an associate at the NYC offices of Olshan Law, Paul Hastings LLP and Debevoise & Plimpton LLP, concentrating her practice in the acquisition and disposition of commercial properties and representing retail and office landlords and tenants and borrowers in mortgage, mezzanine and construction loans throughout the U.S.



**Eric D. Bernheim** is the Managing Partner at FLB Law, representing prominent developers, landlords, tenants, and lenders in transactions of all kinds. These include acquisitions, dispositions, leases, and financing. He also handles zoning and land use matters. Eric's clients run the gamut, from national hospitality groups to local businesses, developers, municipalities, and individuals, providing counsel relating to all their real estate related matters. Known for his efficient negotiating style and creative problem solving, Eric consistently minimizes delays that add unnecessary costs and delivers optimal results to his clients in a timely manner. He was appointed as Special Counsel to the City of Norwalk, CT for its largest redevelopment project in the city's history (the SoNo Collection). Eric also provides practical advice and sound counsel to the hospitality industry, particularly restaurant groups seeking national expansion such as bartaco, Barcelona Wine Bar, Hawkers, Sixty Vines, Mexican Sugar, and Mecha Noodle Bar.

**Yan A. Besner** is a Partner in the Real Estate Group at Osler, Hoskin & Harcourt LLP. He advises on acquisitions, dispositions, financing and leasing transactions to real estate companies and clients with core real estate assets. Yan provides ongoing, day-to-day counsel to numerous major national and international retail clients on their commercial leasing needs across Canada. He also provides real estate counsel to institutional property owners and managers, REITS, family offices and governmental authorities. Yan spearheaded the development of Estoppel Express, an estoppel certificate service through the Osler Works platform. Yan authored the chapter on Landlord's Rights and Remedies in Quebec in the book *Landlords Rights and Remedies in a Commercial Lease: A Practical Guide*, Second Edition and taught for 5 years International Finance, Masters Level, at the Faculty of Law of Université de Montréal. Yan was the ICSC+CANADIAN LAW Program Planning Chair for ICSC+CANADIAN LAW in 2022.

**Dorothy ("Dottie") Bolinsky** is a partner in the Real Estate Group at Faegre Drinker Biddle & Reath located in Princeton, New Jersey. Dottie's practice includes complex commercial real estate transactions. She counsels clients in all matters of real estate transactions including commercial leasing, acquisition, financing, project development, joint ventures, construction, zoning and land use planning and has provided clients with creative solutions to complete their projects. In addition, Dottie is experienced in hospitality business operations, particularly with regard to hotels and restaurants. She has counseled clients with respect to transferring liquor licenses and has appeared before liquor licensing boards throughout New Jersey. She received her J.D. from Rutgers University School of Law and graduated with high honors. She holds a law license in Florida, New Jersey, and Pennsylvania. Dottie earned a Bachelor of Science in Hotel, Restaurant, and Institutional Management from the Pennsylvania State University and graduated Magna Cum Laude.

**Consuelo (Connie) Boyd** has commercial real estate experience, which includes serving as both in-house and outside counsel for national and global retailers. In her current role as Senior Counsel, Real Estate with Ulta Beauty, she manages the negotiation of all retail leases and is responsible for the day-to-day real estate legal matters that impact its existing fleet of stores. Ms. Boyd is a member of the International Council of Shopping Centers and currently serves as a member of its Legal Advisory Council.

**Melissa A. Breeden** is Vice President, Senior Legal Counsel at Realty Income Corporation, an S&P 500 REIT and member of the S&P Dividend Aristocrats®. The Company owns over 12,000 properties leased under long-term net leases. Ms. Breeden is located in the Phoenix office where she



advises the Company on various leasing and property management related matters. Prior to joining Realty Income, Ms. Breeden was Of Counsel with Dickinson Wright LLP where she advised clients on numerous real estate and finance matters in the office, industrial, and retail asset classes. In addition, she worked at Simon Property Group for nearly 20 years in various legal department roles handling development, acquisition and disposition, and real estate finance matters for the Company. Ms. Breeden is a member of ICSC, the Association of Corporate Counsel, the Arizona State Bar Association, and the Indianapolis Bar Association.

**Chelsea Brewer** is a transactional attorney with expertise in retail leasing and commercial real estate development. Chelsea has extensive experience in representation of owners, developers, and tenants in a variety of commercial real estate matters. Her clients range from budding new restauranteurs to major developers of exciting mixed-use projects. She represents large retailers and assists with management of their portfolio, including expansions of existing stores, new growth, and deal structuring. She works with regional residential developers and their expansion into the retail sector. She represents local Atlanta restauranteurs and their retail leasing endeavors, including the negotiation of the purchase and sale of new locations. As part of her practice, she also represents large and small franchisees and the issues that can arise as a result of the complex relationship between franchisors and franchisees. Chelsea's representation of both landlords and tenants gives her a unique perspective that helps get deals done.

**Kari Broyles** joined Life Time in 2013 and serves as the Vice President, Deputy General Counsel and Chief Property Development Counsel for Life Time. Kari leads the legal strategy for all of Life Time's real estate, development, architecture and construction. This includes the Life Time Athletic, Life Time Work, Life Time Living and Life Time Stay destinations throughout the United States and Canada. Prior to joining Life Time, Kari was Senior Real Estate Director and Senior Real Estate Attorney at Buffalo Wild Wings for five years where she was instrumental in managing the international rollout of over 300 restaurants. Prior to that, Kari worked in private practice for seven years at two top Twin Cities' law firms.

**Smita Butala** is the Founder and President of SB Strategic Retail Advisors, Inc. and provides consulting services on real estate strategy, growth, and optimization initiatives. She also provides general consulting services drawing from her wide breadth of knowledge within the retail industry. With 25 years of experience, Smita started her career working as in house counsel at Ann Inc., Brooks Brothers and Gap, Inc. with a focus on commercial real estate and general legal affairs. Smita most recently served as SVP of Real Estate and Associate General Counsel for Ralph Lauren Corporation where she led the real estate business team and continued her oversight over real estate law and lease administration matters. As a passionate and driven professional, Smita brings value oriented and creative solutions to her clients while forging and maintaining strong relationships within the industry. Smita is a recognized speaker for thought leadership at industry events and conferences.

**Lisa Cahn** is a partner of Gresham Cahn LLC, a boutique law firm in Gaithersburg, Maryland, specializing in commercial real estate transactions. Lisa has over 20 years of experience practicing law in the commercial real estate industry, currently concentrating her practice primarily in shopping center retail leasing. In addition to representing national, regional and local developers and retailers in lease negotiations, Lisa has extensive experience with RFPs and the business development, negotiation and documentation of concession agreements and master contracts in the airport sector.



Prior to her current position, Lisa served as in-house general counsel for one of the largest global developers, providing direct counsel to its airport division. Lisa received her Bachelor of Science in International Business from the University of Maryland, College Park and her Juris Doctor (cum laude) from the University of Baltimore School of Law. Lisa is a regular speaker at the ICSC Law Conference.

**Thomas B. Cahill** is the owner of Thomas B. Cahill, P.C. His practice focuses in commercial real estate law handling leasing, acquisition and disposition. Mr. Cahill has thirty-eight years of experience in real estate transactions representing national and regional retailers and developers, with particular emphasis on the shopping center industry. Mr. Cahill has conducted General Sessions, Roundtables and Advanced Workshops at the Law Conference in prior years on the following topics: Use and Re-Use of Anchor Boxes; Rights of First Offer and First Refusal; Property Assemblages and Purchase and Sale Agreements – Advanced Issues. In addition, Mr. Cahill has conducted CLE programs in Illinois on various real estate topics. Mr. Cahill has been an Adjunct Professor at IIT Kent College of Law teaching courses in Real Estate Drafting since 1987. He received his B.A. degree from Benedictine University and his J.D. from Northern Illinois University College of Law (cum laude).

**John G. Cameron, Jr.**, is a member of Dickinson Wright PLLC and an adjunct professor of law at the University of Michigan. He is a former chair of the State Bar of Michigan Professional Ethics Committee.

**Gregory D. Call** is a partner in the San Francisco office and former head of the Litigation Group at Crowell & Moring LLP. Mr. Call received his B.A. degree from Stanford University and his J.D. from the University of California, Berkeley. Mr. Call has an active national litigation practice and regularly tries cases before juries, judges and arbitrators. For over 30 years he has represented retailers. He has represented Ross Stores, Ann Taylor, Dick's Sporting Goods, Hugo Boss, Polo, Limited Brands, Gap, Foot Locker, Edison Brothers Stores, Sears, Macy's, LensCrafters and other retailers. On behalf of retail tenants, he has successfully tried to verdict claims against landlords and has also resolved disputes by motion, by direct negotiations and through alternative dispute resolution forums. In addition, Mr. Call has represented retailers in a variety of other disputes. He has assisted in the recovery of more than \$300 million for retail clients.

**David Camp** represents clients in all aspects of real estate transactions including development, construction, financing and ownership issues with a particular emphasis on leasing and retail development. David works with several national clients, including extensive representation of a leading national grocery chain, work with a global online retailer and an international music venue operator. David has also represented institutional lenders and developers. David frequently lectures on a variety of real estate topics with a focus on lease and retail development issues for the ABA Real Property Section, ICSC, National CLE, and the Colorado Bar Association. He is a member of the American College of Real Estate Lawyers. David graduated from Middlebury College (cum laude) in 1989 and from the University of Pennsylvania Law School in 1992. David practiced with the Boston office of Day, Berry & Howard (now Day Pitney) before joining Senn Visciano Canges, P.C. in 1995.

**Rory J. Campbell** is a partner in the Real Estate and Environment Group of Hanson Bridgett LLP, located in the San Francisco Bay Area, California. Rory's experience covers transactional as well as litigation and risk management matters. He has been involved in the acquisition and management of





shopping centers, rail and transit corridors, port facilities, hospitality, multifamily and health care facilities. He has advised clients on development, financing, construction, property management, brokerage and title, litigation and environmental due diligence, as well as compliance and enforcement issues. Rory is a frequent lecturer on real estate and environmental matters and has presented on a number of topics at ICSC workshops and other venues.

**Apollo Carey** serves as both tax and real estate/construction counsel to help protect his client's interests throughout the acquisition and development process. Apollo represents both landlords and tenants in leasing transactions across the country in the retail, restaurant, industrial, medical, & research/development industries. He is also experienced in the regulatory aspects of land use/development incentives and often represents his clients before state and local governments to obtain crucial entitlements and incentives needed to complete their development projects. His prior experience as a commercial real estate appraiser for almost 15 years gives Apollo unique insight when advising clients regarding the details and overall success of their projects and deals.

**Tamara Chernomordik** joined Kimco Realty in 2021 and currently serves as the Vice President of ESG (Environmental, Social & Governance). Ms. Chernomordik is responsible for driving the ESG strategy for the organization. Additionally, Ms. Chernomordik leads Kimco's cross-functional ESG Steering Committee. Previously, she served as the Director of ESG and the Senior Director of ESG. Prior to joining Kimco, Ms. Chernomordik held positions in the REIT, management consulting, and retail industries, including serving on the ESG team at Prologis. Tamara has a Master's degree from the University of Colorado Denver in Civil Engineering with a focus on Sustainable Infrastructure and a Bachelor's degree from Washington University in St. Louis with majors in Finance and International Business. She is an active member of ICSC's ESG Steering Committee, The Real Estate Roundtable's Sustainability Policy Advisory Committee, and Nareit's Real Estate Sustainability Council.

**Alice Chuang** is currently Senior Counsel at Gap Inc. where she manages leasing and construction of new stores, litigation/dispute resolution, and various real estate law matters in Canada and the United States for the company's 4 brands: Old Navy, Gap, Banana Republic, and Athleta. Prior to Gap Inc. Alice was in private practice specializing in the financing and acquisition/disposition of commercial real estate as well as commercial leasing. She has also represented general contractors and subcontractors in construction litigation. Alice is an active member of Gap Inc.'s Legal Diversity Committee and promoting diversity in the legal profession. Alice is based in San Francisco.

**Timothy Chung** is Associate General Counsel at Westwood Financial, a privately held real estate company owning and managing over 120 shopping centers in 14 States. At Westwood Financial, Tim is in charge of all legal matters in connection with the company's business, including, lease documentation, litigation, asset management, financing, acquisition and disposition. Tim is also a Lecturer in Law at USC Gould School of Law.

**Frank J. Cerza** is a partner in the Business and Corporate Services Department and serves as Chair of the Italy Practice Group, Co-Chair of the Real Estate and Land Use Practice Group and Vice-Chair of the Commercial Lending Practice at Lewis Brisbois Bisgaard & Smith LLP. Mr. Cerza represents retail and private companies in connection with general corporate, real estate and commercial matters. He serves as outside corporate counsel and business advisor to a number of Italian and



international companies doing business in the U.S. and assists American companies in their business endeavors in the U.S., Italy and Europe. Mr. Cerza's experience includes business planning, leasing and sales of retail stores, offices, showrooms and other commercial properties; acquisitions and sales of businesses and negotiation of contracts of employment, sales representation, distribution and licensing. Mr. Cerza is a graduate of Villanova University School of Law and the University of Pennsylvania.

**Charles Comiskey** is a shareholder/Senior Vice President of Brady Chapman Holland & Associates, one of the largest privately held insurance brokerage firms in the U.S. and is President of RiskTech, Inc., Houston's oldest risk management consulting firm. Comiskey is National Chairman of the Construction Insurance Practice Group of RiskProNet International, the 5th largest insurance brokerage organization in the U.S. Equally at home in the court room or the board room, Comiskey has served as pre-trial consultant/expert witness in approximately 400 cases in State and Federal courts, serving for both plaintiff and defense testifying for and against insurance companies, insurance agents/brokers, insureds and claimants. Comiskey is a nationally recognized expert and frequent speaker on a variety of risk management and insurance issues to legal, construction, and real estate groups across the nation.

**Joseph Conn** represents a wide variety of national retail tenants and landlords in transactions involving anchor tenant leasing; site acquisition, development, and financing; the development and sale of end-user parcels; sale/lease-back of retail stores; warehouse and office leasing; and property management. Joe previously served as Deputy General Counsel-Real Estate for Sprouts Farmers Market, Inc., a publicly traded specialty grocery store headquartered in Phoenix, Arizona. He also spent seven years as Vice President and Deputy General Counsel of PetSmart, Inc.

