

NOVEMBER 16-17, 2006 ☐ WESTIN DIPLOMAT RESORT & SPA ☐ HOLLYWOOD, FL THE FIRST INDUSTRY-WIDE COLLABORATION ON WHAT'S DRIVING THIS TREND

#### **AT-DOOR PROGRAM**

































NOVEMBER 16-17, 2006  $\hfill \square$  Westin diplomat resort & SPA  $\hfill \square$  Hollywood, FL the first industry-wide collaboration on what's driving this trend

Hosted by: ICSC, NAIOP, BOMA, ARDA & NMHC

MIXED-USE is quickly establishing itself as a distinct product type and a trend that is revolutionizing the real estate landscape. Combining the elements of residential, retail, office and entertainment, MIXED-USE projects are succeeding in both urban and suburban markets and on a global scale. This growth brings challenges as well as opportunities and a unique set of issues that are specific to MIXED-USE.

To understand MIXED-USE in today's real estate market, ICSC, NAIOP, BOMA, ARDA and NMHC have joined together to host a landmark **MIXED-USE CONFERENCE** that will be of interest to anyone involved in developing, designing, financing, leasing, managing and marketing a MIXED-USE project, as well as new and expanding retailers.

#### PROGRAM AT-A-GLANCE

# THURSDAY NOVEMBER 16, 2006

#### REGISTRATION

10:30 am - 7:00 pm Great Halls 1 & 2 Foyer (3rd Level)

#### **LUNCHEON SERVED**

(Food Service Only) 11:45 am – 12:30 pm Great Hall 6 (3rd Level) and Diplomat 3-5 (2nd Level)

## WELCOME & INTRODUCTION TO THE PROGRAM

12:30 pm - 12:45 pm Great Halls 1-2

#### **INDUSTRY TRENDS**

12:45 pm - 1:15 pm Great Halls 1-2

#### **KEYNOTE PRESENTATION**

1:15 pm - 2:00 pm Great Halls 1-2

#### **GENERAL SESSION**

2:15 pm - 3:45 pm Great Halls 1-2

#### **CONCURRENT SESSIONS**

4:00 pm - 5:30 pm

A. Financial and Legal Structuring of Mixed-Use Projects

Great Halls 1-2 (3rd Level)

B. Conceiving, Operating and Marketing Mixed-Use Properties

Diplomat 3-5 (2nd Level)

C. Partnering with Local Government to Assure a Successful Mixed-Use Project

Great Hall 6 (3rd Floor)

#### **COCKTAIL RECEPTION**

5:30 pm - 7:00 pm Infinity Pool & Patios

# FRIDAY NOVEMBER 17, 2006

#### **REGISTRATION**

7:00 am - 12:30 pm Great Halls 1-2 Foyer (3rd Level)

#### **BREAKFAST SERVED**

7:30 am - 8:15 am Great Hall 3 (3rd Level)

#### **OPENING SESSION**

8:15 am - 8:45 am Great Halls 1-2 (3rd Level)

#### **KEYNOTE PRESENTATION**

8:45 am - 9:15 am Great Halls 1-2 (3rd Level)

#### **CONCURRENT SESSIONS**

9:30 am - 10:45 am

A. Design of Mixed-Use Properties: What

Creates Success Great Hall 6 (3rd Hall)

B. How to Value Mixed-Use Properties: Some Recipes

for Real Dough Great Hall 5 (3rd Level)

#### **GENERAL SESSION**

11:00 am - 12:30 pm Great Halls 1-2 (3rd Level)

#### **CONFERENCE CLOSES**

12:30 pm

#### **PROGRAM**

# THURSDAY NOVEMBER 16, 2006

#### **REGISTRATION**

10:30 am - 7:00 pm Great Halls 1-2 Foyer

#### **LUNCHEON SERVICE**

(Food Service Only Sessions in Great Halls 1-2) 11:45 am – 12:30 pm Great Hall 6 (3rd Level) and Diplomat 3-5 (2nd Level)

# WELCOME AND INTRODUCTION TO THE PROGRAM

12:30 – 12:45 pm Great Halls 1-2 (3rd Level)



**LEE WAGMAN**Program Chairman
CEO
The Martin Group
Santa Monica, CA

#### **INDUSTRY TRENDS**

12:45 - 1:15 pm Great Halls 1-2 (3rd Level)



JOHN L. BUCKSBAUM, SCSM ICSC Chairman Chief Executive Officer General Growth Properties, Inc. Chicago, IL

#### **KEYNOTE PRESENTATION**

1:15 - 2:00 pm Great Halls 1-2 (3rd Level)

What's Driving Demand for the Biggest Trend in Real Estate Development?

In the 1980s, America talked smart growth, but built traditionally. Today, consumer demand, soaring energy costs and rising land prices are driving us to actually develop smart growth-inspired mixed-use developments. Join us as Ron Ratner, the nation's pre-eminent mixed-use developer, explains why mixed-use is so compelling in today's world and discusses its future prospects. As Executive Vice President and Director of Forest City Enterprises, Inc. and President & CEO of Forest City Residential Inc., Ron's firms have led some of the most prestigious

mixed-use developments in the U.S., including the "sustainable" redevelopment of Denver's Stapleton Airport, the nation's largest urban development. The firm is also responsible for the visionary adaptive re-use of Cleveland's landmark Terminal Tower into a multi-use magnet, the transformation of an abandoned industrial site adjacent to MIT University into 2,500,000 square feet of mixed-uses, and the famous Atlantic Yards mixed-use development in Brooklyn that includes the new home for the New Jersey Nets.

#### Speaker:



RONALD A. RATNER
President & CEO
Forest City Residential Inc.
Cleveland, OH

#### **GENERAL SESSION**

2:15 - 3:45 pm Great Halls 1-2 (3rd Level)

# The Special Challenges of Developing Mixed-Use Projects

This session sets the stage for the rest of the conference as it examines the opportunities and challenges with regard to mixed-use as a unique product type. Panelists will evaluate overall project complexity; integration of uses; risks in entitlements, zoning and government regulations. Consideration will also be given to design complexity, construction costs and getting the right mix of tenants. Finally, the panelists will offer up their perspectives on whether a mixing of uses is the solution to a location that cannot support a single-use project.

#### Moderator:



THOMAS J.
D'ALESANDRO, IV
Senior Vice President
General Growth Properties, Inc.
Chicago, IL

#### Panelists:



STEPHEN R. KARP ICSC Past Chairman Chairman & CEO New England Development Newton, MA



YAROMIR STEINER
ICSC Trustee
CEO
Steiner + Associates, Inc.
Columbus, OH



**LEE WAGMAN**CEO
The Martin Group
Santa Monica, CA

#### **CONCURRENT SESSIONS**

4:00 - 5:30 pm

#### A. Financial and Legal Structuring of Mixed-Use Projects Great Halls 1-2 (3rd Level)

A strong foundation may not guarantee success, but success becomes inefficiently and unnecessarily expensive to achieve without the structure, legally and financially, to support a mixed-use project. This panel of practitioner experts in the fields of development, law and finance will discuss and analyze the various underpinnings essential for a successful multi-dimensional real estate undertaking such as a mixed-use project.

