

SPEAKER BIOGRAPHIES

SHARI DORENKAMP is Vice President at The Edwards Company, serving Central California, Northern California and Northern Nevada (www.theedwardsco.com). With 27 years of experience in the industry, and broker's licenses in California and Nevada, Shari's current focus is on representing retail tenants and landlord portfolios.

Shari is committed to strategically assisting retail tenants in the management of their real estate portfolios via new site acquisition, relocations, renewals and renegotiations. Shari also uses this knowledge and transactional experience to assist Landlords and Developers marketing, developing and redeveloping retail properties and shopping centers. Shari is a seasoned professional whose expertise has helped retailers and developers increase profitability through successful real estate transactions.

THOMAS ENGBERG is Chief Investment Officer of Loja Group and Chief Executive of its subsidiary, Loja Real Estate, LLC. Loja is a private equity real estate fund manager focused on retail investments across the U.S. Mr. Engberg is a 35 year veteran of the retail real estate business.

Since its inception in 2009 Mr. Engberg has directed Loja in the acquisition of over \$450MM in retail properties on behalf of a separate account investor. Prior to joining Loja, Mr. Engberg was Executive Vice President of London based Capital & Counties USA, Inc. where he was responsible for building a retail development program in the Western U.S. During the 10 years preceding his time at Capital & Counties, Mr. Engberg served as Senior Vice President of Regency Centers Corporation where he was in charge of investments for the Northern California region. While at Regency, Mr. Engberg built a team that acquired and developed some 4 million square feet of retail space representing nearly \$1 billion in value. Prior to joining Regency, Mr. Engberg was a principal in his own shopping center investment and development company, Douglas Thomas Properties.

TIM HARMON is CEO and founder of Palisades Hospitality Group (PHG). With more than 40 properties in its portfolio, PHG is a full-service hospitality company that manages and operates a distinctive collection of restaurants and hotels offering a spectrum of individually-inspired experiences. Tim also serves as a managing partner of Solage Hotels & Resorts. Prior to founding PHG, Tim served as Director of Business Development for Auberge Resorts where he handled acquisitions and development of new resort properties. Before starting a career in the hospitality business, Tim practiced law for nearly eight years, specializing in real estate and business transactions. Tim is a graduate of the University of California at Berkeley and the Hastings College of Law in San Francisco.

REX HIME is a native Californian, graduated from the University of California at Davis with a B.A. in Political Science and received his law degree from the UC Davis School of Law. Active in civic, church, military service and alumni activities Rex has shown a continued commitment to community involvement. He has served as the Presidential as well as the California State Assembly Representative on the Tahoe Regional Planning Agency and was a member of the California Task Force on Violence Prevention. Rex also most recently served as a Regent of the University of California.

Currently he serves as the Governors' appointment to the Board of Directors the California State Fair (CAL-EXPO), was its Chair for two years. He served as a Trustee for the Greater Sacramento Valley Leukemia & Lymphoma Society, and was the Chair. He is a past President of the Cal Aggie Alumni Association and has served on the various finance committees for the campus, the association and student campaigns.



PHIL JABER of Philz Coffee immigrated to Alameda with his family at a young age. He became passionate about coffee as a child and soon saw the business potential grow over the years. When he opened a grocery and liquor store in the Mission, he worked on coffee research in his spare time. With a passion for people and coffee, he spent 25 years perfecting a variety of coffee blends. In 2003, Phil converted his Mission store to the first Philz Coffee location. Now with 25 locations in California and national expansion plans, Phil attributes his success to having a unique approach to business, respect and faith in loving what you do.

CURTIS LEIGH joined Hunter Properties as a Development Manager in 2004 and is now Director of Development and Partner. His major roles include deal structure analysis, financial modeling, pre-construction engineering, due diligence, leasing, and construction management. Prior to working at Hunter Properties, Mr. Leigh was a project engineer/superintendent at Turner Construction for 3 years and investment banking research analyst at Jefferies for 2 years. He completed his undergraduate courses with a Bachelor of Engineering in 1997 from Vanderbilt University and received his Masters of Business Administration from Stanford Graduate School of Business in 2004.