**Desmond (Des) Connall, Jr.** leads the Leasing Team in Ballard Spahr's Real Estate Development and Transactions Group and is real estate counsel to the Firm. He is also a Fellow of the American College of Real Estate Lawyers, and a member of the Advisory Board of the Advanced Commercial Leasing Institute. During his four decades of law practice, Des has worked on many of the most significant real estate developments in the Washington, D.C. region on behalf of anchor tenants, landlords, developers and investors. Among his notable real estate clients are The CoStar Group and Harris Teeter. Des also has an active pro bono practice. He is a member of the ICSC and a frequent speaker at the Law Conference. Des holds degrees from Princeton University and Stanford Law School and is a member of the Maryland and District of Columbia bars and the American Bar Association.

**Robert L. Crewdson** is a Partner in the Atlanta office of DLA Piper US LLP and is Co-Chair of the Construction Practice Group US. He practices exclusively in the area of construction law, and his practice involves all aspects of the construction process, including preparing form documents, drafting and negotiating design and construction contracts; preparing and defending delay, extra work and defective work claims; handling contractor defaults and terminations; and litigating construction disputes. Mr. Crewdson has lectured and written extensively, including numerous programs for the ICSC, the American Institute of Architects, ASHE, ICLE and Lorman. In 2015-16, he acted as an official Liaison to the AIA Documents Committee for production of the 2017 version of the AIA Contract Forms. He graduated from the University of the South, and his J.D. degree from the University of Virginia. He has been listed in *Best Lawyers in America* for the past 17 years.





**Randy J. Curato**, Vice President – Senior Loss Prevention Counsel, counsels and educates lawyers on ethics, professional responsibility, and avoiding malpractice in his role as Vice President–Senior Loss Prevention Counsel. He also speaks regularly at outside conferences and programs on ethics and professional responsibility. Prior to joining ALAS, Randy was a partner at Bell, Boyd & Lloyd LLP in Chicago for 18 years. While at Bell Boyd, he handled litigation, arbitration, and trials of commercial, real estate, environmental, probate, product liability, professional malpractice, and contract cases. Randy started his practice with Wildman, Harrold, Allen & Dixon LLP in Chicago, where he handled litigation matters. Randy is a member of the American and Chicago Bar Associations and serves on the advisory board of the Working Group on Legal Opinions.

**Brian Danzig** is a director, corporate counsel for Starbucks Corporation. He is responsible for providing real estate legal support for all Starbucks stores, roasting plants, distribution facilities, and offices located in Starbucks U.S. Eastern Division. Brian also handles Starbucks leasing activity for several mall store portfolios across the country.

**Jennifer Steindler Darling** is currently the Vice President, Legal Affairs & General Counsel, North America for Hugo Boss Americas. In this capacity, she oversees all aspects of the legal department in North America. Prior to joining Hugo Boss, Mrs. Darling served as Corporate Vice President & Associate General Counsel for Kenneth Cole and held in-house counsel positions at GAP, Inc. and NIKE. Mrs. Darling has 26 years of in-house counsel experience.

**Sean Dennison** joined CenterCal Properties, LLC in 2015 as General Counsel. In this role, Mr. Dennison is responsible for oversight over the company's legal matters, ranging the negotiation and documentation of transactions to dispute resolution. Immediately prior to joining CenterCal Properties, LLC, Mr. Dennison served for over five years as Senior Counsel for the Western Region of Federal Realty Investment Trust. Prior to that, Mr. Dennison held senior roles at Stanbery Development, The Gap, Inc. and The Lerner Corporation. Immediately upon graduation from law school, he was an associate in the real estate group at ShawPittman LLP (now Pillsbury Winthrop ShawPittman).

**Sophia Desai** serves as Director of Real Estate Counsel for Panda Restaurant Group, Inc. Panda is a privately held corporation that is best known for Panda Express, the largest Asian restaurant chain in the United States with annual sales in excess of \$5 billion that flow from over 2,300 stores. Sophia oversees new store development in the East. Up until 2018, Sophia oversaw the company's Intellectual Property Group, which she established in 2012. Prior to joining Panda, she served as Associate General Counsel for Steinway Musical Instruments, Inc., in Waltham, Massachusetts and before that, represented major, commercial lenders as an associate attorney for a boutique law firm specializing in conveyancing. Sophia resides with her family in Los Angeles, California.

**Nick Dierman** works remotely from Nice, France, and is affiliated counsel with Gresham Cahn LLC in Gaithersburg, Maryland. He works on tenant- and landlord-side leasing deals with national and local retail and office tenants and developers. Prior to moving to France, Nick was Divisional Counsel of Federal Realty Investment Trust, with prior experience in-house at Westfield and as General Counsel of The Arba Group, a regional development company based out of California. In March 2022, he left California for foreign pastures and a Mediterranean life. Nick remains committed to his



involvement with the ICSC Law Conference and looks forward to continued work in the shopping center industry.

**Michael Di Geronimo** is a transactional shareholder at Miller Starr Regalia. He has over 35 years of experience representing property owners, developers and financial institutions in a variety of transactions involving retail leases, site acquisitions, asset sales, office leases, real estate financing and project documents. Mike's practice has a special emphasis on negotiating and preparing retail leases for shopping center owners, developers and well-known retailers. He is also regularly retained to assist clients interested in obtaining land use entitlements for retail and other commercial projects. In addition, Mike has significant experience in representing financial institutions with disputes arising from secured loans and troubled assets. Michael received his B.A. from the University of California, Berkeley in 1983, and his J.D. from the University of California, Los Angeles School of Law in 1986.

**Robert DiPisa**, Chair of Cole Schotz P.C.'s Cannabis Law Group, counsels clients regarding regulatory compliance, risk management, governmental affairs, licensing and leasing and acquisition of real property in connection with cannabis related uses. He employs a grass-roots approach that is pivotal in breaking the stigma associated with cannabis and its derivatives. He is a frequent presenter on the health and economic benefits, lectures courses on cannabis law and is a member of several organizations including New Jersey CannaBusiness Association and REVEL. In addition, Robert is a contributor to national publications on this topic such as MarketWatch, Bloomberg Law, Marijuana Business Daily and The Wall Street Journal. Robert was recently recognized as a "Cannabis Law Trailblazer" by The National Law Journal, a "New Leader of the Bar" honoree by New Jersey Law Journal, a "Leader in the Law" by NJBIZ, and recipient of a Band ranking from the prestigious Chambers USA.

**Bradley Dlatt** is a Counsel in Perkins Coie LLP's Insurance Recovery Practice. Bradley advises corporate, non-profit, and high net worth individual policyholders on complex insurance coverage and risk transfer matters, including auditing insurance policies, assisting with policy placements and renewals, and negotiating insurance and indemnity provisions in commercial agreements. Bradley also has a track record of success in enforcing policyholders' rights to coverage under almost every type of commercial insurance policy for a wide range of losses and liabilities, shaping pro-policyholder law in the process. He approaches claim disputes with a business-first mindset that seeks to maximize recoveries while minimizing costs to the client, including by relying on pre-litigation claims advocacy that emphasizes informal negotiations or formal mediations. In 2022, Business Insurance named Bradley a "Break Out Award" recipient for his accomplishments in the risk and insurance field. Bradley resides on Chicago's north side with his wife and rescue dog.

**Honorable Bernice B. Donald** has served with distinction for more than 40 years on four different courts. In 1982, she became the first African-American female to serve as a judge in Tennessee's history. In 1988 she became the first African-American female Bankruptcy Judge in the history of the United States. President Clinton appointed her to the US District Court in 1995 and President Obama elevated her to the U S Court Of Appeals in 2011. Judge Donald brings a vast array of judicial leadership, knowledge, and experiences to the profession. She is a speaker, author, and trainer in the areas DEI and Unconscious Bias. Currently she serves as a mediator, arbitrator, special master, and ADR Specialist with Resolute Systems. She is past president of the National Association of Women Judges, and the American Bar Foundation.



**Derek B. Domian** is a litigation director with the Boston office of Goulston & Storrs PC. Derek has conducted numerous trials and appeals in state and federal courts as well as arbitrations and mediations. His practice focuses on complex commercial and real property disputes and his representation has included retail landlords, owners, tenants, and commercial condominium associations in commercial leasing, land use, and title matters. Derek sits on and previously chaired the Massachusetts Bar's Complex Commercial Litigation Section Council. He received his B.A. from the University of New Hampshire and J.D. from Harvard Law School.

**Bryant Eaton** serves as a Senior Vice President in the Real Estate Group of Alliant Insurance Services. He specializes in commercial real estate with expertise in the unique exposures for retail, multifamily, industrial and office properties. For 15 years, Bryant has worked with owners, managers and developers of commercial real estate across the US. In addition to placing their insurance, Bryant provides invaluable lease and contract review to help his clients transfer risk contractually. Bryant is actively involved in the International Council of Shopping Centers (ICSC) and the National Association of Industrial and Office Properties (NAIOP). He is a 2015 Risk & Insurance Power Broker Finalist and a featured contributor in *Western Real Estate Business*. Bryant has also been a speaker on the topic of contractual risk transfer to various real estate organizations across the country. Bryant holds a bachelor's degree in Business Administration from California State University, San Marcos.

**Nick A. Egelanian** is a thought leader and speaker on the shopping center industry and contributes to articles in a wide range of national publications. Before starting SiteWorks in 1992, he served as Vice President of Real Estate for Crown Books and Zany Brainy and has been involved in thousands of industry transactions. Mr. Egelanian segmented retail into distinct "commodity" and "specialty" functional areas and predicted the near collapse of the department store industry (and declines in the regional mall industry) and limitations of e-commerce as a mass distribution channel. He also authored the retail chapter of the Harvard Professor Rick Peiser's *Urban Land Institute* standard -- "Professional Real Estate Development, 3rd and 4th Editions in 2012 and 2022, the ULI's real estate manual used in university curriculums throughout the world. Mr. Egelanian is now in his 9th year teaching on retail and shopping centers at the University of Maryland.

**Audra Esrey** is a founding partner of Stanley, Esrey & Buckley, LLP in Atlanta, Georgia with more than 20 years' retail leasing experience. Audra represents a variety of landlords and tenants, including institutional landlords, developer landlords and local, regional and nationally recognized tenants. Audra earned her J.D. degree from the University of Notre Dame and her undergraduate degree from the University of Colorado in Boulder. Prior to attending law school, Audra, an alumna of Teach For America, taught English Literature and Theater at Roosevelt High School in East Los Angeles, California.

**Lawrence (Larry) Falbe** is a Chicago-based environmental attorney and a Principal at the international law firm of Miller Canfield Paddock and Stone, PLC. Larry focuses on environmental transactional support of real estate and corporate deals, environmental defense and litigation, Brownfields issues, and environmental regulatory compliance. Larry has more than 25 years of experience reviewing and analyzing Phase I and Phase II assessments to satisfy due diligence requirements, obtaining No Further Action/Remediation Letters, evaluating the cost/benefit of transactions, and advising clients on potential liability and remediation issues. He has successfully used environmental insurance in a number of projects as a key component of the overall risk



mitigation strategy in his transactional projects. He has also defended clients in environmental enforcement actions by federal, state, and local authorities. Larry is a prolific writer and speaker and is a former adjunct professor of Environmental Law at Chicago's Northwestern University Law School.

**Eric Finkelstein** is counsel at Brown Rudnick. His practice covers a wide array of real estate matters, including the acquisition and development of commercial and multiuse properties. He enjoys and dedicates a significant portion of his practice to commercial leasing. As landlord's counsel, Eric represents regional developers, diversified holding companies and national real estate investment firms for whom he has negotiated leases for outdoor shopping centers, city and suburban office complexes and warehouse and distribution facilities. Eric counsels tenants ranging from international retailers to family-run franchisees on a broad spectrum of issues relative to their commercial leasing objectives and develops lease forms for use by in-house real estate personnel.

**Scott A. Fisher** is a partner in the Atlanta law firm of Arnall Golden Gregory LLP. He represents developers and owners in the structuring and closing of commercial real estate transactions. His experience includes the acquisition, development, financing, syndication, and leasing of raw land, shopping centers, apartment complexes, office buildings, industrial warehouses, regional malls and mixed-use projects. He also devotes a significant portion of his practice to joint ventures between developers and equity investors. As a result of this representation, Mr. Fisher has extensive experience in the negotiation, preparation and review of acquisition, development, mixed-use, loan, joint venture, fund and leasing documentation for developers, owners, investors, purchasers and sellers. Mr. Fisher received a B.A. in Political Science and an M.A. in Public Policy from the University of Pennsylvania and his J.D. from Boston University Law School.

**Nicole Fry** is a partner at Benesch and focuses on retail leasing matters. Nicole represents landlords and developers in their retail leases with national, regional and local tenants and is an experienced negotiator of anchor, in-line and pad site leases and all of their related documents. She enjoys working with clients on a variety of properties ranging from grocery anchored shopping centers to complex, mixed-use developments with retail, office and residential components. Nicole also spent a decade of her career representing a rapidly expanding, national tenant and finds that experience to be extremely valuable in getting deals done in this currently competitive climate.

**Kathryn Kramer Gaydos** is a partner in the Real Estate & Environmental Practice Group of Benesch, Friedlander, Coplan & Aronoff LLP. Kathryn is a leasing lawyer, and her practice primarily focuses on the representation of landlords in commercial retail leasing transactions. She has extensive experience negotiating lease documents with national, regional, and local tenants in ground-up development, re-development, and established assets. In connection with her commercial retail leasing practice, Kathryn also has experience with development (and re-development) management, lease due diligence, and related dispute resolution. Kathryn has previously presented on a variety of leasing topics at the National Law Conference and the Ohio, Kentucky, Indiana, Michigan and Pennsylvania Retail Development & Law Symposium. She received her B.S. from Denison University in 2006 and her J.D. from Cleveland State University, Cleveland-Marshall College of Law (summa cum laude) in 2009.



**Carol Kauffman** currently serves on the ICSC Law Conference Planning Committee, the ICSC OKIMP (Ohio, Kentucky, Indiana, Michigan, and Pennsylvania) Regional Law Conference Committee, and an ICSC New Retail Lease Model Task Force member. She is often asked to speak at industry events. Her practice focuses on North America retail leasing and development. She also has significant global retail and office leasing experience having directed and/or partnered with in country and local counsel for retail, office and headquarter lease negotiations. Prior to joining Victoria's Secret & Co., she held senior legal counsel leadership roles at L Brands, NIKE, Chico's FAS, and Gap Inc. Carol is licensed in Texas, Ohio, and Oregon. Carol is also a member of the National Asian Pacific Bar.