#### Moderator:



JEFFREY H. NEWMAN, ESQ. Chairman Real Estate Department Sills Cummis Epstein & Gross P.C. Newark, NJ

#### Panelists:



CHARLES BERMAN
Managing Principal
MacFarlane Partners
New Canaan, CT



**DOUGAL M. CASEY**Managing Director
ING Clarion
Washington, DC



**BRIAN S. FETTEROLF**Director – Structured Products
LaSalle Bank, Real Estate
Capital Markets
Chicago, IL



MICHAEL C. PRUTER Allen Matkins Leck Gamble Mallory & Natsis LLP San Diego, CA

#### B. Conceiving, Operating and Marketing Mixed-Use Properties Diplomat 3-5 (2nd Level)

Economic, demographic and political forces are making mixed-use the biggest real estate trend in 2006, but profiting from this niche means overcoming new challenges not faced by single-use real estate development. What exactly makes mixed-use projects successful? Our panelists will discuss everything from site selection to operational issues to marketing and branding new mixed-use developments.

Moderator:



**DAVID LEVEY**Executive Vice President
Forest City Residential Inc.
Cleveland, OH

Panelists: FREDERICK S. HARRIS Senior Vice President Development AvalonBay Communities, Inc.



New York, NY

BRIAN LEARY
Vice President of Design
and Development
Atlantic Station, LLC
Atlanta, GA



**TAD LEITHEAD**Senior Vice President
Cousins Properties
Atlanta, GA

#### C. Partnering with Local Government to Assure a Successful Mixed-Use Project Regency 6 (3rd Level)

Today, mixed-use development and town center projects are emerging across the nation. Every city seems to want a mixed-use project. Yet, not every city is ready for one. As the vision for a livable community takes shape, developers and government officials struggle to assess their readiness and commitment, as well as the potential viability and impact mixed-use development brings to a community. Members of this panel, who are practiced in successful mixed-use projects, will share their experiences and discuss their views on components of partnering with public agencies in order to assure the success of a mixed-use project. Among the issues covered in this session are structuring partnerships, getting the density issues right, what's important in parking, knowing your demographics, navigating the public approval process and more.

Moderator:



**ALAN BEAUDETTE**NAIOP Vice Chair for Education
Senior Vice President
Lowe Enterprises, Inc.
Irvine, CA

Panelists:



JORGE CAMEJO
Director of Development
Services
City of Boca Raton
Boca Raton, FL



NANCY GRAHAM
President & CEO
Centre City Development
Corporation
San Diego, CA



TERRY W. STILES NAIOP Past Chairman Chairman & CEO Stiles Corporation Fort Lauderdale, FL

#### **COCKTAIL RECEPTION**

 $5:30-7:00\ pm$  Infinity Pool & Patios

# FRIDAY NOVEMBER 17, 2006

#### **REGISTRATION**

7:00 am - 12:30 pm Great Halls 1-2 Foyer

#### **BREAKFAST**

7:30 - 8:15 am Great Hall 3

#### **OPENING SESSION**

8:15 - 8:45 am Great Halls 1-2

#### Presentation of Cross-Organizational Survey Results

Speakers:



MICHAEL NIEMIRA
Staff Vice President,
Chief Economist,
Director of Research
ICSC
New York, NY



**AMITA JUNEJA**Director of Research
BOMA
Washington, DC



MARK OBRINSKY
Vice President of Research
and Chief Economist
NMHC
Washington, DC



SHEILA VERTINO
Vice President, Information
and Research
NAIOP
Herndon, VA

#### **KEYNOTE PRESENTATION**

8:45 - 9:15 am Great Halls 1-2

## Genius Loci — The Soul of the Place

Development today often finds itself creating mixed-use centers that strive to capture the vitality and civic life of idealized villages, towns and cities. Does modern, traditional, or referential architecture matter in gaining public acceptance? Or does finding the soul of a place, its Genius Loci, and its architecture lie in the interpretation of its culture, archaeology, history, geography, customs, arts and crafts? Eric Kuhne will discuss how his research and work throughout the world have led him to focus on ideas, storytelling qualities, the ethos and the soul of places and people as a way to create great civic places.

Speaker:



**ERIC R. KUHNE**Principal
Eric Kuhne & Associates
New York, NY

Eric Kuhne leads a renowned research and design firm with offices in London and New York and projects that span the globe.

The firm is dedicated to the integration of



architecture, landscape and civic arts and has developed a special expertise in major mixed-use projects that restore the powerful story-telling qualities of design. Among the firm's achievements are Bluewater Park, Kent Hill, UK; Castle Hill Quay, Jersey, UK; and the Millennium Dome, London, UK. Master planner, break-the-mold architect, grand thinker, innovator and integrator; Eric Kuhne will discuss the role creativity plays in the development of new projects.

#### **CONCURRENT SESSIONS**

9:30 - 10:45 am

#### A. Design of Mixed-Use Properties: What Creates Success Great Hall 6 (3rd Level)

This panel of mixed-use experts will discuss several projects that exemplify successful developments in this ever expanding market. Both design and operational components will be reviewed including what uses work well together and how mixed-uses should be organized so the various components reinforce each other, while functioning as individual projects. Various uses such as office, residential, retail and hotel will be reviewed. The factors affecting this exciting project type and its success will be discussed including pedestrian and vehicular circulation, parking, the importance of place making, the importance of design, multiple ownerships and designers, and other important factors contributing to a successful mixed-use project.



Moderator:



J. THOMAS PORTER, AIA
Principal
Thompson, Ventulett,
Stainback & Associates, Inc.
Atlanta. GA

Panelists: **ROBERT FINK** Chief Officer Development Joseph Freed & Assoc. Chicago, IL



BRIAN LEARY
Vice President of Design and
Development
Atlantic Station, LLC
Atlanta. GA



EDMUND WOODBURY Vice President Construction McCaffery Interests Chicago, IL

#### B. How to Value Mixed-Use Properties: Some Recipes for Real Dough (Coordinated by the Appraisal Institute) Great Hall 5 (3rd Level)

The valuation of mixed-use properties presents a number of challenges for appraisers, lenders and investors. Discover the issues that are unique to this property type from one of the industry's leading appraisal practioners.

Opportunity will be made available for Q&A.

Speaker: **LEE H. WARONKER** President Waronker & Rosen Miami. FL



**GENERAL SESSION** 

11:00 am - 12:30 pm Great Halls 1-2 (3rd Level)

# Public Policy Issues in Mixed-Use Development

This panel brings to light the public policy issues that are front and center in large scale mixed-use projects. Nimby-ism, zoning, site assembly, impact fees, affordable housing linkages and infrastructure financing are just a few of the areas covered in this session. Featured at this session will be several mayors and developers who worked with their cities to bring these mixed-use projects to life. Real examples of the challenges and opportunities these projects bring to communities will be discussed.