MICHAEL MINDEL is Senior Vice President of Marketing at Il Fornaio (America) Corp., the Corte Madera, California-based owner/operator of 22 authentic Italian restaurants located in California, Las Vegas, Seattle, Denver and Reston, VA. Il Fornaio operates some of the highest volume restaurants in the US, averaging \$5.5 million per location. A 25-year veteran of the company, Mindel has supervised Il Fornaio's brand strategy for the past 19 years. Currently he is leading the pre-opening marketing and communications for the company's newest restaurant in Woodland Hills, CA opening in October 2015, as well as the rollout of the Il Fornaio mobile app and loyalty program that launched in July.

JUSTIN NEDELMAN is the Co-Founder and Co-CEO of Eureka Restaurant Group, LLC ("Eureka"), a 17 unit full service family of restaurants located across the Western United States (www.eureka restaurangroup.com). Eureka is a burger-centric full service restaurant open for lunch and dinner with a unique scratch kitchen combined with a one-of-a kind 100% American small batch craft bar program. Mr. Nedelman oversees the Company's financial operations, legal and real estate and works with his business partner and Co-CEO on all marketing, branding and concept development. Eureka is planning to have 26 restaurants open by the end of 2016. Prior to starting Eureka, Mr. Nedelman was a partner with a boutique real estate investment and development company, where he built \$75 of retail and mixed use projects. Prior to Investwest, Mr. Nedelman worked with a structured finance advisory firm focused on joint venture equity and high leverage mezzanine and debt transactions for valued added real estate of all product types. Throughout Mr. Nedelman's career, he has negotiated in excess of 450,000 square feet of leases and financed over \$400 million of real estate projects. Mr. Nedelman holds a Bachelor's of Science Degree in Business with a focus on Real Estate from Miami University in Oxford, Ohio and is a registered real estate broker in the State of California. Mr. Nedelman serves on the Board of the Collins College of Hospitality at Cal Poly Pomona and resides in Manhattan Beach, CA with his wife and two children.

JOHN SCHAEFER joined Terranomics Retail Services (now Cushman and Wakefield) in 2001 and specializes in the sale and leasing of retail properties and tenant representation in Northern California. John has been involved with numerous ground-up development projects and instrumental in the purchase, entitlement, and leasing process start to finish. Prior to joining Terranomics in 2001, John specialized in retail leasing and investments at CB Richard Ellis. He has acted as a Senior Partner for the Retail Team since joining the firm in 2001 and provides leadership and direction for the North Bay Retail



division of Cushman and Wakefield. John has completed over 600 lease transactions with Cushman and Wakefield totaling over \$1.2 Billion in lease consideration and 51 sale transactions totaling over \$551 million.

AJ SCHRADER joined Retail West in 2008 and has quickly established himself as one of the leading retail brokers in Northern California. Now a Partner at Retail West, AJ has been involved in over 180 lease and sale transactions in the past five years. His in-depth knowledge of the Bay Area's retail landscape has led to his successful representation of major national tenants including Dick's Sporting Goods, Ashley Furniture, Supercuts, and Massage Envy, as well as emerging retailers including The American Grilled Cheese Kitchen, and Glaze Teriyaki.

AJ has successfully leased several prominent shopping centers including Alto Center in Mill Valley, Montecito Plaza in San Rafael, Crow Canyon Commons in San Ramon, and Eastbay Bridge Center in Emeryville. Through these efforts he has fostered strong relationships with leading national REIT's as well as local shopping center owners including Federal Realty, First Washington Realty and Seagate Properties. His brokerage expertise is not limited to lease transactions, shown by his spearheading of the development, leasing and sale of Arnold Retail Center in Martinez, the sale of Alto Center in Mill Valley, as well as procuring the recent high profile sale of the Firestone tires property in downtown Berkeley, to a mixed use developer for a 9 story project.