**Peter Krier** is Senior Counsel for Ulta Beauty, the largest beauty retailer in the United States operating in over 1,350 stores and over 350 shop-in-shop locations. He has extensive experience representing specialty retailers in the shopping center industry. Prior to joining Ulta, Peter was Vice President - Real Estate for Ascena Retail Group leading the regional real estate team in Columbus, Ohio. That followed his tenure as Vice President - Legal for the Justice retail chain where he led the real estate legal team. He also served as Senior Real Estate Attorney for L Brands following his work as a real estate associate in private practice. Peter received his J.D. from the University of Cincinnati, College of Law, and his undergraduate from Miami University in Oxford, Ohio. He has previously been a workshop and roundtable speaker at the ICSC U.S. Shopping Center Law Conference.

**Michelle D. Gambino** is Co-Chair of Greenberg Traurig's U.S. Real Estate Litigation Practice and tries cases all over the United States. Michelle's reputation as an aggressive litigator is well known and she routinely serves as lead counsel on highly publicized disputes including matters where she (i) won the largest tenant verdict (\$31m) in Maryland following a three week trial in *Lord & Taylor v. White Flint* matter; (ii) defeated an injunction in 2021 aimed at stopping a \$330m mixed use project in the heart of downtown San Diego; and (iii) defeated a developer's \$120m claims which thereafter allowed a national banking institution to construct its headquarters and mixed use development. Michelle specializes in complicated lease disputes, "projects gone wrong", and anchor/tenant hold out disputes. Michelle regularly enforces the rights of her retail tenants, and alternatively, creates creative ways for landlords to accomplish their goals through the rights created in the lease.

**Michael Geibelson** is a Fellow of the American College of Real Estate Attorneys, the Managing Partner of Robins Kaplan LLP's California Offices, the past Chair of the California State Bar Litigation Section Executive Committee, and the past Chair of the Editorial Board of *Los Angeles Lawyer Magazine*. Michael solves complex business disputes through litigation and trial for retailers and technology companies, including real estate lease and partnership disputes, class actions involving unfair competition and false advertising, antitrust, California's Unfair Competition Law (UCL) and False Advertising Law (FAL) (Business & Professions Code §§ 17200 and 17500), antitrust, misappropriation of trade secrets, copyright and trademark. His trial experience ranges widely, from real estate and class action cases to claims involving violations of the Clean Water Act and Endangered Species Act. He regularly represents and speaks on topics of interest to the retail, real estate, food and beverage, entertainment, technology, and cannabis industries.

**Daniel Geoghan**, a partner in Cole Schotz P.C.'s Bankruptcy & Corporate Restructuring Department, has extensive experience in all facets of financial restructuring, complex insolvency law and bankruptcy proceedings, as well as commercial litigation. Dan represents official committees of



unsecured creditors, chapter 11 debtors, chapter 7 trustees and secured creditors in all aspects of chapter 11 proceedings and out-of-court restructurings. Dan has played a prominent role in the representation of a variety of clients in industries including energy, oil & gas, automotive, industrial, manufacturing, retail, biotechnology and pharmaceuticals. Dan is a member of the New York State Bar Association, the New Jersey State Bar Association, the American Bankruptcy Institute, Turnaround Management Association and the Fordham Law Alumni Association, and is an Adjunct Professor teaching trial advocacy at Fordham University School of Law.

**Jason S. Gibson** is Vice President, Legal – Southeast Transactions in Boca Raton, Florida with Regency Centers, a national REIT owner, operator and developer of shopping centers. At Regency Centers, he is responsible primarily for providing legal counsel and support for the Southeast Region related to leasing and development. Mr. Gibson has served in this role for more 10 years, including his tenure with Equity One which merged with Regency Centers. His career in retail law started at the law firm of Holland & Knight LLP, where he remained for over a decade. Mr. Gibson has also an adjunct professor for the LL.M. program in Real Property Development at the University of Miami – School of Law. He earned his J.D. from the University of Miami - School of Law and his A.B. from Harvard College.

**Gary A. Glick** specializes in shopping center development and retail and office leasing, generally representing clients such as shopping center, office and commercial developers. He has represented major shopping center developers in the negotiation of leases with almost every national, regional and local retailer doing business in the Western United States. He has also been involved in the negotiation of reciprocal easements agreements (REAs) and development agreements with almost every “big box” retailer in the United States (e.g., Target, Wal-Mart, Costco, Sam’s Club, Kohl’s, Home Depot and Lowe’s). In addition, Mr. Glick’s practice also involves the representation of clients in connection with the acquisition of land for development and the acquisition and disposition of major shopping center developments. Mr. Glick has been actively involved in leadership positions with the International Conference of Shopping Centers, and was the recipient of the International Council of Shopping Centers Trustees Distinguished Service Award in 2013.

**Arren S. Goldman** is a real estate partner in the Charlotte and New York offices of Seyfarth Shaw LLP. He serves as co-lead of the firm’s Distressed Situations team and is heavily involved with distressed asset situations, including loan workouts and restructurings. Additionally, Mr. Goldman represents lenders, developers, owners and investors in a variety of complex real estate financing transactions. Throughout his career, Mr. Goldman has closed numerous acquisition, permanent, interim/bridge, construction and mezzanine loans, and has worked on syndicated and participated loan transactions. Furthermore, Mr. Goldman represents loan servicers in connection with a wide array of loan servicing matters, including transfer of ownership matters (such as non-permitted equity transfers and loan assumptions), loan modifications, property substitutions and leasing-related matters.

**Debbie Goldman** graduated cum laude from New York University Law School in 1992 and immediately began practicing commercial real estate law in Manhattan with the now-defunct Shea & Gould. Later, she worked at a few Biglaw firms, including Proskauer Rose and Latham & Watkins. She then worked at Joshua Stein PLLC for almost 11 years before coming to Belkin Burden Goldman, LLP in October 2021. Debbie has extensive expertise in all aspects of commercial real estate law,





including sales and acquisitions, financing, ground leasing, brokerage agreements, construction contracts, hotel management agreements, and especially all phases of office and retail leasing, from drafting the letter of intent to final lease execution. Deborah Goldman also brings to her legal practice the benefit of an MBA in Real Estate Finance from Columbia Business School. She is also the co-chair of the Commercial Leasing Committee of the NYSBA's Real Property Section.

**Howland Gordon** is Principal at Barko Zankel Bunzel & Miller, PC, where he focuses on retail leasing. He is formerly Senior Counsel at RPT Realty, responsible for the Legal-Leasing group. Howland started his legal career as a law clerk in Nine West's Legal Department. As Associate Counsel and later Senior Associate Counsel at DLC Management Corp., he oversaw the day-to-day operations of the leasing division of DLC's Legal Department. As Head of Legal, Expansion - North America at H&M, he oversaw legal real estate / lease administration matters for H&M's U.S. and Canadian operations. He has previously spoken at the ICSC U.S. Law Conference as well as the ICSC University of Shopping Centers. Mr. Gordon received his J.D. from Pace University School of Law and his B.A. from the University of California-Davis. He is admitted to practice law in New York and Connecticut.

**Cathryn Greenwald** is a partner in the real estate practice group at Thompson Hine LLP and focuses her practice on the representation of lenders in all types of real estate financing. Cathryn is a member of the American College of Mortgage Attorneys (ACMA), the International Council of Shopping Centers (ICSC) and the Urban Land Institute (ULI) where she currently serves as the Chair of the Cleveland chapter. Cathryn has been recognized as a SuperLawyers Rising Star since 2019 and has been listed in the Legal 500 for Real Estate. She was also recognized as part of the 2021 Forty Under 40 class by Crain's Cleveland Business. Ms. Greenwald received her B.S in Business Administration from Miami University, magna cum laude, her M.S in Environmental Studies from Cleveland State University and her J.D. from the Cleveland-Marshall College of Law, magna cum laude.

**R. Marshall Grodner** is a Member of McGlinchey Stafford, resident in its Baton Rouge office. His practice focuses primarily in commercial and real estate finance transactions, secured transactions, opinion letters and commercial real estate. Marshall serves as chair of the firm's legal opinion committee. He is the Immediate Past President of the American College of Commercial Finance Lawyers, the Immediate Past Chair of the Commercial Finance Committee of the Business Law Section of the American Bar Association, and a Past President of the Association of Commercial Finance Attorneys. Marshall is also a Fellow in the American College of Real Estate Lawyers and the American College of Mortgage Attorneys. He has authored or co-authored several articles in law reviews and other publications, and delivered lectures in national forums dealing with secured transactions, commercial real estate, and ethics and professionalism in the transactional context.

**Thomas Haren** represents growing businesses at each stage of development, and is regularly asked to serve as outside general counsel for clients. In that role, Tom advises clients with respect to innumerable legal issues, including regulatory compliance, corporate governance, contract negotiations, risk management, litigation and other day-to-day business issues. Tom works with clients to overcome short-term regulatory and financial uncertainty to achieve long-term success in developing markets. As a result, Tom is one of the most sought after attorneys serving the Ohio and national cannabis industry, in which he represents licensed operators in medical and adult use markets, ancillary service providers, and companies operating in the hemp industry. He supports



clients with everything from license acquisition, zoning and municipal law, to product labeling and packaging and regulatory compliance. Tom's also led some of the largest M&A deals in the Ohio cannabis market, representing both selling license holders and acquiring entities.

**Matthew Irwin** is Vice President and Deputy General Counsel in Gap Inc.'s Global Legal Department. Matthew leads the Real Estate Law team and oversees all transactional and litigation matters involving the company's global retail store real estate portfolio, corporate facilities and distribution centers. He also serves as Division General Counsel to Old Navy and sits on its leadership team and the leadership teams for the Legal Department and the Global Real Estate business team. Matthew is a past member of Gap Inc.'s Diversity and Inclusion Council and has served as a director and advisor for several non-profits organizations and has been involved in numerous legal pipeline diversity initiatives. Matthew is a fellow in the American College of Real Estate Lawyers. Prior to Gap, he was in private practice for a national law firm. Matthew earned his undergraduate degree from the University of California at Berkeley and J.D. from Georgetown University.

**Eddie A. Jauregui** is a partner in Holland & Knight's Los Angeles office and co-chair of the firm's White Collar Defense and Investigations Team. Mr. Jauregui focuses on government and internal corporate investigations, corporate compliance and training, anti-money laundering and Bank Secrecy Act (BSA) matters, white collar criminal defense and complex business disputes. His clients include senior corporate officers and directors, financial institutions, product manufacturers, energy companies, entertainment companies, real estate developers and other corporate entities. Prior to joining Holland & Knight, Mr. Jauregui was a federal prosecutor at the United States Attorney's Office in Los Angeles, where he prosecuted high-profile fraud and public corruption cases. He is a past winner of the California Lawyer of the Year Award for his work on public corruption matters. Mr. Jauregui is a graduate of Columbia Law School, Harvard's Kennedy School of Government and Occidental College.

**Judy Jennison** is a partner in the firm's Intellectual Property group. Her practice focuses on intellectual property litigation and counseling for technology companies. Judy has deep experience in the application of copyright law to software. She was lead counsel for the successful search engine defendant in *Kelly v. Arriba Soft*, a landmark fair use case. She has participated in a number of other leading copyright cases, including *Nintendo v. Galoob*, *Adobe v. Southern Software* and *MGM v. Grokster*. Judy also focuses on trade secret litigation and counseling and is a former chair of the firm's Trade Secrets Group. Judy also spends a significant portion of her time on driving diversity, equity and inclusion and the evolution of legal practice. She is co-Chair of the firm's Strategic Diversity Committee.

**Howard K. Jeruchimowitz** is a Shareholder of Greenberg Traurig, LLP. His litigation practice emphasizes real estate litigation, including landlord-tenant, shopping center, mechanics lien, foreclosure and construction disputes on behalf of shopping center owners, developers, managers, lenders and tenants. Mr. Jeruchimowitz served on the Board of Editors for the *Shopping Center Law & Strategy*, where he has authored articles on co-tenancy and operating covenant remedies, site plans and self-help remedies. Mr. Jeruchimowitz has been a roundtable leader and seminar speaker at prior ICSC law conferences, including on topics about site plans, mechanics' liens, lease remedies, leases in the court room, implied covenants and advanced litigation topics. He served as Co-Chair for the Real Estate Litigation, Trust and Condemnation Committee for the ABA. Mr. Jeruchimowitz has been



recognized as a Leading Lawyer since 2015 and was profiled in the January 2016 Leading Lawyers magazine for the real estate, construction and environmental edition.

**Jennifer Jones** is a Director and real estate attorney at Goulston & Storrs with two decades of experience in sophisticated commercial real estate transactions. Her practice is focused on domestic and international real estate matters including leasing, licensing, acquisitions and dispositions, development, management, and operations for retail, office, industrial, life sciences, multifamily, and mixed-use properties. Jen is known for her common-sense solutions to complex real estate issues. She is an innovative problem-solver who stays focused on clients' strategic goals to get complicated deals done. She represents developers, private equity investment firms, joint venture partners, retailers, insurance companies, REITs, and co-working companies. Prior to joining Goulston & Storrs, she was a shareholder at an Am Law 100 law firm. Before becoming a lawyer, Jen was a commercial real estate property manager and consultant. Jen's hands-on, business-side experience informs her work as a strategic legal advisor.

**Johanna L. Jumper** is a partner at Bradley Arant Boult Cummings LLP, splitting time between Bradley's Nashville, TN and Jackson, MS offices. Johanna is featured in the Best Lawyers in America, and routinely volunteers to lead Roundtable presentations at ICSC Law Conferences. Covering many leasing interests, Johanna's practice varies from first generation tenants to revitalized shopping centers. A particular specialty of Johanna's is medical leasing and development while focusing on regulatory compliance as to both Landlord and Tenant interests. Johanna received her J.D. from the University of Tennessee and her undergraduate degree from Syracuse University. Johanna is a member of the Nashville, Tennessee, Mississippi and American Bar Associations; National Association of Industrial & Office Properties (NAIOP); the American Health Law Association; and the Land Title Association of Mississippi.

**Emily Jung** is a Partner at Jae Law Group, PLLC based in Austin, Texas. Emily advises clients in a broad range of real estate transactions and development matters across a variety of asset classes, including multi-family, retail, commercial, industrial and mixed-use. Her experience encompasses the acquisition, disposition, financing, leasing, and development of real property and operating assets. Emily has extensive experience in structuring, implementing, and administering complex condominiums for the financing and sale of commercial, residential, and mixed-use projects. Her clients include national and international developers, lenders, and institutional investors. Emily received her B.A. from The University of Texas at Austin and her J.D. from Pepperdine University School of Law.