Moderator:



JAMES GARNER
Former President
U.S. Conference of Mayors and
Former Mayor,
Village of Hempstead, NY
President
Garner Group International, Inc.
New York, NY

#### Panelists:



KEMPER FREEMAN, JR. ICSC Past Chairman President Bellevue Square Managers, Inc. Bellevue, WA



**STEVE SARKOZY**City Manager
Bellevue, WA



NORMAN M. BRODY Vice President – Development Kimco Developers, Inc. Lisle, IL



WAZIR A. ISHMAEL, Ph.D. Assistant City Manager Development Services City of Miramar Miramar, FL



THE HONORABLE
PATRICK McCRORY
Mayor
City of Charlotte
Charlotte, NC

CONFERENCE CLOSES 12:30 pm



#### **SPONSORS**

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Bilzin Sumberg is a full-service commercial law firm with nearly one hundred attorneys, many of whom have high-profile practices and backgrounds. The scope of our practice gives us the ability to serve our clients' legal needs, ensuring efficient and effective representation. We treat all of our client's legal issues as if it were our own. Our clients come from a broad array of industries including aviation, construction, development, financial, entertainment and hospitality, retail, not-for-profit, manufacturing, distribution and sales, software and e-commerce, real estate and luxury hotels and resorts. They turn to us to find solutions and prevent problems in many legal arenas, including Corporate & Securities, Environmental, Land Use & Government Relations, Litigation, Real Estate, Restructuring & Bankruptcy, Tax, Technology & Telecommunications, and Trusts & Estates.

#### **WSG DEVELOPMENT COMPANY**

400 Arthur Godfrey Rd, Ste 200 Miami Beach, FL 33141

Tel: (305) 673-3707 Fax: (305) 673-6711 Web: www.wsgdevelopment.net



Founded in 1995 by Philip Wolman and Eric Sheppard, the WSG Development Company is a national real estate development firm, specializing in acquisition, development and construction of commercial and residential real estate in fifteen states. Together, Wolman and Sheppard deliver over forty years of managerial, operational and national business experience to the firm. Combining conservative market development with aggressive timelines, WSG provides clients with solid business and investment opportunities; from land acquisition to building layout, construction, leasing, sales and management. With a tradition of these aggregate services and support, WSG has grown and prospered to become a national presence in the development industry. Its success is also a result of experienced professionals with vast market knowledge and a talented staff of dedicated development experts who offer years of experience and expertise in the following areas:

- · High-rise Condominium Construction & Development
- · Mid-rise single/multi-family residential development including PUD's
- · Land Acquisition
- $\cdot \ \, \text{Site Development}$
- · Build-to-Suite development for national retailers
- · Freestanding and regional shopping centers
- · Hotel and Spa Ownership

With a prestigious reputation for unparalleled growth and the dedication of its founders, WSG continues to transform vision into reality with premier investment and development opportunities.

#### **ZOM FLORIDA, INC.**

101 N.E. Third Avenue, Suite #1200 Fort Lauderdale, FL 33301

Tel: (954) 779-7950 Fax: (954) 779-7917

Web: www.zomusa.com



One of Florida's leaders in innovative residentially focused mixed-use developments throughout the state, ZOM is dedicated to creating special projects that meet the needs of each community in which it builds. We specialize in creating one-of-a-kind developments because we strongly believe that is the key to maximizing long-term value. Our properties are all designed individually to address different lifestyle needs. We find unique, niche opportunities in every marketplace.

The ability to listen to the market has brought us closer to our customers and has set ZOM well apart from the competition. We have learned that neither innovation nor quality occurs by accident, but rather by gainful intent, diligent effort, well-planned direction and skillful implementation.

# 2006 CONFERENCE ON

#### OPMENT PLANNING COMMITTEE



Lee Wagman Program Chairman CEO The Martin Group Santa Monica, CA



Alan Beaudette Senior VP Lowe Enterprises, Inc. Irvine, CA

**Charles Berman** Managing Principal MacFarlane Partners New Canaan, CT



Lisa Blackwell VP of State & Local Strategic Outreach and Housing Policy Initiatives National Multi Housing Council Washington, DC



**Kevin Cantley, AIA** President Cooper Carry, Inc. Atlanta, GA



Sandra DePoy VP of Federal Relations ARDA-ROC/PAC Washington, DC



of Hempstead, NY President Garner Group International, Inc New York, NY

James Garner

U.S. Conference of Mayors

and Former Mayor, Village

Former President.



**Thomas Green** Senior VP Colonial Properties Trust Lake Mary, FL



**Shirley Maloney** Senior VP NAIOP Herndon, VA



**Marvin Morrison** Senior Staff VP **ICSC** New York, NY





Jeffrey H. Newman, Esq. Chairman, Real Estate Dept. Sills Cummis Epstein & Gross P.C. Newark, NJ



**Thomas Senkbeil** 

Post Properties, Inc.

Atlanta, GA

Chief Investment Officer

**Michael Niemira** Staff VP. Chief Economist. Director of Research ICSC New York, NY



J. Thomas Porter, AIA Principal Thompson, Ventulett. Stainback & Assocs., Inc. Atlanta, GA





NOT PICTURED:



**Anthony Yip** General Manager CapitaLand (RCS) Property Management Pte. Ltd. Singapore

**Ernest Conrad** President Landmark Facilities Group Norwalk, CT

**Peter DiCapua** Chief Operating Officer ATCO Properties & Management Co. New York, NY

#### SPEAKER BIOGRAPHIES



ALAN J. BEAUDETTE, Senior Vice President of Lowe Enterprises, is responsible for the Corporate Advisory Services business line. He previously served as a senior executive for CB Richard Ellis, where he held positions in its Pension Fund Advisory Group and brokerage profit centers.

He also served as a member of the Chairman's staff, responsible for national marketing activities. Mr. Beaudette is a former President of the Southern California chapter of the National Association of Industrial and Office Properties. He also sits on the National Board and Executive Committee, and Chairs National Education. He is also a director of the University of California, Irvine Real Estate Advisory Council. He is a licensed real estate broker in the state of California. Education: University of Southern California, B.S., finance/marketing; Pepperdine University, M.B.A.



CHARLES H. BERMAN is a Managing Principal with MacFarlane Partners, LLC, a limited company pursuing the development and financing of urban mixed-use developments. Previously, Mr. Berman was Chairman and CEO of Versity.com, an Internet company focused on

the college education market. That company was sold in February 2000. From 1992 to 1999, Mr. Berman was the co-founder and president of Avalon Properties and Avalon Bay Communities, a REIT publicly traded on the NYSE. Prior to that, he was the Northeast Division Partner for Trammell Crow Residential and served on the Managing Board of the Company. Mr. Berman joined Trammell Crow in 1986 after leaving American Realty Capital, where he served as a partner for 3 years. Mr. Berman is a member of the Young Presidents' Organization. He serves on the board of directors of Customized Structures and Rent.com. The Town of New Canaan recently appointed Mr. Berman as a Commissioner on the New Canaan Housing Authority. He holds a bachelor's degree from Amherst College and an M.B.A. from Harvard University.