KATIE SINGER has been involved in commercial real estate leasing since she joined Terranomics Retail Services, now Cushman & Wakefield, in 2004. Katie is specialized in both tenant and landlord representation; assisting national and regional tenants (such as Flywheel Sports, DXL, Off Broadway Shoes, Jersey Mikes, GNC, and Sally Beauty) in achieving effective roll-outs throughout the Bay Area & Northern California retail markets, as well as project leasing of all types of retail properties throughout Northern California representing both private developers and national REIT's such as Catellus, Regency Centers, Kimco, Jay Paul, JP Morgan and others. Katie was recognized as an Emerging Leader in Retail in 2015 by Real Estate Forum magazine.

DEBI SOMMARS is an astute businesswoman who approaches the art of commercial real estate the way a great chef approaches the creation of an epic meal, by bringing all of her experience, imagination and creativity to the task. As owner, founder and developer of a successful organic food company, she possesses an insider's knowledge of the retail food and hospitality world. Her impressive track record of negotiating successful business partnerships between high-end retail, hotel and restaurant clients and the very best established and rising new chefs puts her in the top of her field.

Debi attended Cal State University at Long Beach where she earned a B.S. in Finance. She is a member of the Portland Commercial Association of Realtors, the International Council of Shopping Centers and the Metropolitan Club of San Francisco. She is licensed as a principal sales agent in Oregon and California.

JULIE TAYLOR works exclusively to serve the needs of retail real estate property owners, investors, and retailers. Her area of expertise spans the regional retail markets of the Bay Area and urban retail in San Francisco. Ms. Taylor is highly active in the Union Square trade area leasing flagship properties and representing luxury and urban retailers. She has leased more than 340,000 square feet totaling 47 transactions with an aggregate lease value of over \$250 Million in the Union Square market. Ms. Taylor also leases regional centers throughout the Bay Area, performing ground up and in-fill leasing, and remerchandising assignments. She is known for her creative leasing strategies and her ability to



communicate effectively with retailers. Ms. Taylor has had extensive experience representing chain stores expanding throughout Northern California.

BILL VIERRA has been the President and Chief Operating Officer of SyWest Development since 2004, overseeing all corporate and real estate operations for the privately-held operating entity, owned by Syufy Enterprise. Bill continues to lead SyWest's growth through both acquisitions and new development, amassing a portfolio of almost 4 million square feet of retail assets, and various other real estate holdings, located throughout Western United States. Prior to SyWest, Bill was Senior Vice President with the Chicago-based REIT, General Growth Properties, for nearly ten years. Bill was responsible for all acquisition/disposition, development activity and major tenant transactions within a 38 million square foot institutional property portfolio.

ALISON WARNER is a Manager with the Investments team at Regency Centers. She is a civil engineer and LEED Accredited Professional with extensive knowledge and experience in land development, project design, and construction advisory. Prior to joining the Regency Centers team, she worked at KPMG advising clients with major capital expenditure programs within a variety of industries. She began her career as a civil engineer, coordinating the design and approval of land development projects including single-family, multi-family, and commercial development throughout Northern California. She holds a Master of Real Estate Development (MRED), a B.S. in Civil Engineering, and is a registered professional engineer in the state of California.

As an integral member of Regency Centers' Northern California Investments team, Alison manages development and redevelopment activities throughout the San Francisco Bay Area. In addition to identifying new opportunities in core urban markets, the investments team continually takes a fresh look at our existing portfolio of 27 retail centers, in an effort to elevate them into vibrant, neighborhood gathering places.

ROSS WHITE specializes in retail leasing and tenant representation as part of the JLL Retail team, continuing his emphasis on the restaurant industry. Ross has taken great care during his 14+ year career as a retail specialist to build and secure long-standing relationships with his clients. He understands that both tenants and landlords have to establish a level of trust and rely on their broker to act in their best interest. His strong work ethic enables him to follow his vision of commitment to his client's long-term success and achievement of their real estate goals. Notable tenants include: Five Guys Burgers, Spice Kit, Blue Line Pizza, Tilted Kilt, Top Golf, and Dunkin Donuts.