**Robert E. Kaelin**, a partner with Murtha Cullina LLP, practices in the areas of civil litigation and bankruptcy. He holds a B.A. from Miami University in Oxford, Ohio and a J.D. degree from Duke University. Mr. Kaelin is a member of the Connecticut Bar and the Federal District Courts of Connecticut, Vermont and the Southern and Eastern Districts of New York. He is also admitted to the Second Circuit Court of Appeals. Mr. Kaelin is a member of the Connecticut Bar Association Litigation and Commercial Law and Bankruptcy Sections and is a member of the American Bankruptcy Institute. He is a member of the International Council of Shopping Centers and serves on the Connecticut ICSC Planning Committee. Mr. Kaelin's commercial litigation practice focuses on collection work and business disputes. Mr. Kaelin also handles various landlord/tenant law matters,



representing landlords and tenants. He also regularly represents commercial landlords in bankruptcy proceedings.

**Nina Kampler** has 35 years of industry experience as a lawyer, restructuring advisor and retail real estate strategic advisor. Kampler established Kampler Advisory Group in 2012 to provide opportunistic value-add advisory services to the retail real estate industry. Nina's previous professional roles include CBRE, Hilco Global and 16 years with Ralph Lauren, serving as Vice President, Retail and Real Estate Counsel. Nina also practiced law at Coudert Brothers and Richards & O'Neil, both in New York. Nina is a member of the New York Bar Association and a licensed real estate broker in New York State. She is a graduate of NYU School of Law and the University of Pennsylvania, where she received both a B.A., summa cum laude, and an M.A. in International Politics.

**Walker Kennedy III** is Vice President and General Counsel of the Woodbury Corporation. Founded in 1919, Woodbury Corporation is a full service real estate development firm. Mr. Kennedy has served as General Counsel for over 25 years. He oversees in-house Legal Department which handles the due diligence for acquisitions and dispositions, as well as the negotiation of hundreds of leases and related transactions annually. He has served as an expert witness concerning leasing practices and has been a frequent speaker and panelist on the subject of leases and lease negotiations at the International Council of Shopping Centers Law Conference. Mr. Kennedy is currently a member of International Council of Shopping Centers Bankruptcy Task Force. He earned a B.A. Cum Laude from Drake University and a J.D. from the S.J. Quinney College of Law at the University of Utah. He was admitted to the Utah State Bar in 1986.

**Gary Kibel** is a partner in the Privacy/Data Security and Advertising/Marketing groups of Davis+Gilbert LLP. He regularly counsels clients with respect to digital media/advertising law; privacy and data security; and information technology matters. He is a Certified Information Privacy Professional (CIPP/US), member of the International Association of Privacy Professionals (IAPP) and is General Counsel to the Performance Marketing Association. Gary advises clients in many industries regarding privacy and data security issues, including, CCPA, GDPR and other privacy law compliance, internal information security policies, consumer-facing disclosures, security breaches and incident responses, federal/state laws, self-regulatory requirements and other matters in connection with an organization's collection, storage and use of data in all aspects of its business. He received a B.A. and M.B.A. from Binghamton University and J.D. from Brooklyn Law School. Prior to becoming an attorney, Gary was an information systems analyst in the Investment Banking Division of Merrill Lynch & Co.

**Melanie E. Kido**, VP and Massachusetts State Counsel for CATIC in Waltham, Massachusetts. She has worked in the title insurance industry for over 20 years, underwriting both residential and commercial real estate transactions. Prior to joining CATIC, she was VP and Regional Underwriting Counsel for Stewart Title Guaranty Company, Underwriting Counsel for both First American Title Insurance Company and LandAmerica Lawyers Title Insurance Corporation and was in private practice. Ms. Kido is a graduate of the University of California at Irvine and Boston University School of Law. She is a member of both the Massachusetts and California bars, ICSC, The Abstract Club, CREW Boston, NNCREW, REBA's Title Insurance and National Affairs Committee, New England Land Title Association, ALTA's State Legislative/Regulatory Action Committee & American Clean



Power Association. Ms. Kido has published articles and been a panelist for ICSC, American Clean Power Association, REBA, NELTA, MCLE, and the Massachusetts Bar Association.

**John Kim** is Deputy General Counsel, US, for Unibail-Rodamco-Westfield (URW). URW is an owner, developer, and operator of sustainable, high-quality real estate assets in the most dynamic cities in Europe and the United States. John is a key participant in leading many of URW's major transactions in the US and in addressing and advising the company on all aspects of its day-to-day US legal needs and matters. Prior to his time at URW, John practiced in various law firm and in house settings with a primary focus on real estate transactions and in particular within the retail industry.

**Amanda Kinney** has 15 years of experience in real estate and retail. She is currently Senior Counsel, Global and North America Stores at Nike. Since joining Nike, she has supported multiple aspects of Nike's retail business, including legal support to leasing and construction of new stores and non-retail spaces in North America. In her current role, she provides strategic legal advice to the Global and North America business teams on store growth strategy, marketplace planning, consumer experiences and retail compliance matters. Prior to joining Nike, Amanda worked at Davis & Gilbert, LLP, in the Real Estate Group, representing clients in all aspects of real estate leasing transactions (both landlords and tenants in both the office and retail setting). Amanda received both her B.A. and J.D. from St. John's University.

**Dusty Elias Kirk** is a trusted adviser to clients in all aspects of real estate development, negotiating complex contractual arrangements for acquisitions and dispositions. Her real estate work has an emphasis on real estate litigation, including real estate tax-assessment appeals, land-use and zoning appeals, and eminent domain proceedings. Dusty counsels clients on an array of sustainability issues that impact development projects, including resolving disputes, managing risk avoidance, obtaining regulatory approvals, and transportation related issues. Dusty's work in real estate development includes handling the acquisition, financing and tax increment financing for commercial, retail, office, industrial and institutional properties, and obtaining economic incentives for development projects. She regularly handles issues involving public-private partnerships, and transportation issues including highway occupancy permits.

**Ken Kraft** is the founder of the Parker Hudson Real Estate Practice Group. Over the course of his 40+ year career, Ken has worked on billions of dollars of real estate transactions and more than 25,000,000 square feet of leases. His experience, judgment and reputation ensure that his clients are in the optimum position to achieve their objectives. Consistently rated Band 1 by Chambers and Partners and a former commercial real estate developer, Ken brings a business orientation to his representation of owners and developers in the purchase, sale, financing and development of all kinds of commercial real estate. In addition, Ken regularly represents clients in trophy office and retail leases throughout the United States. Ken has degrees from Stanford University and the Kellogg Graduate School of Management and Pritzker Law School of Northwestern University.

**John T. Kranyak** is Senior Vice President of Real Estate and Construction at Academy Sports + Outdoors in Katy, TX, where he is responsible for overseeing innovation and strategic direction in all aspects of real estate, construction, and store design. Academy operates 268+ stores and plans to open 80-100 new stores in the next five years. John previously led retail real estate strategic consulting, advisory, and legal counsel for multi-brand retailers and restaurants. John also held roles of



increasing responsibility as: Senior Vice President of Real Estate and Chief Real Estate Legal Counsel at Skilken Gold Real Estate Development; Vice President and Head of Real Estate at Luxottica Retail North America; Senior Director and Chief Real Estate Legal Counsel at Chico's, FAS, Inc.; Director of Real Estate and Real Estate Legal at L Brands; and associate real estate attorney at Schottenstein, Zox and Dunn (now known as Ice Miller, LLP).

**Laura Kurlander-Nagel** is a co-founder and Partner of The Johnson Kurlander Legal Group based in Atlanta, GA. She specializes in retail leasing representing national and regional shopping center owners, REIT's, regional developers and small businesses. Laura is dedicated to community involvement, is a former President of the Georgia Association for Women Lawyers, and currently sits on the boards of HeathMPowers and National Council of Jewish Women, Atlanta Section. Laura received her J.D. from the New York University School of Law and her B.A. from Colgate University. She and her husband Jeff Nagel have 4 adult offspring.

**Kenneth S. Lamy**, is the Founder, President & CEO of The LAMY Group and DataPoint International. Lamy has 35+ years of experience in commercial real estate and is considered a subject matter expert on retail leases, including rent, sales analysis, benchmarking, revenue/data verification, tenant sales audits, analytics, and compliance examinations. LAMY clients include private and public companies and REITs that own or manage properties including 1.5+ billion square feet of GLA. A highly engaged ICSC member for 35+ years, Lamy is a recipient of ICSC's prestigious Trustee Distinguished Service Award, and holds the Certified Retail Real Estate Professional (CRRP) and Certified Retail Property Executive (CRX) designations. He also serves as an ICSC Ambassador and faculty member of various ICSC schools. Recently, Lamy co-chaired the ICSC Task Force on the new retail study lease model. Mr. Lamy is a graduate of Tulane University (MBA) and St. Edward's University (Magna Cum Laude).

**Nancy Landmark** is a Vice President and Senior Title Counsel at Commercial Partners Title, a division of Chicago Title Insurance Company located in Minneapolis, Minnesota. Nancy works directly with customers and their counsel to resolve complex title issues so they can close their transactions in a timely manner. Nancy's personal touch, creativity and expertise set her apart in her chosen profession. Nancy's passion for learning and education are expressed through her service to the profession through the American College of Real Estate Lawyers, Minnesota Land Title Association, American Land Title Association and through the Minnesota Bar Association. Nancy is a graduate of the University of Minnesota and received her Juris Doctor from the University of Colorado and is currently a member of both the Minnesota State Bar and the North Dakota State Bar.

**Hans Lapping** is a shareholder in the Walnut Creek, California office of Miller Starr Regalia. Hans represents clients in leasing, buying, and selling virtually every type of real estate throughout the United States. From acquiring raw land for data center, shopping center and residential developments to assisting several of the world's largest companies with office and research and development leasing to representing landlords and tenants in retail, office and industrial leases, his representations regularly include negotiating and drafting real estate related contracts, coordinating due diligence, and closing transactions. Hans is AV-rated and is a fellow in the American Real Estate College of Lawyers. Hans has been recognized as a Super Lawyer since 2012 and is listed among the Best Lawyers in America. Hans graduated summa cum laude from Bowdoin College and magna cum laude from the University of Illinois College of Law.





**David J. Larsson** is a Member of Clark Hill in Philadelphia, Pennsylvania. Dave Larsson has practiced commercial real estate law since 1984, advising clients, particularly owners, tenants, and other end users, on real estate acquisitions, dispositions, development projects, leasing, financing, and asset management projects all across the United States. During that period, he has helped one client grow from two U.S. stores in 1984 to more than 50 currently, and he has helped another client grow to become the market leader in the Delaware Valley. Additionally, he advises clients on various contracts and processes encountered in the life of a real estate asset, such as charging station license agreements, design and construction contracts, and real estate aspects of various federal and state tax issues.

**Mark S. Levenson** is Chair of both the Real Estate Department and the Real Estate Transactions Practice Group at Sills Cummis & Gross P.C. He also chairs the Firm's Israel Business Practice Group. Mark is on the Executive Committee of the Jewish Agency for Israel. Mark is Co-Chairman of the New Jersey-Israel Commission. Mark serves on the Board of Governors of Tel Aviv University. He is a fellow of the American College of Real Estate Lawyers. Mark handles a broad range of transactions, including acquisitions, development, traditional real estate finance and workouts, office and retail leasing, joint ventures and corporate real estate advisory work. Mark has done extensive international work for his clients including projects in the United Kingdom (Canary Wharf), India, the Czech Republic, Eastern Europe, Israel and Latin America. Mark received his J.D. from New York University School of Law and his B.A., cum laude, from Brandeis University.

**Karen Levine** is part of the leasing team at Seyfarth Shaw, resident in the New York office. She has extensive experience advising owners of lifestyle centers, warehouses, office buildings and hotels throughout the United States, drafting and negotiating leases with national and regional tenants - both publicly traded and private - as well as with local tenants. Karen has represented national big-box tenants in their current leasing plans and in-line retailers in the roll-out of new concepts. She also has experience in tenant-side office leasing, and representing clients in the acquisition, sale and financing of varied commercial properties.

**D. Karen Lisko** is an in-house trial consultant with Perkins Coie and a social scientist who specializes in courtroom and corporate persuasion. She holds a doctorate in legal communication, a tailored degree attained by only a few consultants in the United States and is the author of two books on persuasion. She is past president and lifetime achievement award winner with The American Society of Trial Consultants. In addition to her work with Perkins Coie, she teaches at Baylor Law School and is a frequent speaker for corporations and for national bar associations. In her spare time, she spends time with her three talkative children and with her husband who can barely get in a word edgewise.

**David S. Lima** is the principal of Real Solutions, PLLC in Minneapolis, MN, offering legal services to developers, tenants and landlords for mixed use, retail, office, multi-family and warehouse/industrial uses. With over 35 years of real estate deal making and legal experience with shopping center developers and owners, mixed use/office developers, and international retailers, David was Chief Legal Officer and Director of Leasing for a shopping center developer and led real estate and legal teams for Ahold USA, Inc. and Target Corporation for over 20 years.

**Nancy Little** is a partner in the law firm of McGuireWoods LLP where she practices in the areas of finance and real estate law, with experience in lease financings, real estate lending and loan



restructuring and foreclosure, public/private partnerships and economic development incentives, tax-exempt and taxable financings and corporate real estate including for hospitality, healthcare and energy clients. She is past president of the American College of Mortgage Attorneys and a member of the American College of Real Estate Lawyers. She has served as Group Chair of the American Bar Association's Real Estate Financing Committees in the Section of Real Property, Probate and Trust Law and as chair of the Real Estate Committee for Lex Mundi. Ms. Little is a member of the International Council of Shopping Centers and has spoken and written for ICSC on a number of occasions.

**Caroline Magee** currently serves as Vice President, Strategic Initiatives and Sustainability at Property Works, a commercial-tenant-focused software and services suite covering lease abstracting, landlord relationship management, accounts payable, ASC 842 compliance, licenses & permitting, utilities transfer, and lease portfolio diligence, among other lease administration and transaction support services. With over 15 years of experience in finance, leased real estate, and sustainability and ESG integration, Caroline practiced as an attorney at King & Spalding LLP specializing in structured finance, real estate finance and diligence management and helped found the firm's global ESG in Finance initiative. Caroline earned her bachelor's degree from the U.S. Naval Academy and served as strike officer on the U.S. Vella Gulf and auxiliaries engineering officer on the USS Kearsarge. Caroline has a J.D from Emory University School of Law and a Master of Divinity from Candler School of Theology, both in Atlanta Georgia.