NORMAN M. BRODY joined Kimco Developers, Inc. in March 2002 as Vice President of Development. He graduated from the University of Minnesota and obtained his J.D. from William Mitchell College of Law in 1973. From 1973-1983, he practiced law in the Twin Cities focusing on

real estate related matters. Simultaneously, he became involved in real estate development and in 1983 joined The Shopping Center Group, a real estate brokerage in Minneapolis, as its President. He also formed Brody Associates, Inc. to develop shopping centers. From 1992 to 1994, he was Senior Real Estate Manager at Best Buy Company. In 1994, he joined Target Stores as a Regional Real Estate Manager. While there, he opened the metro-New York market for them. In 1997, he left Target to become Vice President of Development for Garden Ridge Stores, where he served until 1999, when he went to Home Depot,

where he remained until joining Kimco. His work as a lawyer, broker, developer and retailer has given him a unique perspective of the development process. He is currently involved in the development of traditional shopping centers and mixed-use projects in several markets around the country.



JOHN BUCKSBAUM was elected ICSC's 47<sup>th</sup> worldwide Chairman at the association's annual convention in 2006. He is Chief Executive Officer of General Growth Properties, Inc. (GGP) and serves on GGP's Board of Directors. John is a 27-year veteran of General Growth Companies.

General Growth Properties is the second-largest U.S.-based publicly traded Real Estate Investment Trust (REIT). General Growth currently has ownership interest and management responsibility for a portfolio of more than 200 regional shopping malls in 44 states as well as ownership in planned community developments and commercial office buildings. The company portfolio totals approximately 200 million square feet of retail space and includes over 24,000 retailers nationwide. General Growth Properties, Inc. is listed on the New York Stock Exchange under the symbol GGP. John received his bachelor's degree in economics from the University of Denver. In addition to serving as ICSC Chairman, John is Chairman of the Zell/Lurie Real Estate Center at The Wharton School, a Trustee of the Urban Land Institute, a Trustee of the National Association of Real Estate Investment Trusts and a member of both the Real Estate Roundtable and the University of California Real Estate Center. He is also a Trustee of the University of Chicago Hospitals and a Director of LaSalle Bank and the Hyatt Corporation. Additionally, John serves on the boards of the United States Ski & Snowboard Team Foundation, USA Cycling Development Foundation, World T.E.A.M. Sports and is a member of the Young Presidents' Organization. John and his wife, Jackie, are the parents of sons Max and Eli Bucksbaum, John, Jackie, Max and Eli enjoy cycling, skiing, traveling and other family activities.



JORGE CAMEJO, AICP is Director of Development Services for the City of Boca Raton and Executive Director of the Boca Raton Community Redevelopment Agency. In his dual role, Jorge Camejo has brought to fruition numerous projects and achievements including overseeing

the design, construction and implementation of Mizner Park; coordinating the redevelopment of the North Federal Highway corridor; obtaining consensus and support from the residents and neighborhood leaders in the design and implementation strategy of the Pearl City Master Plan, the city's oldest residential community; supervising the implementation of the \$44.5-million-dollar Visions 90 Infrastructure and Beautification Plan for Downtown; and proposing and implementing a "Front Porch" code amendment to provide a better sense of community and architectural interest for older neighborhoods in Boca Raton.



THOMAS D'ALESANDRO currently heads General Growth Properties' (GGP) development at its malls and master-planned communities. GGP manages over 200 of the nation's most prominent shopping centers, many of which are evolving into mixed-use districts. The GGP

community portfolio consists of some of the most recognized and successful new large-scale communities in the nation, including Columbia in Maryland, The Woodlands in Texas, Summerlin in Nevada, and Bridgeland, also in Texas. Prior to GGP: President and CEO of The Woodlands Development Company. The Woodlands, Texas is a 27,000-acre master-planned community north of Houston. Vice President of Terrabrook (a Westbrook Partners affiliate) and General Manager of its Eastern Region. Projects included Reston Town Center in Virginia and Windward in Georgia. At Reston, Tom established the program at the 460-acre Reston Town Center for 6.2 million square feet of office, hotel, civic, residential and retail uses through direct and venture investment, as well as land sales to other developers. Vice President, Mobil Land Development Corporation.



BRIAN S. FETTEROLF is the Director of Structured Products for the Real Estate Capital Markets Group at LaSalle Bank National Association in Chicago, Illinois. He focuses on structuring simple and complex loans and transactions across all asset types for

securitization and private placement as well as for the distribution of subordinate debt classes. He has been involved in the origination, securitization and distribution of billions of dollars of loans ranging in size from \$1 million to \$1.5 billion. He is instrumental in product innovation for LaSalle, including the construction-to-conduit loan program and the CMBS defeasance consulting business. Prior to taking his current position at LaSalle, he was an attorney practicing in Real Estate and Corporate Finance and was Associate General Counsel — Corporate Finance, for a financial services company. Brian graduated cum laude from Bucknell University; obtained his Juris Doctor from the Boston College Law School; and earned his Masters of Business Administration with high honors from the University of Pittsburgh, Katz Graduate School of Business.

ROBERT FINK is responsible for the coordination and direction of development projects for Joseph Freed and Associates LLC. Currently JFA has projects underway in Illinois, Wisconsin, Michigan, Missouri, Nevada, Colorado, and both North and South Carolina. Previously, Mr. Fink completed major real estate projects with JFA including commercial redevelopments in Park Ridge, Norridge, Mount Prospect, Schaumburg, and Niles, Illinois, and Madison, Wisconsin and mixed-use developments in Chicago, Des Plaines, Palatine and Arlington Heights, Illinois. He is also President of F & F Management, Inc., an affiliate of Joseph Freed and Associates LLC, with interests in commercial real estate as well as motion picture theater complexes in Illinois and Wisconsin.



KEMPER FREEMAN, JR., is the third generation involved in the ownership and development of Bellevue Square, a super regional shopping center located in Bellevue, Washington.

Mr. Freeman's development company, Kemper Development Company, has also developed a

mixed-use project called Bellevue Place, comprising two office buildings that include retail space and a Hyatt Regency Hotel, totaling 1 million square feet. In late 2005, KDC completed and opened Lincoln Square, a mixed-use project located across the street from Bellevue Square. Lincoln Square is comprises 310,000 square feet of retail, a 42-story tower featuring The Westin Bellevue, with 337 luxury rooms and meeting space, 148 luxury condominiums on the upper 22 stories, and a 27-story class "A" office building. Kemper Freeman is a past Chairman of the International Council of Shopping Centers. Founded in 1957, the International Council of Shopping Centers is the global trade association of the shopping center industry, with over 40,000 members in the U.S., Canada and more than 77 countries around the world. Mr. Freeman is the current chairman of the association's Government Relations Committee and has served as a Trustee since 1987. He serves as Chairman of the Board of First Mutual Bank and is a Board Member for Overlake Hospital and PACE - Performing Arts Center Eastside. Mr. Freeman has a long history of involvement in political and civic activities. He is a former Washington State Legislator and has served on the boards of numerous business and civic organizations.