**Paige A. Manning** is a director in the Boston office of the law firm of Goulston & Storrs PC. She counsels lenders and borrowers in a range of complex transactions involving construction, permanent and mezzanine financing and preferred equity transactions for office, retail, multifamily and life-science properties. She also helps sellers and purchasers with acquisitions and dispositions (including portfolio transactions) and developers in the development and leasing of retail and office projects. Ms Manning received a B.A. in Economics from Wellesley College and a J.D. from Harvard Law School.

**Brian McAllister** is Senior Director, Leasing Counsel of Washington Prime Group (WPG), a national retail real estate developer and a recognized leader in the ownership, management, acquisition and development of retail properties, with corporate headquarters in Columbus, Ohio. Mr. McAllister's main responsibilities include the management of lease and contract negotiations throughout WPG's portfolio across the United States. Prior to joining WPG, Mr. McAllister served as Senior Leasing Counsel at Simon Property Group where he was responsible for lease and contract negotiation of Simon's Midwest Region properties. Mr. McAllister is a graduate of Dickenson School of Law and currently resides in Columbus, Ohio.

**Michelle McGeogh** is a partner at Ballard Spahr LLP. Michelle has extensive experience in real estate litigation on behalf of property owners, investors, and developers. Michelle is experienced in landlord/tenant law, mechanic's liens, and commercial foreclosures. She regularly represents commercial landlords in state court proceedings and bankruptcy proceedings, and has defended landlords from breach of contract, negligence, and fraud claims. Michelle is experienced in judgment collection, having collected millions of dollars on behalf of creditors, including landlords. Michelle also defends property owners from claims made pursuant to Americans with Disabilities Act and has defended numerous digital accessibility claims. She regularly counsels clients regarding physical and



digital accessibility and compliance with the ADA. Michelle also represents financial institutions and special servicers of mortgage loans in disputes involving lender liability, fraud, breach of fiduciary duty, and foreclosure. She has successfully obtained the appointment of receivers and enforced orders appointing receivers.

**Kevin F. McKeegan** is a partner at Meyer, Unkovic & Scott LLP in Pittsburgh. He served as Managing Partner of the firm from 2006 to 2011 His practice includes acquisition and development of commercial real estate, land use and zoning, and commercial lease transactions. He has worked with both local, regional and national developers in projects ranging from the acquisition and adaptive reuse of downtown Pittsburgh office buildings to the redevelopment and reconfiguration of regional shopping centers. He was formerly a member and chair of Allegheny County's Board of Property Assessment Appeals and Review. Currently, he is chair of the Allegheny County Community College Educational Foundation Board and a member of the Board of Directors of City of Asylum Pittsburgh, a non-profit arts and literary organization whose mission is advancing literacy and protecting endangered writers. He is a graduate of Dickinson College and the University of Pittsburgh School of Law.

**Allyson McKinstry** is a partner in Crowell & Moring's New York office and focuses her practice on complex commercial, consumer, and retail litigation, including class actions and multi-district litigation. Allyson regularly represents retailers in commercial and leasing disputes, and has experience in all aspects of litigation from pre-litigation investigation and counseling to trial work and appellate practice. Allyson serves as national trial counsel to several large retailers and has experience litigating in state and federal courts across the country.

**Charles Mileski**, Davis+Gilbert Real Estate Partner, specializes in building creative strategies to help tenants and landlords efficiently tackle the opportunities, risks and challenges that arise in commercial and retail leasing matters. Using a strikingly organized approach and sharp attentiveness to clients' needs, Charlie focuses on finalizing deals and protecting clients' interests. Working across a diverse group of landlords, institutional and retail tenants, third-party architects, engineers, and project managers spanning industries, Charlie's highly responsive process and deep knowledge of industry trends as well as technical intricacies coalesce into productive negotiations aimed at achieving mutually beneficial outcomes with opposing counsel while also helping clients stay focused on priority contract provisions. Charlie handles construction projects from 1,000 to over 500,000 rentable square feet in size and gained experience in mortgage financing and joint ventures early in his career.

**Marcus Mollison** is a real estate partner in the Minneapolis office of Dorsey & Whitney LLP and serves both as the firm's Real Estate and Land Use Practice Group co-department head and as co-chair of Dorsey's Development and Infrastructure Industry Group. In in-house and outside counsel capacities, he has extensive experience with all aspects of real estate transactions, including development, acquisitions/dispositions, leasing, joint ventures, financing, governmental assistance and entitlements, and construction contract negotiations. Among other distinctions, Marcus is rated by Chambers USA and is a fellow both in the American College of Real Estate Lawyers (ACREL) and in the Construction Lawyers Society of America (CLSA). Marcus is a frequent speaker at various legal and industry events and conferences and has served as an adjunct law professor at Mitchell Hamline School of Law in St. Paul, Minnesota. Marcus has been a member of ICSC since 2004.



**Christopher J. Montalbano** has more than 30 years' experience in the title business, and is currently Principal and Senior Title Counsel for Pilgrim Title Insurance Company, based in East Providence, Rhode Island. He also manages the company's Florida office. Admitted to practice in Rhode Island, Massachusetts, and Florida, he has closed some of Rhode Island's largest and most complex transactions, including large scale public-private redevelopments, malls, casinos and green energy projects. Chris regularly assists other attorneys, advising them on complex real estate issues including condominiums, subdivisions, zoning and land use and development, and often serves as an expert witness in real estate related litigation. A frequent lecturer, he is a fellow of the American College of Real Estate Lawyers and a past member of the North Kingstown, RI Zoning Board. He holds a B.A. from Providence College and a Juris Doctor from Suffolk University School of Law.

**Marie A. Moore** is a partner in the New Orleans firm, Sher Garner Cahill Richter Klein & Hilbert, L.L.C., where she practices real estate and transactional law. She received her B.A. and J.D. degrees from the University of Alabama, where she was Order of the Coif and associate editor of the Alabama Law Review. She is the RP Vice-Chair for the ABA's RPTE Section and a Fellow in the American College of Real Estate Lawyers (ACREL). She is a past chair of the Urban Land Institute, Louisiana District Council, and a frequent speaker at the ICSC Law Conference. She is the co-founder and first President of New Orleans CREW. She is a member of the Louisiana and Alabama Bars. Ms. Moore speaks and publishes frequently on lease and insurance law.

**Stacy Moskowitz** is a Senior Counsel at Hartman Simons & Wood LLP (HSW). She is a commercial real estate lawyer representing both local and national firms and retailers. Prior to HSW, Stacy was a Senior Attorney at Douglas Emmett (DE) where her main focus was commercial leasing transactions. Before DE, she was a Senior Director/Senior Leasing Counsel for Unibail-Rodamco-Westfield (URW). While at URW, Stacy worked on retail and restaurant leases, emphasizing in developments, and traveled nationally to conduct training sessions. Prior to URW, Stacy was with Warner Bros. Studio Stores in the Business and Legal Affairs Department. She earned a B.A. from the University of Southern California and her J.D. from California Southern School of Law. Stacy is admitted to the State Bar of California, the United States Court of Appeals for the Ninth Circuit, and the United States District Court for the Central District of California.

**Robert Mullins** is Managing Attorney, Real Estate for PetSmart and joined the company in 2005. Robert and his team are responsible for all real estate legal matters (from negotiating leases to handling issues arising thereafter) for the company's 1600+ store portfolio in the US, Canada and Puerto Rico. From 1989 until joining PetSmart, Robert was Corporate Counsel for Pier 1 Imports handling similar real estate legal matters. Prior to that, Robert was Associate Attorney for the Fort Worth, TX office of Heard & Wright.

**Kevin Murphy** is the Managing Partner of Walter Haverfield. Prior to his Managing Partner role, he was Administrative Partner of the Firm as well as Section Head of the Firm's Business Services Group. Kevin represented public and private companies on major real estate transactions including construction, development, financing, leasing, acquisitions, dispositions, exchanges, zoning, and entitlements. He also focused on negotiating acquisitions, dispositions, buyouts, and joint ventures and advised on structuring transactions and corporate governance matters. Additionally, Kevin represented financial institutions and corporate borrowers in connection with commercial loan



transactions. He also represented marijuana business owners, individuals looking to enter the legal cannabis industry, and clients looking to effect change in marijuana laws and regulations.

**James Newland** represents private owners, contractors, and international entities in contract negotiation, litigation, and arbitration involving private and government design and construction projects. He covers all formats such as design-bid-build, design-build, EPC, and Integrated Project Delivery; advice during design; and advice on the preparation, prosecution, and defense of claims during construction as well as arbitration and litigation. James is the co-chair of Seyfarth Shaw's International Dispute Resolution Group and an adjunct professor at Virginia Tech's Myers-Lawson School of Construction where he teaches the Construction Risk Management certificate program.

**Tina Q. Nguyen** is a skilled trial lawyer in high-stakes, complex commercial matters. She represents real-estate developers, landlords, and tenants in contract disputes. She also represents clients in business litigation involving fraud claims, fiduciary obligations, contracts, and other business torts. A native Houstonian, Ms. Nguyen is actively involved in the community. She serves on the Executive Committee for the Institute for Energy Law, is the Vice Chair of the Federal Bar Association of the Southern District of Texas, and was formerly the Secretary of the Asian American Bar Association of Houston. Before joining Baker Botts, Ms. Nguyen was the Class Vice President at Duke University, graduated Order of the Coif at the University of Michigan Law School, and clerked with Chief Judge Sidney A. Fitzwater of the United States District Court for the Northern District of Texas.

**Mindy C. Novack** is an Attorney with over thirty-five years' experience in Real Estate, Litigation, Intellectual Property and Corporate Law. Since April 2014, Mindy has been the Senior Vice President, General Counsel HBC Properties & Investments, the owner of Hudson's Bay, Saks Fifth Avenue and Saks Off Fifth. Prior to that she was Vice President/General Counsel of Loehmann's. Ms. Novack was previously Associate General Counsel/Vice President at Warnaco, responsible for Licensing and Intellectual Property; General Counsel at Brooks Brothers where she had many roles, including Vice President of Real Estate, Store Planning and Construction, and Vice President of International; and Real Estate Counsel at Ann Taylor. Additionally she was Counsel in the New York Office of Melvin Simon and Associates and was Legal Counsel at CBL and Associates in Chattanooga, Tennessee. Ms. Novack received her B.A. from Brooklyn College in 1981 and her J.D. from Emory University Law School in 1984.

**Marty Orlick** is a member of Jeffer Mangels Butler & Mitchell LLP's Real Estate Practice Group and Chairs the ADA Compliance and Defense Practice. Marty represents shopping center owners, financial institutions and retail clients nationwide in transactions and litigation. His ADA compliance and defense practice includes architectural barrier, website and mobile app cases. He is actively involved in leasing, acquisitions and sales, lease administration, portfolio management and litigation. Marty has represented clients in over 850 ADA cases, including Department of Justice investigations, mediations and enterprise-wide cyber accessibility compliance. He is a member of the American College of Real Estate Lawyers, and frequent lecturer at ICSC. Contact him at 415.984.9667 or morlick@jmbm.com.

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owners, asset managers, developers, property managers, and brokers in developing, acquiring, leasing, operating, and selling retail centers, office buildings and parks, industrial buildings, and mixed-used projects, including the drafting and negotiation of purchase and sale agreements, ground leases, space leases, and other transaction documentation, as well as in solving issues and resolving disputes that arise in connection with the ownership of such assets. Mr. Papera received a J.D. degree from the Emory University School of Law and a B.A. in Communications, Law, Economics, and Government from the American University. Mr. Papera is admitted to practice in Georgia and is a member of the International Council of Shopping Centers.

**Doug Parker** is co-founder and CEO of Ecolumix, an ESG data intelligence and advisory company that measures corporate environmental health and safety (EHS) performance. Doug leads the team in developing and deploying ESG data insights to clients which are used in benchmarking, supply chain evaluation, due diligence and ESG strategy. Doug formerly served as Director of the EPA's Criminal Investigation Division, where he oversaw a nationwide team of criminal investigators and matters ranging from the Deepwater Horizon disaster investigation to the Volkswagen emissions cheating scandal. Doug speaks regularly to industry groups on strategies for navigating ESG and EHS risk and has shared his insights on *CNN* and *National Public Radio*, and in *The New York Times*, *Practical ESG*, *Bloomberg* and other media outlets. He was named to *Energy + Environment's* Top 50 Leaders in 2022. Doug received his B.A. from Colby College, and M.A. in Public Policy from Georgetown University.

**Tandy C. Patrick** is a partner with Dentons Bingham Greenebaum LLP in its Louisville and Lexington, KY offices; she served on DBG's Partnership Board for eight years and is a past Chair of the Board. She serves as Co-Chair of Dentons US Real Estate Practice Group, and is currently a member of DBG's Compensation Committee and DBG's Nominating Committee. Her practice focuses on leasing, acquisition, development and financing of commercial real estate, representing local and regional developers and several national restaurant franchisees. She has been listed in *Best Lawyers in America - Real Estate* since 2006, and is an active member of ACREL, ICSC, CREW and CCIM. Tandy has presented at ICSC KY/TN Idea Exchange programs, ICSC US Shopping Center Law Conferences, and the ICSC OKIMP Retail Development & Law Symposium, which she chaired in 2018. Tandy currently serves on the ICSC's Legal Advisory Council.

**Jamie Paquin** is a partner in the firm's commercial leasing group. He has focused his practice and career since joining the firm in 2006 on representing commercial landlords and tenants in all aspects of commercial leasing transactions and matters. Jamie's experience includes negotiating and interpreting commercial leases on behalf of landlords and tenants for all asset classes of properties, including office, retail, industrial and mixed-use. Jamie is a frequent contributor and speaker at industry conferences and seminars including at the International Council of Shopping Centers (ICSC) of America conferences in Canada and the United States and other leasing related CLE programs and events. Jamie is recognized as a leading lawyer in his practice area by "Best Lawyers" and "The Canadian Legal Lexpert Directory".

**Thomas J. Phillips** is a Partner and the Global Leasing Chair at BROWN RUDNICK LLP, a full-service firm of 250+ attorneys with offices in Boston, Hartford, London, New York, Orange County, Providence and Washington. For 30+ years, Tom has represented leading global/national retailers, owners and capital sources in a variety of leasing, development, finance and other transactions. Tom serves on ICSC's Legal Advisory Council and is its Immediate Past Chair. His other ICSC roles have





included State Director and New England Idea Exchange Chair. He is a frequent speaker at the ICSC Law Conference and has spoken at ICSC Las Vegas. Tom's community activities include having served on the Zoning Board of Appeals in Newton, Massachusetts, and as Campaign Co-Chair for Combined Jewish Philanthropies' Real Estate Team. Tom is a graduate of Bowdoin College and the Boston University School of Law, where he was an Editor of the Law Review.

**Karen R. Pifer** is a Partner in Honigman's Real Estate Department and is located in the firm's Bloomfield Hills, Michigan office. Ms. Pifer advises and represents clients in various types of real estate transactions, including the acquisition, sale, development, financing and leasing of shopping centers, office buildings, hotels and other real estate projects. She has significant leasing experience representing landlords in connection with retail and office leases. Ms. Pifer also represents borrowers and lenders in mortgage loan transactions and advises and represents clients in workouts, foreclosures and restructuring of debt transactions. Admitted to practice in the state of Michigan, Ms. Pifer received a J.D. from the University of Michigan Law School and a B.A. from Albion College and was named in *The Best Lawyers in America* for 2010-2023 and in *DBusiness* for 2013-2015, 2017 and 2018.

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**Wendy Proctor** divides her practice between leasing agreements for industrial, healthcare, retail and office buildings, and the sale and acquisition of real property. Her experience also extends to other lease-related documents, including estoppels; subordination, non-disturbance and attornment (SNDA) agreements; defaults; prohibited use violations; enforcement of lease provisions; and navigating reciprocal easement and operating agreements and third-party consents for redevelopment projects, as well as title matters. After decades in the field, Wendy has a deep understanding of construction, leasing and development issues, as well as the third-party agreements that may restrict property transactions. She loves this creative problem-solving aspect of her work and is passionate about helping clients figure out how to achieve their real estate business goals. Prior to joining Husch Blackwell, Wendy was in-house real estate counsel for both national retail companies and developers, including one of the nation's largest mall REITs.

**David J. Rabinowitz** is a partner in the real estate group at Goulston & Storrs. David counsels clients on the development, acquisition, leasing, financing, and disposition of their properties. He also advises clients on lease matters of all kinds, including financeable ground leases, headquarters and flagship store leases, space leases, restaurant leases, lease restructurings, and issues in anticipation of, and during, lease disputes. David is nationally recognized for his widespread experience, and his



clients include some of the nation's largest players in the retail real estate industry. David is a highly active member of the ICSC, and served as the Chair of the ICSC Law Conference in 2021. He is a member of ACREL, and is a frequent speaker at worldwide conferences on a host of topics, including the state of the retail industry in the U.S., and strategies for non-U.S. retailers entering or expanding into the U.S. market.

**Nicole C. Randazzo** is an attorney with Panda Restaurant Group. She is admitted to practice law in Florida, New Jersey, Minnesota and North Dakota, and her current practice primarily focuses on leasing in shopping centers, airports, military bases, hotels, casinos and other non-traditional spaces, as well as acquisitions of outparcels for new restaurants. She has also served as in house counsel for Chico's FAS, Luxottica Retail, BayCare Health System, Church's Chicken and Healthcare Realty where she handled acquisitions, dispositions, financing, and leasing matters as well as related litigation/dispute resolution. Nicole is a graduate of the University of South Florida and Ave Maria School of Law and serves as an alumni mentor at both schools. She is also a member of the ICSC Legal Forum where she pursues improved ICSC/university relations.

**Sandra Ransdell** is an attorney at Diamond & Kaplan, P.A., a boutique law firm who serves as in-house counsel to Sterling Organization, a vertically integrated private equity real estate investment firm that primarily invests in retail shopping centers nationwide. Sterling Organization owns and manages over 70 properties which includes value add and grocery anchored centers. As counsel to Sterling Organization, Sandra handles all aspects of real estate transactions including acquisitions, dispositions, financings, leasing, operational and construction matters. For the past two and a half years, she has primarily focused on drafting and negotiating leases with national, regional, and local retail tenants. As in-house counsel, she has enjoyed working closely with Sterling Organization to understand all aspects of its business and to help improve its overall lease process.

**Louis Raymond** has been the acting general counsel of the Irvine Company Retail Properties division for almost 17 years. In 2023, Louis's general counsel responsibilities were expanded to include the Irvine Company Office Properties division. As Group General Counsel, Louis manages the 13-person legal team that performs the leasing, development, operations, litigation, environmental and compliance legal work for the Office and Retail divisions. The Retail division has a 9M square foot portfolio including 3 regional centers, 40 neighborhood centers, and numerous mixed use projects. Before joining the Irvine Company, Louis was Executive Counsel with The Walt Disney Company, and was also in private practice for 12 years, most significantly with Pillsbury Madison & Sutro. Louis attended the U.S.C. Gould School of Law and received a Bachelor of Arts in Economics from U.C.L.A. Louis has been a member of ICSC since 1998 and is a frequent Law Conference speaker.

**Professor Sarah Redfield's** practice area is education law. Her scholarship focuses on diversity, equity, and inclusion (DEI), including intentional strategies to interrupt nonconscious bias and reduce its negative consequences. Professor Redfield has a record of demonstrated success in facilitating substantive positive organizational and individual change. She is a nationally-recognized presenter and trainer, with recent DEI presentations with the national and local Bar Associations, the Museum of Native American History, law school faculty, and state regulatory agencies. Professor Redfield is an editor and chapter author of two books on implicit bias: *Enhancing Justice: Reducing Bias* and *Extending Justice: Strategies to Increase Inclusion & Reduce Bias*. Professor Redfield is the proud



mother of two young adults, Alex and Althea Rose Redfield and the ecstatic grandmother of Harriet and Beatrice Redfield. B.A. Mount Holyoke College; J.D. Northeastern University School of Law; LL.M. Harvard Law School; DEI Certificate, Cornell.

**Sarah Bender Reilly** is Associate General Counsel for real estate at VSP/Visionworks, where she is responsible for real estate legal matters for approximately 770 stores across 41 states. She has more than 20 years of experience in retail leasing, having represented landlords and tenants throughout the United States on a variety of transactions, including ground-up developments, built to suits, acquisitions, dispositions, financings, and thousands of lease transactions for power centers, mixed use developments, street retail, neighborhood and lifestyle centers, and malls. Additionally, representative deals have included negotiating flagship store leases for national retailers in Manhattan and San Francisco, representing a growing convenience store/fuel center chain with its expansion in Texas, and representing buyers and sellers of retail chains in both national asset sales and stock purchase transactions. Sarah has previously worked in-house for Hallmark, Sprint Nextel, and Urban Retail Properties.

**Nick Reis** is a partner in the Vorys, Sater, Seymour and Pease LLP Columbus office and a member of the finance, energy and real estate group. He focuses his practice on commercial real estate law and real estate-based commercial lending. Nick has represented financial institutions in connection with conventional construction and acquisition financing, permanent financing, loan restructuring, and loan participations. He has also provided representation in connection with development, acquisition and disposition of office, industrial, retail and multi-family projects, and in negotiating and drafting of leases on behalf of commercial landlords and tenants, and other general real estate matters. Nick received his J.D. from the Ohio State University Moritz College of Law and his B.S. from the University of Notre Dame. Nick has been named to Best Lawyers in America, 'Ones to Watch,' in Real Estate Law for 2021-2023.

**Valerie Richardson**, Chief Operating Officer of ICSC, the professional trade association of the Marketplaces Industry, oversees day-to-day operations and collaborates on marketing, membership, volunteer engagement, talent development for ICSC's portfolio of programs and services. Ms. Richardson brings 40 years of experience in retail real estate, working for brands such as Trammell Crow Company, Ann Taylor, Barnes & Noble and most recently, The Container Store, where she led the real estate team for 20 years. Ms. Richardson was elected Chairman of ICSC for the 2018-2019 term serving as the organization's first Chairman from an active retailer and the fifth female Chair in the organization's history. Ms. Richardson serves on the Board of Directors for Kimco Realty Corp., North America's largest publicly traded owner and operator of open-air, grocery-anchored shopping centers and the Board of Directors of American Healthcare REIT, a healthcare-focused real estate investment trust.

**Bruce Ritter** has practiced commercial real estate since 1987, advising clients on leasing, acquisition, development, and loan transactions throughout New York, New Jersey, and nationally. His clients include commercial landlords and tenants nationwide in retail leases, office leases, "big box," industrial, and warehouse leases. In addition, he has led brownfield developments, retail developments, and build-to-suit projects. Prior to private practice, Bruce worked as an in-house counsel with two national retailers and a national quick service restaurant company in addition to private law firm experience in Manhattan. Bruce has also presented previously at the ICSC Law



Conference including a seminar on the following topics, “Impacts of Innovations on Contemporary Grocery Store Leasing and Development” (November 2021), and “Changing Times, Changing Minds: Revisiting Prohibited Uses and Their Enforceability in the New Era of Non-Traditional Retail” (October 2017).

**Julie Robbins** is Vice-President, National Legal Services for Oxford Properties Group. Julie is responsible for a team of over 30 professionals comprised of lawyers, legal managers, law clerks and a coordinator in offices across Canada providing legal services to Oxford’s Canadian operations, leasing, asset management and development teams. Julie works closely with Oxford’s Canadian senior leadership on strategic initiatives and participates in various internal committees. Prior to joining Oxford, Julie was the Director, Legal Services at Morguard Investments Limited. Before going in-house, Julie was a Partner in the Real Estate Group in Dentons Canada LLP’s Toronto office. Julie is a frequent contributor to legal publications and a regular presenter at various industry and legal events, including NAIOP, ICSC, the Law Society of Ontario and the Ontario Bar Association. While in private practice, Julie was recognized by Lexpert (2014-2016) and Best Lawyers (2013-2016) as a leading lawyer in Canada in commercial leasing.

**Megan Roberts** is a Director, Global Real Estate Legal Counsel at The Wendy’s Company headquartered in Dublin, Ohio. Prior to joining Wendy’s in 2018, Megan was a Partner in the Real Estate practice group at Ulmer & Berne LLP. She serves as a member of the Company’s Legal Leadership Team and the New Development Leadership Team. She is intimately involved in the Company’s growth across North America and into Europe. She oversees and serves the entire life cycle of legal needs for the Company’s existing real estate portfolio and is the primary legal advisor to the Company’s U.S. and International Capital Committee where she manages all of the legal needs of new restaurant development. Megan regularly consults with and advises the Company’s senior leadership team on business decisions and risks and opportunities, and activates to implement, create, and guide the Company’s goals and strategies.

**Mike Rubin** heads the McGlinchey Stafford law firm’s appellate team and handles major commercial real estate transactions and litigation. His numerous law review articles and other publications have been cited as authoritative by state and federal trial and appellate courts. He is a past president of both the American College of Real Estate Lawyers and the U.S. Fifth Circuit Bar Association, a Life Member of the American Law Institute, and a Commissioner on the Uniform Law Commission. In addition to his full-time practice of law, for four decades he served as an adjunct law professor teaching courses in Louisiana banking, finance, and real estate, as well as legal ethics. He has given over 475 major presentations across the country as well as in the U.K. and Canada.

**Gabriel Safar** is the co-founder and former CEO of LeasePilot, a cloud-based software provider that helps commercial real estate companies draft, revise and abstract their leases faster. Since founding LeasePilot in 2015, Gabriel has helped leading real estate companies like Brixmor, Healthpeak and STAG Industrial institutionalize their largely manual and paper-based leasing processes into fast, efficient and transparent digital workflows. Prior to founding LeasePilot, Gabriel practiced law at firms such as Bingham McCutchen, Goulston & Storrs and Saul Ewing.

**Alexander F.L. Sand (Al)** advises clients across sectors on cybersecurity and data privacy matters, with a focus on financial services and technology companies. He provides practical and actionable



advice on complex and evolving privacy and cybersecurity regulations, including CCPA/CPRA, GLBA, CDPA, CPA, FCRA, NY DFS cybersecurity regulations, NY SHIELD Act, MA data security regulations and state data broker requirements. Al also counsels clients responding to data breaches and related regulatory investigations; developing global cybersecurity and privacy programs; negotiating privacy and cybersecurity issues in technology transactions; and on cybersecurity and privacy risks in mergers and acquisitions. Prior to joining the Austin, TX office of Eversheds Sutherland, Al helped lead cybersecurity initiatives while working at the New York State Department of Financial Services, including the development and drafting of the department's cybersecurity regulations and investigations regarding cybersecurity and privacy breaches.

**Jesse Schneider** helps high-end retail tenants and major New York City commercial landlords find fair, business-minded solutions to complex real estate leasing disputes. Whether he is helping a landlord secure legal possession of premises through nonpayment and/or holdover proceedings, or protecting a tenant from an unfair lease termination, his goal is to secure long-term financial benefits for his clients. Jesse looks for a business solution to every case he handles. Litigation is the last resort rather than standard operating procedure. When he gets involved early in operating expense escalations, lease interpretation issues, or subletting and assignment rights disputes, he recommends reasonable compromises that his clients appreciate for years to come. As the COVID-19 pandemic dramatically impacts his retail tenant clients, Jesse has litigated novel and precedent-setting retail lease issues, including unfair lease terminations and frustration of purpose and impossibility claims.

**Jack Schwartz** is a 17-year veteran of the insurance industry, currently managing his own boutique insurance consulting firm, ITC Risk Advisors, LLC, which he founded in October 2022. Having spent the first 15 plus years of his career in various capacities as an insurance consultant, risk manager, and attorney, Jack possesses a comprehensive understanding of the ins and outs of virtually every angle of the multilayered insurance industry, enabling his clients to benefit from the full spectrum of his robust and diversified experience. Jack is the author of several online published articles on insurance, as well as the highly acclaimed daily Insurance Tip of the Day post on LinkedIn. Jack maintains several professional designations including: MLIS (management liability insurance specialist), CRIS (construction risk and insurance specialist), cyRM (cyber risk manager), and TRIP (transportation risk and insurance professional). Jack resides on Long Island with his wife and kids.