NANCY GRAHAM is President and Chief Operating Officer of Centre City Development Corporation (CCDC). She joined CCDC in December 2005 after serving as a principal in N-K Ventures, LLC, an urban in-fill development firm based in Florida. She served as the mayor of West Palm Beach,

Florida from 1991 until 1999. Prior to serving as mayor, Graham practiced law for 10 years, specializing in land use, zoning, comprehensive planning and environmental law. She is a graduate of the University of Central Florida (1979, with high honors) and the University of Florida Holland Law Center.

FREDERICK S. HARRIS joined AvalonBay Communities, Inc. in 1998 and is now a Senior Vice President of Development. He leads the company's New York City office and focuses on midrise and high-rise development in the New York metropolitan area. The office is currently overseeing the development of second phases of high-rise apartment communities in Manhattan, New Rochelle and on the East River in Hunters Point, Queens. A new mixed-use development on Houston Street in Manhattan with 361 apartments, a 45,000-squarefoot community center and the largest Whole Foods in the Northeast is now fully leased, and a 450-home golf course community in Coram on Long Island has completed the first 300 homes, with 150 under construction. Mid-rise apartment communities have been completed in Bronxville, Mamaroneck and in Glen Cove on Long Island. Mr. Harris was formerly with The Trotwood Corporation, the developer of Citylights, an innovative 43-story cooperative residential tower

on the East River waterfront in Queens, NY. HUD recognized Citylights for its "Blue Ribbon Practices in Housing and Community Development" with the 1998 John J. Gunther award. Mr. Harris has extensive experience in real estate development in the New York area. He was a project attorney at the Natural Resources Defense Council before joining the real estate department at Paul, Weiss, Rifkind, Wharton & Garrison. Mr. Harris was also Director of Real Estate for the Metropolitan Transportation Authority, managing development, acquisition and leasing of real estate for the New York City Transit Authority, the Metropolitan Transportation Authority, Metro-North Commuter Railroad, Long Island Railroad and the Triborough Bridge and Tunnel Authority. He received his B.A. from Williams College, his M.S. in transportation, planning and engineering from Polytechnic University and his J.D. from the NYU School of Law. He is a founder and former director of the National Urban Reconstruction and Housing Agency, a not-for-profit South African Company dedicated to facilitating the delivery of low-cost housing in South Africa, a former member of the Joint Capital Investment Advisory Committee for the Township of Montclair, New Jersey and a member of the New York City Business Council of the Trust for Public Land. Recently, he joined the Board of Directors of Parkchester Prep, a charter school to be located in the Bronx.



WAZIR A. ISHMAEL, Ph.D., Assistant City Manager for the City of Miramar, since 2001. Responsible for overseeing Development Services, namely Community Development, Planning and Zoning, Building, GIS, and Economic Development and Revitalization.

Additionally, responsible for the acquisition and development of the Miramar Town Center, a 54-acre mixed-used project. Over twenty years experience as a practicing Planner and Advocacy Worker with the Broward County Planning Council; City of Hollywood; Clark County, Washington; and Leigh, Lancashire, United Kingdom. Other Professional Career interests include, Instructor – Department of Urban Studies and Planning; Portland, OR. Book and Peer Reviewer for the Journal of the American Planning Association (JAPA). Professional memberships consist of International City and County Managers Association (ICCMA), Urban Land Institute (ULI), Congress for New Urbanism (CNU), Broward City and County Managers Association (BCCMA), and the American Planning Association (APA). Educational Highlights include a Ph.D. in Urban Studies from Portland State University; a Masters in Urban and Regional Planning from the University of Miami; and a B.A. with Honors in Development Studies from the University of East Anglia, Norwich, England.



AMITA JUNEJA is the Director of Research with the Building Owners and Managers Association (BOMA) International, based in Washington DC. In this capacity, Amita manages BOMA's Experience Exchange Report (EER) and other timely research publications. She also provides

specialized research and conducts the economic and statistical analysis for the commercial real estate industry. Her

major areas of interest include macroeconomic issues affecting the commercial real estate industry as well as security issues and the economic outlook for the industry. She has a master's of arts degree in international relations, economics and research methodology from American University in Washington, DC.



STEPHEN R. KARP is a leading developer of shopping centers and commercial property. He is a member of the Greater Boston Real Estate Board and the Urban Land Institute. He is a Past Chairman and member of the Board of Trustees of the International Council of Shopping

Centers and is Chairman of Children's Hospital Boston. Stephen is on the Board of Trustees of Belmont Hill School and Union College, on the Board of Overseers of Newton-Wellesley Hospital, and on the Board of Directors of Not Your Average Joe's.



ERIC R. KUHNE is the owner of CIVICARTS, a research and design practice dedicated to restoring the pageantry of civic life. Owned by Eric R Kuhne, it is currently building mixed-use centres, parks and regeneration projects on four continents. Architecture, landscape, urban design,

interiors and industrial design are all integrated into one aesthetic that celebrates the ethos of each culture where he builds. Passionate about the art of cities, Eric believes the robust vitality of civic life is a vivid challenge to cities all over the world and that the city has been and always will be the Marketplace of Ideas. Under this overarching organization called CIVICARTS, four divisions explore the research, concept development, professional and bespoke design of great cities and buildings. His research division, EDGEWATER MAIL & BREEZE, researches the archaeology, history, geography, customs, and arts and crafts of the cultures all over the globe, which are then reinterpreted into contemporary architecture and cities. Current research projects include Template Schools (dealing with the evolution of education in a society that is shifting from natural resources to human resources) and The Healthy Cities Agenda (which addresses integrating preventative health care into the hearts of regeneration towns). As an international speaker, he has talked about the evolution of retail, revolution in the workplace, festive civic life, and lately, the development of new towns built on his research principles that are shattering the assumptions of over 100 years of planning doctrine. ERIC R KUHNE & ASSOCIATES is the professional architectural division of CivicArts. Its detailed design development work has produced international award-winning projects in Asia, Oceania, Australia, the Middle East, America, Europe and the UK. All projects are mixed-use landmark schemes that have redefined the benchmark of excellence in their regions. All incorporate the richness of architectural, interior, landscape and industrial design as integrated arts.



BRIAN LEARY is Vice President of Design & Development for Atlantic Station, LLC — the joint-venture partnership that redeveloped the historic Atlantic Steel property in Midtown, Atlanta. He oversees the community's master plan, vertical development, marketing and public

relations for the largest urban brownfield redevelopment in the nation and has been with the company since day one. Brian sits on the Urban Land Institute Executive Board, the Trust for Public Land's Advisory Board, the Grady Hospital Board of Visitors, is an adjunct professor at Georgia Tech and has been recognized by *Georgia Trend* magazine as one of the state's "40 Under 40" leaders. Brian and his wife, Heather, live just 2 miles north of Atlantic Station in Buckhead.



TAD LEITHEAD is Senior Vice President of Cousins Properties. He is responsible for leading Cousins' development efforts as they relate to entitlement issues throughout the region and serves as liaison with the various governmental entities and community-based organizations.

He has 23 years of experience in the Atlanta commercial real estate market. He was hired as an office leasing agent by Trammell Crow Company in 1983 and was promoted to leasing director of the Atlanta Galleria in 1986. He has leased over five million square feet of office space. Tad is Chairman of the Cumberland Community Improvement District, a selftaxing group of commercial property owners that is directly responsible for almost \$3 billion of transportation improvements in Cobb County. He is also a member of the Atlanta Regional Commission Board. He has served as a consultant to the Midtown Alliance, Perimeter Center, Gwinnett County and others in the formation of several Community Improvement Districts. Tad previously served as Chairman of the Cobb County Chamber of Commerce and also received the Lockheed Corporation Management Association's "Manager of the Year" award. In 1988, he became a founding partner in Childress Klein Properties and served for ten years as partner in charge of the company's Atlanta Office Division, including operation of the Atlanta Galleria. Tad was also a key participant in the development of Cobb Galleria Centre, a 300,000-square-foot, county-owned convention center. He was responsible for the leasing and management of the Galleria Specialty Mall, a 230,000-squarefoot enclosed retail mall, from 1988 until 1994, when the building was redeveloped as a convention and retail facility. He also leased and managed the 250,000-square-foot Four Seasons Mall for a third-party owner. In 1998, Tad formed Urban One Associates, a Development and Transportation Consulting firm. He was a principal in the development of Ridenour, a 90-acre "Smart Growth" community in northwest Cobb County. In 1999, the Atlanta Regional Commission bestowed the "Award of Excellence" to the Ridenour project. Education: B.A., philosophy, Washington and Lee University, Lexington, Virginia. Civic involvement: Tad serves on the Boards of Directors of Riverside Bank, The Atlanta Regional Commission and Mount Bethel United Methodist Church and is immediate past Chairman of the Board of The Walker School.



DAVID LEVEY is Executive Vice President with Forest City Enterprises, Inc., an \$8 billion dollar publicly-traded real estate company based in Cleveland, Ohio. David's specific responsibilities are in the residential, multifamily group where he is responsible for acquisition and development

activities in the eastern part of the country. David has been with Forest City since 1982 and his duties have included syndication of public housing projects, development and construction of hotel properties, and the creation of a jointventure with Hyatt Corporation to build congregate housing developments. Most recently, David has been primarily responsible for the company's acquisition program and adaptive reuse developments eligible for historic credits. Some of the most recent projects include approximately 500 units at Tobacco Row in Richmond, Virginia; the historic 191 unit Bell Telephone Building in Philadelphia, now known as The Loft at 1835 Arch; and the historic Drake building containing 281 units — formerly the Drake Hotel, also in Philadelphia. David is currently working on the \$250 million redevelopment of the Mercantile property in downtown Dallas, Texas where he has worked closely with City government to ultimately transform three city blocks into a residential and retail living environment; a large mixed-use development in Hallandale, Florida to transform the Gulfstream Race Track into residential and retail use; and two large scale developments in New Jersey that will result in over \$1 billion dollars in construction. Prior to joining Forest City David was the Executive Director of the Akron Metropolitan Housing Authority in Akron, Ohio.



### THE HONORABLE PATRICK McCRORY in

December 2005, Mayor McCrory was sworn in as the only Mayor in the history of the City of Charlotte to serve a sixth term. Mayor McCrory began his political career in Charlotte in 1989 when he was elected as an At-Large City Council

representative in his first run for an elected office. He was reelected in both 1991 and 1993, serving as Mayor Pro Tem in 1993 until elected Mayor in 1995. Mayor McCrory has distinguished himself as a leader in the areas of public safety, economic development, housing, and transportation. He has been recognized nationally for his leadership in developing Charlotte's 25-year transportation and land use plan. The Mayor was the recipient of the national Homeownership Hero Award in 2003 recognizing his innovative work in leading Charlotte to have one of the highest homeownership rates in the country. Since September 2001, McCrory has been called upon by President Bush and Homeland Security Secretary Tom Ridge to identify public safety partnerships between local and federal government and develop a local Citizens Corp. In October 2003, Mayor McCrory was appointed by Secretary Ridge to serve on the 12-member Homeland Security Advisory Council. Mayor McCrory is involved in many national organizations. He serves as President of the Republican Mayors and Local Officials (RMLO) organization, was appointed to the National Smart Growth Council, was the six-term Chair of the U.S. Conference of Mayors (USCM) Energy and Environment Committee, past Chair of the USCM

Housing and Community Development Committee, and is presently the USCM Chair for the Environment Committee. Recognizing the need for coordinated lobbying among North Carolina's 25 largest cities, he was the founder and inaugural Chairman of the North Carolina Metropolitan Coalition. The Mayor has testified before Congress on environmental issues, transportation policy, and privatization initiatives and has been a guest on several national media broadcasts, including National Public Radio, Lehrer News Hour, CBS This Morning, MSNBC News, CNN and CNBC. Mayor McCrory founded the Mayor's Mentoring Alliance in 1995 and received the 2006 Cable's Leaders in Learning Award and the 2001 Governor's Outstanding Local Official Award for his mentoring work. He is the only elected official to serve on the national board of the Afterschool Alliance and is a featured Mayor in Harvard University's Faith-based Executive Session. Mayor McCrory graduated from Catawba College in 1978 with a B.A. degree in Political Science/Education. He also received an Honorary Doctorate degree from Catawba College in 2001. Since graduation, he has held several management positions with Duke Energy Corporation. He is married to Ann Gordon McCrory.



JEFFREY H. NEWMAN is a Senior Partner and Chair of the Real Estate Department of Sills, Cummis, P.A., Newark, New Jersey. With over 25 years of experience in real estate law, his specialty areas include shopping center matters, commercial acquisition and disposition, leasing

and financing. He is a frequent lecturer on various real estate topics as well as on marketing and negotiating techniques and is the author of numerous articles on the subject of real estate law; a contributing editor of the Real Estate Review; recipient of the ICSC Trustees Distinguished Service Award; past ICSC State Director — New York and New Jersey; current ICSC Divisional Director of Governmental Relations; member and former chair of the ICSC U.S. Law Conference Committee; founding chairperson of the ICSC Pittsburgh Tri-State Idea Exchange and New Jersey Alliance Program; Commercial Buildings Sector Chair — Office of Counter Terrorism of the New Jersey Department of Homeland Security; member of the Editorial Board of Commercial Law & Leasing Strategy; and lecturer at ICSC, ALI-ABA Law and other conferences. He is a member of the American College of Real Estate Lawyers, the Growth Connection Coalition and is also a trustee of The Children's House. He is a graduate of New York University Law School (1969 - J.D.; 1977 - LL.M., taxation), and New York University (1966 – B.A., economics, Phi Beta Kappa).