**Nancy Scull** is a partner and former co-chair of Sheppard Mullin's Real Estate, Energy, Land Use & Environmental Practice Group. She represents commercial, industrial, retail and residential developers in real property transactions and has extensive experience advising clients in California and nationally on commercial, residential, transit-oriented and mixed-use vertical and horizontal projects. Nancy has developed the governance structures for major, complex mixed-use projects throughout California, including LA Live, Civita and Riverwalk. She combines her residential and commercial expertise to assist clients with the needs of various interest groups. Nancy has also worked on new governance structures for the redevelopment of former Sears centers and other redevelopment sites and assists clients with implementing branding into mixed-use projects. She is a member of ACREL and is regularly recognized as a leader by publications, including by *The Legal 500*, *The Daily Journal* and most recently *Connect CRE*.

**Kevin L. Shepherd** is a partner in the Real Estate Practice Group and Chair of the Finance Committee and Managing Director—Finance at Venable LLP in Baltimore, Maryland. Kevin is one of





the country's leading authorities on anti-money laundering and counter-terrorist financing issues as they affect the U.S. legal profession, and he has written extensively on these issues and has testified before the U.S. Senate on proposed beneficial ownership legislation. He is a former chair of the ABA Task Force on Gatekeeper Regulation and the Profession. Kevin is currently serving a 3-year term as the ABA's representative to U.S. Treasury and the Paris-based Financial Action Task Force. Kevin is the ABA Treasurer (2020-2023). Kevin is a former chair of the ABA Section of Real Property, Trust and Estate Law and a past president of the American College of Real Estate Lawyers.

**Kathy Sherwood** is Senior Vice President and Senior Leasing Counsel for the Macerich Company, and offices in Dallas, Texas. Macerich is one of the country's leading owners, operators and developers of major retail and mixed-use real estate (NYSE:MAC). Kathy is primarily responsible for negotiating leases and supervising in-house and outside counsel in their negotiation of leases for the company. Kathy is a frequent speaker at the ICSC Law Conference.

**Scott M. Shuman** focuses his practice primarily on retail, mixed-use, and other real estate projects. His practice centers on the acquisition, development and redevelopment, leasing, management, and disposition of mixed-use projects, regional shopping centers, neighborhood centers, single-tenant buildings, and restaurants. He represents a number of the world's largest private equity companies, regional, national, and international real estate investment trusts (REITs), entrepreneurial and institutional developers, property owners, managers, and tenants on both a nationwide and local basis.

**Brad Siegal** has focused his more than 30 years of law practice representing buyers, sellers, developers, investors, landlords, and tenants in all types of real estate transactions involving acquisitions, developments, financing, leasing, and dispositions. He has substantial experience in multi-property type acquisitions and dispositions (including, multifamily, office and retail), securing economic incentives, negotiating multi-property and portfolio transactions, and managing ground-up development projects. In addition, he advises investment firms and trusts with all aspects of their partnerships and joint ventures and other general corporate related matters. Brad earned his J.D. from Vanderbilt University Law School, and he hold a B.S. in General Business Management from the University of Alabama. He is a Fellow in the American College of Real Estate Lawyers and has been recognized by Best Lawyers in America© since 2007.

**David Skrilow** is a principal in the Law Offices of David Skrilow, a small boutique law firm located in New York City, specializing in commercial real estate, including acquisitions, developments, and leasing. The focus of the firm has evolved as the shopping center industry has evolved. Regional mall development and leasing has given way to grocery-anchored, power centers, ground-up and multi-use development projects. The firm has handled a number of development and redevelopment projects throughout the United States on behalf of public and private REITs. David has been past speaker at various ICSC conferences, and has published numerous articles in real estate treatises. He received his B.A., *magna cum laude*, from the State University of New York at Albany, and his J.D., *cum laude*, from the State University of New York at Buffalo Law School.

**Lawrence J. Skok** is the Assistant General Counsel – Real Estate at MyEyeDr., a private equity backed optometry roll-up approaching 1,000 locations in 28 States. He is an experienced commercial real estate attorney, with a particular expertise in commercial leasing. He has worked in both firm and





in-house environments, including one of the oldest boutique real estate firms in Washington, DC and a publicly-traded real estate investment trust. Larry received a BA in Economics from Vanderbilt University and his JD from the West Virginia University College of Law. He is a member of the Maryland Bar Association, District of Columbia Bar Association and ICSC.

**Terri K. Simard** is Vice President, Law at Target, where she is responsible for the law areas of Real Estate, Retail Strategies (merchandising & marketing) and Operational Strategies (indirect contracts including technology and supply chain) and the legal affairs strategy and operations team. Prior to joining Target, Ms. Simard was a partner at Faegre & Benson (now Faegre Drinker Biddle & Reath, LLP). She is a member of the American College of Real Estate Lawyers (ACREL) and the ICSC, and has served as a past chair of this conference. She is a frequent CLE speaker.

**Ellen Sinreich** is the Founder and Managing Principal of The Sinreich Group, a real estate law firm based in New York City. Ms. Sinreich represents landlords and tenants in connection with retail, office and industrial leases throughout the U.S., including Fortune 500 companies, REITs, government agencies and entrepreneurs. Ms. Sinreich graduated from Columbia Law School, is a LEED Accredited Professional, Founder and Chair of ICSC's Legal Forum, Vice Chair of the Urban Land Institute's Entertainment Development Council and the former ICSC NY/No NJ State Director. She began her career at Paul, Weiss, Rifkind, Wharton & Garrison and was the General Counsel of DLC Management Corp. She's been honored as a Pioneering Woman in Real Estate and is a frequent speaker on real estate, legal and entrepreneurial topics for audiences at the NY Bar Association, NYU's Schack Institute of Real Estate, Georgetown Law School and The Wharton School.

**Tom Smallwood** is a partner in the St. Louis office of Stinson LLP. His practice is primarily focused on real estate development, commercial leasing, redevelopment financing, real estate and asset-based lending, and joint ventures. He has an undergraduate degree from the University of Missouri and a JD from Washington University School of Law. Tom is licensed in Missouri and Illinois and handles real estate transactions all over the United States. He devotes a large portion of his practice to representation of a NYSE publicly-traded REIT, with a special focus on movie theaters, ski resorts, and entertainment and retail shopping centers, while also frequently representing national and regional restaurant and retail tenants. Tom also regularly represents developers involved with TIF, community improvement and transportation development districts, and other public finance incentives in Missouri and Illinois.

**Brian Smith** is a Partner at the law firm of Stanley, Esrey & Buckley in Atlanta, Georgia. He has a national real estate practice and is particularly well-known for his landlord and tenant negotiations of high-end restaurant and entertainment deals. He works with nationally-recognized chefs, restaurateurs, and their respective landlords from Letter of Intent to opening night. On a broader level, Brian also counsels retail, office and warehouse developers and owners, as well as tenants in real estate and complicated leasing transactions. Brian helps clients produce and negotiate leases for complex mixed-use projects where he serves as a critical counselor on behalf of both landlords and tenants. Brian is a frequent speaker at the ICSC Law Conference, the ICSC Southeast Conference, The State Bar of Georgia, The Atlanta Bar Association, The Atlanta Commercial Board of Realtors, and to various other real estate organizations throughout the country.



**Carly Alford Smith** joined Brookfield Properties as Vice President, Counsel with a focus on asset management and transactions. Carly currently supports the Logistics, Capital Markets and Sports & Entertainment teams at Brookfield and specializes in leasing. Carly received her B.A. in Political Science, with a minor in Spanish, from the University of Georgia. After completing her undergraduate studies, Carly taught elementary school in the Rio Grande Valley region of south Texas as a part of the Teach For America program. Carly received her J.D. from Georgia State University, cum laude. Prior to joining Brookfield Properties, Carly worked as in-house counsel at Jamestown for three years and in private practice for six years in boutique commercial real estate law firms and in an Atlanta-based Am Law 200 firm, where she focused on the leasing, acquisition and disposition of commercial office, retail and industrial properties.

**Jane Snoddy Smith** is a Founding Partner of Jae Law Group, PLLC (JAE), a commercial real estate boutique practice and serving some of the largest investors and owners in the industry. Jane brings over thirty years of experience gained as a partner in three national and international law firms, serving most recently as Global Co- Chair of Real Estate. JAE focuses on holistic solutions using multi-disciplinary expertise, technology and artificial intelligence resources. Her expertise involves retail, multifamily, industrial, hospitality, health care, affordable housing, office projects. Jane has negotiated settlements in multiple states in real estate disputes. Besides serving as past chair of the ICSC Law Planning Committee, Jane is a Founder of the Center for Women in Law at the University of Texas School of Law, 2022 President of the American College of Real Estate Lawyers, past president of CREWNetwork and past Chair of the CREWNetwork Foundation.

**Alexander Snyder** has acted as a trusted counselor across myriad industries over the last three decades. He joined Simon in 2016 and has served as Assistant General Counsel and Assistant Secretary with responsibility for overseeing its risk management program. Other areas of responsibility have included corporate governance, financings, strategic investments, joint ventures, and international matters. Before joining Simon, Mr. Snyder served for four years as Executive Vice President and General Counsel of Beechcraft Corporation. Before this he spent seven years at Koch Industries, serving in a variety of roles with increasing responsibility, including as Chief Counsel – M&A. Mr. Snyder began his career in private practice in New York, practicing at Fried Frank and Davis Polk & Wardwell. He has a J.D. from Columbia Law School where he was a Stone Scholar and an A.B. in Government and History from Harvard College from which he graduated *magna cum laude*.

**Carol E. Sorensen** is Senior Real Estate Counsel for Hobby Lobby Stores, Inc. where she provides real estate legal services for the company, including drafting and negotiating commercial retail leases, real property purchase and sale agreements, and various other related transactional documents, as well as advising on construction matters and supervising real estate litigation matters. Prior to joining Hobby Lobby in 2013, she was an associate at Phillips Murrah P.C. in Oklahoma City specializing in real estate transactions and corporate law. Ms. Sorensen is a graduate of the University of Oklahoma (B.A. in Letters) and Oklahoma City University School of Law (J.D., *summa cum laude*).

**Earl Spencer** has over 18 years of experience in commercial real estate law advising clients on leasing, acquisition, development, disposition, and general real estate matters. Representative matters include major-tenant retail leasing, “ground up” development projects, shopping center acquisition, outparcel creation and development, along with office and industrial leasing. Earl is



Associate General Counsel with NewQuest Properties. Prior to joining NewQuest, Earl spent 17 years at Weingarten Realty and worked at two Houston, Texas based law firms. Earl is a graduate of Vanderbilt Law School, where he was a member of the Vanderbilt Law Review.

**GinaMarie K. Spencer** is a partner at the firm of Mendelsohn Oseran & Spencer, PLC in Tucson, Arizona. She is an active member of the State Bar of Arizona, and a certified real estate specialist by the Arizona Bar. She also is an inactive member of the State Bars of California, New Mexico and Utah. Ms. Spencer practices in all aspects of real estate transactions for private developers in the areas of residential, retail, office and industrial. She attended the University of Southern California (B.S), and the University of Utah (J.D.), graduating Order of the Coif. She is an ACREL Fellow, a Martindale-Hubbell AV Preeminent rated attorney, a member of the Board of Directors of the Advanced Commercial Leasing Institute, and the Board of Directors of Intermountain Health. Past programs include: Subleases: Same as a Lease Only Different; Vivarium to Vaccine; and Botox and BOPIS: Let's Go to the Mall.

**Christina M. Sprecher** is a Partner with Frost Brown Todd LLP and serves as Chair of the Real Estate Practice Group. She represents clients in the acquisition, disposition, leasing, financing, and construction of retail, office, warehouse, and multifamily projects, with an emphasis on shopping center, mixed-use, and industrial developments. Her leasing experience includes representation of both landlords and tenants in significant office, industrial, and retail leases. She represents public and privately held companies with their ongoing real estate needs. Christina is a member of the American College of Real Estate Lawyers, and she sits on the Board of Executive Advisors in Real Estate for the University of Cincinnati Real Estate Center, Lindner College of Business. She is an active member of the ICSC, particularly with the Program Planning Committee for the Ohio, Kentucky, Indiana, Michigan, and Pennsylvania Retail Development & Law Symposium.

**Cristina Hendrick Stroh** serves as Senior Counsel for J.C. Penney Corporation, Inc. in Plano, Texas, where she has practiced since 2007. She concentrates on all aspects of acquisition, financing, leasing and disposition as well as ongoing operations matters in a seventeen-state territory including California and the Pacific Northwest. Cristina received her J.D. cum laude from the University of Houston Law Center and a bachelor's degree from the University of Texas at Austin. Prior to joining the Penney legal department, Cristina practiced real estate law with Schlanger, Silver, Barg & Paine, LLP in Houston, Texas. In 2015, Cristina was awarded the America Bar Association's Excellence in Writing Award for authoring the Best Practical Use Article published in its Probate & Property Magazine.

**Gregory Suckow** joined Elze Law after nearly two decades of in-house experience representing large, publicly traded retail tenants. As in-house counsel, Greg regularly handled the preparation and negotiation of LOI's and leases for retail locations, production facilities, storage locations, offices and regional distribution centers and construction and other service agreements. He worked cross-functionally to resolve landlord disputes and zoning issues, oversaw CAM and real estate tax reconciliations and audits and helped create and implement strategies to comply with various state laws related to advertising, consumer protection and social media. Greg earned his B.A. in Media Communications from Northeast Missouri State University in Kirksville, MO and his J.D. from William Mitchell College of Law in St. Paul, MN.



**Audrey Sullivan** is a Founding Partner of Jae Law Group, PLLC, a commercial real estate law practice in Austin, Texas serving some of the largest investors and owners in the industry. Audrey brings over ten years of experience, including two spent exclusively representing the owner of over twenty shopping centers in real estate acquisitions and leasing. Audrey attended the University of Texas at Austin (B.A.) and SMU Dedman School of Law, graduating Order of the Coif. Audrey is a member of the Ginsburg Circle within the Center for Women in Law at the University of Texas and serves as a CASA for Travis County. Past presentations include “Let’s Go to the Mall: Botox and BOPIS” seminar at ICSC in 2022, “Industrial as the New Retail” roundtable at ICSC in 2021 and "Making Your Company's Leases Valuable Assets" to the Association of Corporate Counsel in Austin, Texas in 2018.