MICHAEL P. NIEMIRA is the Staff Vice president, Chief Economist and Director of Research for the International Council of Shopping Centers (ICSC). As the Director of Research, he is responsible for the overall selection, design, implementation and dissemination of all research projects undertaken

worldwide by ICSC. These projects are considered to be at the forefront of the recognized research in the field. He also oversees the collection and maintenance of the ICSC Library, the main statistical database for the industry and the largest

collection of shopping center related materials in the world. Mr. Niemira produces the ICSC Weekly Chain Store Sales Snapshot — a retail sales monitor — as well as the monthly report, Chain Store Sales Trends. Before joining ICSC, Mr. Niemira held the position of vice president and senior economist for the Bank of Tokyo-Mitsubishi, Ltd. (BTM) in New York. Previously, he worked for PaineWebber, Chemical Bank and Merrill Lynch. Over the years, he has been an adjunct instructor at New York University's Stern Graduate School of Business and at the New York Institute of Finance. Mr. Niemira is on advisory panels for the Conference Board and the Institute for Supply Management. He has co-authored two books: Forecasting Financial and Economic Cycles, John Wiley & Sons, 1994; and Trading the Fundamentals, Revised Edition, McGraw Hill, 1998. He also contributes numerous articles to books, journals and magazines.



MARK OBRINSKY, Ph.D., is Vice President of Research and Chief Economist for the National Multi Housing Council, in which position he has principal responsibility for housing and economic research. Mark was formerly the Director of Regulatory Policy at Fannie Mae. Previous

positions at Fannie Mae also included Director of Applied Portfolio Research and Senior Economist. Prior to joining Fannie Mae, Mark was Deputy Director of the Economics Department at the U.S. League of Savings Institutions. His academic experience includes seven years of teaching economics at the University of Delaware and Bradley University; and his work on housing, mortgage finance and economic theory has appeared in leading professional and industry publications. Mark holds a bachelor of arts degree (with honors) in mathematics from the University of Wisconsin and an M.A. and Ph.D. in Economics from the University of Pennsylvania.



J. THOMAS PORTER, AIA is Principal at Thompson, Ventulett, Stainback & Associates, Inc. (TVS), a 300-person architectural, planning and interior design practice with offices in Atlanta, Chicago and Dubai. He has been involved in the design of over 100 million square feet of

shopping environments throughout the world. Included in his experience are projects ranging from small-scale renovations to large-scale super-regional malls, mixed-use developments and lifestyle centers. Tom is a past chairperson of the ICSC CenterBuild Conference and a permanent member of its advisory committee. Tom also serves as a member of the ICSC Design and Development Awards Committee, the Open Air Conference Program Committee and the Mixed-Use Development Planning Committee. Tom is a graduate of Georgia Tech and lives in Atlanta with his wife, Lynda.



MIKE C. PRUTER is a partner in the San Diego office of Allen Matkins. Mr. Pruter's practice focuses on real estate development, finance and tax. Mike has extensive experience in the acquisition, financing and development of retail, office, hotel, residential and mixed-use

developments throughout the United States. Mike's clients include some of the nation's leading real estate developers, institutional investors and property owners. He is also an accomplished tax lawyer, representing investors and developers in connection with real estate joint ventures and structured finance transactions. Mr. Pruter is a member of the Urban Land Institute, and sits on the ULI-San Diego/Tijuana Executive Committee and is co-chair of ULI's annual real estate trends conference in San Diego. He is a member of ICSC, NAIOP and BIA, and sits on the BIA-San Diego Board of Directors. Educational History: J.D., Southern Methodist University B.A., University of Texas.



RONALD A. RATNER is an Executive Vice President and Director of Forest City Enterprises, Inc. In addition, Mr. Ratner is President and CEO of Forest City Residential Group, which comprises all of the multifamily residential ownership, development, management and financial

activities of Forest City Enterprises. The Residential Group's portfolio includes more than 37,000 units in nearly 129 urban and suburban apartment communities in 17 states and the District of Columbia. Types of properties include apartment communities, mixed-use, adaptive re-use and supportedliving properties. Mr. Ratner's experience with Forest City began in 1975 and has included direct development. construction, financing and management responsibilities, beginning with individual projects and executive supervision of multiple large-scale developments on a national level. He is a member of the Urban Land Institute and a Director of the National Multi Housing Council and has served as a member of the Federal National Mortgage Association's National Housing Impact Advisory Council. Mr. Ratner received his bachelor's degree from Brandeis University and completed the master's program in architecture at UCLA.



STEVE SARKOZY has been the City Manager of Bellevue, Washington since 2000. Before coming to Bellevue, he was City Manager of Roseville, Minnesota from 1989-2000. He received a Masters Degree in Public Administration from Syracuse University. He also attended Miami University

{OH} and earned a BS in Public Administration and Economics. He was selected for a Bush Leadership Fellow, Bush Foundation in 1994. He received certificates of completion for the Executive Development Program from Kellogg School of Business at Northwestern University {IL} in 1998; senior Executive Institute, Cooper Center for Public Service and Darden School of Business from the University of Virginia in 1996; Strategic Leadership from the Carlson School of Business at University of Minnesota in 1992. He is an active member of the American Society for Public Administration and the International City Management Association.



AROMIR STEINER is CEO of Columbus-based Steiner + Associates, Inc., a development and property management firm. Mr. Steiner formed Steiner + Associates in 1993 with a clear vision: to create sustainable, pedestrian-friendly and mixed-

use New Urban Town Center environments where guests would enjoy memorable experiences with every visit. Over the past 13 years, the company has developed, or is in the process of developing, more than four million square feet of New Urban Retail projects where people aspire to shop, live, work and play. Deploying long-term vision, experience and creativity, Mr. Steiner and his team of more than 350 employees in six states have elevated the tax base and exposure of urban and suburban communities alike by stimulating economic reinvestment and creating one-of-a-kind retail environments. The Company's completed projects include: Easton Town Center and The Fashion District at Easton Town Center, Columbus, Ohio; Centro Ybor in Tampa, Florida's historic district; Newport Aquarium and Newport on the Levee in the Greater Cincinnati market; Streets of Mayfair, Miami, Florida; and Zona Rosa in Kansas City, Missouri. Projects currently under development include: Zona Rosa Phase II, Kansas City, Missouri; Easton Town Center, Columbus, Ohio; The Greene Town Center, Dayton, Ohio; Bayshore Town Center, Milwaukee, Wisconsin; Adventure Aquarium, Camden, New Jersey; Easton Town Center Phase III, Columbus, Ohio; Peninsula Town Center, Hampton, Virginia; Coopers Crossing, Camden, New Jersey; and Arlington Town Center, Arlington, Texas. An admirer of urban form who speaks four languages and exercises his philosophy every day, Mr. Steiner emphasizes critical mass, proper scale and pace, leisure time uses and public space anchors in every project he develops. His projects are designed and sustained by employing the same fundamental principles of town planning that have created and maintained vibrant urban city centers for more than a century. Mr. Steiner oversees all development, leasing and management efforts for the Steiner + Associates' portfolio. He travels extensively to meet with community leaders and tenant partners and maintains a "hands on" approach to property management within the portfolio. He is often invited to speak at community, civic and professional organizations to share the success of his developments and outline his philosophies regarding the future of new urban development. Born in Istanbul, Turkey and a former member of the French 11th Airborne Division, Mr. Steiner holds a master's degree in civil engineering and a postgraduate degree in business administration from the University in Toulouse in France. He is a member of the Urban Land Institute, International Council of Shopping Centers and Council for New Urbanism. He resides in New Albany (Columbus), Ohio.