**Matt Terpstra**, Vice President at Bellwether Enterprise, has over a decade of experience in commercial real estate finance, specializing in debt and equity structures for development, acquisition, and permanent financing nationwide. His diverse clientele includes middle-market and high net-worth individuals, family offices, REITs, and fund sponsors. Prior to joining Bellwether Enterprise, Matt served as Vice President at Cohen Financial for 8 years. Originally from Iowa, Matt is a proud graduate of The University of Northern Iowa, holding a Bachelor of Arts degree in Finance & Real Estate. He spent the first 10 years of his career in Chicago before recently relocating to Scottsdale.

**Gillien Todd** is a Lecturer at Harvard Law School, where she has taught the flagship Negotiation Workshop since 2001, and also at the Harvard Graduate School of Education. She teaches workshops on negotiation, difficult conversations, and effective feedback for executives in a variety of industries, where she was introduced to retail lease negotiations at Gap’s Real Estate Legal Group in the early 2000’s. In her consulting practice, Gillien works with senior leadership teams on collaboration, communication, and managing conflict. She is an executive coach for C-suite and senior leaders. She has mediated contract negotiations for school districts and symphony orchestras; facilitated strategic relationship management among alliance partnerships; and led multi-year multi-stakeholder collaborations. Gillien received her B.A. from Yale University, her M.Ed. from the Harvard Graduate School of Education and her J.D. from Harvard Law School. She is schooled in negotiation (almost daily) by her three children, ages 16 - 20.

**Bill Toliopoulos** is a co-founding partner of Laurie & Brennan, LLP, a law firm focused in the area of construction law. Mr. Toliopoulos’ practice includes the representation of owners, developers, contractors and subcontractors as well as landlords and tenants in negotiating construction contracts and commercial leases, counseling on dispute avoidance strategies and in litigation/dispute resolution proceedings relating to construction projects throughout the country. Mr. Toliopoulos is involved in numerous legal and industry-specific organizations, presenting and speaking extensively at International Council of Shopping Centers (“ICSC”), Urban Land Institute (“ULI”) the Construction Financial Management Association (“CFMA”) and the American Bar Association’s Forum on the Construction Industry. A lifelong Chicagoan, Mr. Toliopoulos received his B.A. from Loyola University Chicago and his J.D. from DePaul University College of Law.

**Lica Tomizuka**, a partner at Faegre Drinker, collaborates with clients to form strategies, find solutions and advance business goals in all aspects of commercial real estate and finance on projects



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**Barbara Trachtenberg** is a trusted advisor to real estate investors, providing practical, business-oriented solutions in all aspects of real estate transactions. Barbara's clients include developers, institutional investors, REITs, pension funds and investment advisors who invest in diverse asset classes including office, multi-family properties, retail, industrial, self-storage and data centers, many of whom invest through joint venture transactions. As a Co-Vice Chair of the US real estate practice, Barbara is part of the group's management team and co-chairs the DLA Piper Global Real Estate Summit and DLA Piper Real Estate State of the Market Survey. She also manages the DLA Piper semi-annual Trends Reports. Barbara joined DLA Piper in 2004; she has a J.D. from Boston College Law School where she was the Editor-in-Chief of the UCC Reporter-Digest and a B.A. in Mathematics from Molloy University where she was a starting pitcher on the softball team.

**Michael Udell** co-founded Udell Wang LLP in 2015. Michael advises clients throughout the United States in the acquisition, development, leasing and management of retail, office, industrial and mixed-use projects. His clients include national and regional retailers, real estate investment trusts, fund managers, property management companies, developers, restaurants, technology companies, family offices and individuals. Prior to co-founding Udell Wang LLP, Michael was a Partner in the Real Estate / Finance practice group at McKenna Long & Aldridge LLP, serving as the Hiring Partner in the Los Angeles office, and on the Board of Directors of the McKenna Long & Aldridge Foundation. At McKenna, Michael represented one of the world's leading retailers in its U.S. rollout by negotiating purchases and leases on more than 400 sites throughout Arizona, California and Nevada.

**Jennifer Understahl** negotiates, strategizes, and collaborates with clients to close sophisticated commercial real estate transactions across the United States and internationally. She focuses on helping large corporations navigate their owned and leased real estate portfolios, commercial leasing (on both the landlord and tenant side), real estate finance, including new loans and workouts of existing loans; improved commercial property sales and acquisitions; and joint ventures. Jennifer is experienced in a wide range of asset types, and she works closely with her clients to help them strategize regarding complex deals as well as assists with day-to-day advice regarding their real estate and leasing issues. As the lead outside real estate counsel for several large, corporate clients, she guides them in their ever-evolving office, headquarters, and retail footprints. In addition, she has helped several emerging retail companies navigate their evolving real estate needs as they trend from e-commerce to brick-and-mortar sales.

**David P. Vallas** is a Shareholder of Polsinelli PC and is the former Vice Chair of Polsinelli's Commercial Litigation practice group and the former Chair of its Real Estate Litigation working group. He represents owners and managers of shopping centers across the country in virtually every aspect of their businesses, from interpreting and enforcing commercial leases to advising them on tenant bankruptcies and guiding them through the operational and management issues that arise every day and impede their businesses. He also frequently counsels and protects real estate developers to help them complete their developments, and he often represents traditional and non-traditional lenders faced with troubled loans secured by real estate assets. David is a graduate of Williams College and the Indiana University Mauer School of Law.



**Morgan Van Royen** helps clients build and grow their businesses through real estate and leasing work. Morgan began her legal career assisting small franchisees with their leasing needs. Most of her early clients were in the process of opening their first business and realizing a long-time dream, and she found this work truly rewarding. She could see firsthand the essential role legal counsel played in achieving business goals. Today, Morgan represents both franchisees and corporate franchisors of all sizes in their commercial lease agreements, drafting and negotiating leases, amendments, estoppels, license agreements and various other franchise matters. She's known among clients as a tough negotiator who stands up for their interests, and she's passionate about using her skills to help clients secure their real property and leasing needs.

**Kathleen (Kate) McManus Vlasek** is a partner in the Real Estate and Environmental Practice Group at Benesch Friedlander Coplan & Aronoff LLP. She focuses her practice on retail, commercial, office, warehouse, and industrial leasing transactions, with a particular focus on landlord-side shopping center leasing of enclosed malls and lifestyle, grocery-anchored, and power centers. In addition, Kate's practice also includes the representation of buyers and sellers of retail, industrial, office, and multi-family properties, including representing sellers/tenants in sale/leaseback transactions. She has extensive experience analyzing a wide variety of real estate issues and counseling clients with respect to those issues and managing complex real estate transactions and redevelopment projects. Kate received her B.A. from The University of Dayton and her J.D. from The Cleveland-Marshall College of Law.

**Kristi Wachtman** is an Associate Vice President, Associate Chief Counsel - Real Estate with Premium Brands Services LLC, representing the Loft, Ann Taylor and Lane Bryant brands formerly owned by Ascena. Kristi offices out of the company's New Albany, Ohio facility. Prior to her current position, Kristi was an Associate Vice President with L Brands, Inc., and Senior Counsel with Consolidated Stores Corporation, both located in Columbus, Ohio. Kristi received her B.A. from Seton Hall University in South Orange, NJ, and her J.D. from Capital University Law School in Columbus, OH. Kristi has presented on various topics at previous ICSC Law Conferences.

**Bradley J. Walent** is the Co-Managing Partner of Kayne Law Group in Columbus, Ohio. Brad is also an Adjunct Professor at The Ohio State University Moritz College of Law teaching Real Estate Development and Commercial Leasing classes. Before joining Kayne Law Group in 2007, Brad worked for several prominent Pittsburgh firms and served as a corporate attorney for Dick's Sporting Goods. His areas of practice include commercial real estate, real estate development and leasing, and general corporate law. He is licensed in Ohio and Pennsylvania. Brad graduated, with Honors, from the Ohio State University Moritz College of Law. He received his Bachelor of Arts in Political Science (Spanish Minor), Summa Cum Laude and with Honors, from St Francis University of Pennsylvania.

**Michele Walton** serves as Senior Vice President, General Counsel, for The Taubman Realty Group LLC ("Taubman"). Taubman owns and manages 24 regional, superregional and outlet malls in the U.S. and Asia. Taubman's U.S. properties are among the most productive in the U.S. retail industry. She is also a member of the Company's Operating Committee. Michele started her career in Chicago at Skadden, Arps, Slate, Meagher & Flaum LLP and later joined Reed Smith LLP where she was a partner. She has a J.D. from DePaul University College of Law and an undergraduate degree in Political Science from Michigan State University.





**Steve Wernikoff** is a partner in the Chicago office of Honigman LLP and co-leads the firm's Data, Privacy and Cybersecurity practice group. Steve regularly provides legal guidance concerning data use, privacy and security compliance, and other consumer protection issues. Prior to joining Honigman, Steve spent 17 years at the Federal Trade Commission and was lead counsel in dozens of civil prosecutions involving a wide range of e-commerce and emerging technology issues, including internet and mobile advertising, credit card and other financial fraud, data privacy and security, spam, and telemarketing. Steve also served as Enforcement Director of the FTC's Office of Technology and Investigation, coordinating enforcement matters involving mobile and connected technologies. Steve has served as an adjunct faculty member at Northwestern Pritzker School of Law and Washington University School of Law, where he has taught courses on consumer law, online advertising and privacy issues.

**Justin White** is the Managing Attorney and founder of The Opus Law Firm, in Solana Beach, California. Prior to founding The Opus Law Firm, Mr. White served as in-house counsel for a publicly-traded REIT that specialized in owning and operating life-science laboratory, office and industrial properties across the United States and Europe. He has authored and annually edits several editions of the industry standard "CEB" California legal practice guides on commercial leasing. Mr. White's practice is focused on commercial real estate and business transactions. In addition to acquisition and disposition, financing, and leasing matters, Mr. White has developed a specialty in business structures and transactions, often associated with real estate. Mr. White has represented cannabis businesses in the purchase, sale, leasing and development of real estate assets for cultivation, processing, dispensing and consuming cannabis products in California and other jurisdictions, as well as merger and acquisition transactions in the cannabis space.

**John J. Wiles** is the Managing Partner of Wiles & Wiles, LLP which was founded in 1988. The firm concentrates on representing Commercial Real Estate Owners and Tenants in leasing and litigation. John is licensed to practice law in Georgia, Florida, Tennessee, Colorado and Texas. He is a member of the State Bar of Georgia, the Florida Bar and the Texas Bar. John regularly lectures on Landlord/Tenant Law and teaches real estate courses for credit through the Wiles & Wiles, LLP Real Estate School. Additionally, John has been an active member of the International Council of Shopping Centers for more than 30 years where he previously served as the ICSC Private Sector Chair for the Southern Division. John was a State Representative in the Georgia House of Representatives, 1995-2003, and a Georgia Senator from 2005 to 2011, where he served as the Majority Whip.

**Sara Hansen Wilson** is a partner at Faegre Drinker Biddle & Reath LLP in San Francisco, California. Sara has substantial, nationwide experience representing landlords and tenants in regional shopping centers, mixed use property, street and outparcel retail locations. She also represents clients in the acquisition and disposition of real property, both lenders and borrowers in real estate loan transactions, and investors in joint ventures. Sara is a graduate of Williams College and University of California at Los Angeles School of Law.

**Garry L. Witt** is currently Senior Vice President/General Counsel-Retail for The Peterson Companies, headquartered in Fairfax, Virginia and which is a recognized leader in commercial real estate development for the Washington D.C. metro area, having developed numerous retail/mixed-use, self-storage, office, federal government, and residential projects over the past 50 years. In his



position, Mr. Witt coordinates the legal affairs of The Peterson Companies in connection with its retail, mixed-use and self-storage projects, including Downtown Silver Spring, Fairfax Corner, Virginia Gateway, RIO Washingtonian, and Peterson's most ambitious project to-date, National Harbor, located on the banks of the Potomac River. Previously, Mr. Witt was General Counsel to The Goodman Companies, located in West Palm Beach, Florida and served as Senior Development Counsel to Melvin Simon & Associates. Mr. Witt is a graduate of I.U. School of Law-Indianapolis and holds B.A. in Economics from DePauw University.

**Kevin A. Woolf.** With 20+ years in the industry, clients look to Kevin for the transfer or lease of real property, technology, & services. As a transactional generalist, Kevin collaborates with clients to design, refine, & execute projects of all sizes - from large one-off deals to high-volume work streams. Using Lean Six Sigma, Kevin plots a course for the transaction that delivers the final product on-time & on-budget. His work with a well-known footwear brand on their high-volume stream of contracts earned both the client & Seyfarth the Association of Corporate Counsel's coveted Value Champion Award in 2013. Kevin also brings an element of design thinking to the deal - considering how he can best format & frame documents to achieve successful outcomes. Kevin chairs the Real Estate group for Seyfarth's Chicago office. In his spare time, Kevin chases after his four kids while dreaming of summers in Maine.

**Theodore (Ted) Yi** concentrates his practice in the area of real estate law with a particular focus on commercial lease transactions representing both owners and users of retail, office and industrial properties including a number of Fortune 250 corporations. He earned his B.A. and B.S. from the University of Illinois at Urbana-Champaign and his J.D. from Harvard Law School. Mr. Yi is Chambers rated and is a fellow of the American College of Real Estate Lawyers. Quarles & Brady LLP provides broad-based, national-level legal services through a strong network of regional practices and local offices.

**Nahal Zarnighian** is an Associate in the Los Angeles office of Ballard Spahr LLP. Nahal focuses her practice on the representation of commercial landlords and shopping center owners, managers, and developers in commercial litigation in state and federal courts. Nahal handles retail bankruptcies, representing landlords and other creditors throughout the U.S. She also advises commercial landlords in everyday operational matters including evictions, breach of leases, and breach of guaranties. Nahal also has experience in real estate transactions, including leasing and commercial real estate finance.

**Jennifer E. Zohorsky** is a partner in Rosenberg Martin Greenberg's Real Estate and Commercial Lending Groups. Jennie primarily handles complex real estate transactions and advises clients in all aspects of real estate acquisitions, development, construction, leasing and financing. Jennie has comprehensive experience working with developers from project inception through lease-up. She is experienced in drafting covenants, easements and restrictions for complex mixed-use projects and advising clients on a variety of land development issues and general business matters. Ms. Zohorsky's practice also focuses on retail leasing transactions, representing both landlords and tenants in complex office, warehouse, retail and ground leases. Ms. Zohorsky received her B.A. from the University of Loyola in Maryland and her J.D. from the Catholic University Columbus School of Law. She is a member of ICSC and has lectured on various real estate topics at programs presented by ICSC.