TERRY STILES, Chairman and CEO to Stiles Corporation, has been at the helm of this multifaceted organization since 1971. The once-small residential construction company, originally formed by his father, Howard K. Stiles, in 1951, has seen tremendous growth under

Terry's direction. Headquartered in his hometown of Fort Lauderdale, he has grown the full-service real estate company to one of the largest in the Southeast. With over 32 million square feet completed, Terry and his 530-person–strong organization have garnered numerous awards for development and construction projects, including office,

mixed-use residential, retail shopping centers, build-to-suit facilities, and master-planned, mixed-use corporate parks. Well-respected by his peers within the industry, Terry has a history of being at the forefront of real estate trends, such as building the first master-planned corporate park in Broward County or building the first speculative office building in an urban downtown area in the nation in five years. Stiles Corporation, with a presence in Miami, Tampa and Fort Myers, Florida, has over four million square feet in progress. Beautifying and revitalizing the town where he grew up isn't the only difference he has made within the community. Terry has been an aggressive community worker, using his position and the great resources of Stiles Corporation to help make a positive difference for today's youth and tomorrow's leaders. Terry donates his time, getting personally involved with organizations that support children, education and family. He is a former president of the nonprofit organization Jack and Jill Children's Center, heading the capital campaign to build this organization a new children's resource center for underprivileged families. The building had its grand opening in summer 2003, and it is more than just a housing facility. It is a17,389-square-foot facility that accommodates 130 children ages birth to five years. There are classrooms for kids and adults, a kitchen, administrative offices, a resource room, clothing bank, teachers' lounge, and 4,265-square-foot outdoor playground. Many Stiles employees have followed Terry's example by donating their own time to read to the children on Friday afternoons. Also, there is an organized monthly drive to donate food, clothes and household items to the center. His philanthropic leadership does not go unnoticed. In 2003, Terry was awarded Sun-Sentinel's Philanthropist of the Year award. His current leadership includes the role of Chairman of the Board of Jack & Jill Children's Center. For all his community service, Terry's biggest reward comes from the many "thank-yous" he's received from children throughout the years. However, community recognition that he's proud of includes being named Citizen of the Year by the City of Fort Lauderdale in 1999 and being selected by the United Way as a Community Hero to carry the torch in the 1996 Olympic cross-country relay. Terry was recently presented the Industry Leader of the Year award by the University of Florida. He has received numerous awards and honors from peers in his industry, including National Developer of the Year in 2000 from NAIOP (National Association of Industrial and Office Properties); NAIOP South Florida Chapter Developer of the Year in 2003, 1990, 1993, 1997, 1999; and a distinguished Lifetime Achievement Award in 1997. NAIOP is an important organization to Terry, and he had the great honor to serve as its National President from 1997 to 1998.



SHEILA KELLY VERTINO is Vice President for Information and Research at the National Association of Industrial and Office Properties (NAIOP) national headquarters. She heads the Information and Research department and also serves as editor-in-chief of Development

magazine, NAIOP's flagship publication. Since 1992, Ms. Vertino has been the architect and strategist of the awardwinning NAIOP national Web site, www.naiop.org, visited monthly by more than 130,000 users. Additionally, she manages all research projects for the NAIOP Research Foundation and directs the Industry Trends Task Force (NAIOP's visionary "think tank") as well as the Distinguished Fellows. Ms. Vertino holds a graduate certificate in e-commerce from the University of Virginia and a B.A. from St. Joseph College, Emmitsburg, Maryland.



LEE H. WAGMAN is a longtime leader in the real estate industry. He is currently CEO of The Martin Group (TMG), a privately held real estate company based in Santa Monica, CA. TMG has acquired, developed and managed various types of real estate, including office, residential, retail

and mixed-use properties, resulting in a portfolio exceeding \$3 billion in value. Prior to joining TMG, Mr. Wagman served as President and CEO of the Hahn Company and its successors, TrizecHahn Centers and TrizecHahn Development Company. In this capacity, Mr. Wagman headed one of the largest shopping center companies in the United States, with 43 regional malls and 1,700 employees. After reorganizing the company, he executed a successful strategy to sell the retail portfolio, realizing approximately \$3 billion. During this period, TrizecHahn developed several innovative mixed-use urban and entertainment properties, including such precedent-setting projects as Park Meadows in Denver, CO: Paseo Colorado in Pasadena, CA; expansions of Horton Plaza in San Diego, CA and Prudential Center in Boston, MA; West End City Center in Budapest, Hungary; and The Kodak Theatre and Hollywood & Highland in Los Angeles, CA. Prior to joining Hahn, Mr. Wagman served for 16 years as Chairman and CEO of Hycel Properties Co. in St. Louis. Mr. Wagman is an attorney and practiced for four years at the law firm of Bryan Cave. He is a graduate of the University of Pennsylvania and its Wharton School (1971) and Law School (1975). Mr. Wagman is graduate of YPO and closely involved with ICSC as a Trustee (12 years), Past Trustee, and Vice President. He has chaired the ICSC's Annual Convention and Entertainment Conference and is currently Chair of ICSC's Mixed-Use Program Committee. Mr. Wagman and his wife have four children and live in Los Angeles.



**EDMUND C. WOODBURY** is the Vice President for Project Development at McCaffery Interests. In this role Ed is responsible for all aspects of project development including design, construction and tenant project management for all of McCaffery Interests projects.

Mr. Woodbury is a registered architect and he spent 7 years with the Chicago office of Skidmore, Owings and Merrill in various senior design and management positions. Ed has held senior positions in Oxford Properties, BCE Development and for the past 15 years with McCaffery Interests. Mr. Woodbury has been active in the real estate industry for more than 20 years and spoken before many ICSC and ULI groups. Ed is also active in his community having served on his zoning board, plan commission and is a former trustee and the current President of the village in which he resides. Mr. Woodbury received a Bachelor of Science and a Master of Architecture in Urban Design from the University of Illinois.



