

KEYNOTE SPEAKER



Ali Velshi

CNN

Connecting the news through finance, global issues, contemporary governance, education and big ideas, CNN's **Ali Velshi** executes several roles across CNN as the network's chief business correspondent, anchor of CNN Newsroom, host of Your \$\$\$\$\$ and host of the "Ali V" podcast.

In addition to his anchor responsibilities, Velshi frequently reports from the field on breaking news events, politics, and in-depth personal profiles that offer insights into national issues. He has extensively reported on the global financial meltdown since 2008; the financial collapses of Annie Mae, Freddie Mac, AIG and Lehman Brothers; the U.S. government's bailout plan; and the battle over the fate of the nation's big three automakers.

Velshi's in-depth reporting for CNN's "How The Wheels Came Off" was honored with a National Headliner Award for Business & Consumer Reporting in 2010. He anchored CNN's breaking news coverage of the attempted attack on a flight in Detroit, delivering CNN's worldwide news gathering for which the network was nominated for a 2010 Emmy. He was also honored with a 2010 Alumni Achievement Award from his alma mater, Queen's University.

National Economist



Bret Wilkerson

Managing Director, Hawkeye Partners

Bret Wilkerson is the CEO of Property and Portfolio Research (PPR), a subsidiary of the CoStar Group. PPR is a real estate research and strategy development firm that works with major institutional investors in all four quadrants of the real estate capital markets. PPR offers market research, strategic advice, and sophisticated analytical tools on a global basis. The firm is based in the U.S., and has offices in London and Hong Kong.

Bret integrates his research on macroeconomics, real estate markets, and capital markets trends into PPR's forecasts, products, and client relationships. He advises clients including pension funds, investment advisors, investment banks, developers, private investors, and commercial lenders - assisting them in the application of PPR's research to their real estate decisions.

Bret has been with PPR since 1995, serving in a number of roles. A regular speaker at industry conferences and events, he is often quoted in the media and has written for a variety of real estate publications over the last 14 years. Bret is a member of several industry associations, including PREA, NAREIT, and ULI, where he is a Trustee and serves on the Executive Committee. Prior to PPR, he was with Sullivan and Worcester in Boston. He is a Chartered Financial Analyst and received a B.A. in Geography and Political Science from Dartmouth College.

Local Economist

Steve Happel

Professor of Economics, Arizona State University

Panel 1 Office/Industrial/Retail



Mike Haenel - Moderator

Executive VP, Casidy Turley/BRE Commercial

Mike Haenel has over 26 years of experience in the sale and leasing of industrial and back-office buildings and land throughout Arizona. Prior to joining BRE Commercial in 1984, he was a real estate development principal responsible for the marketing of industrial and office properties. Mike, and his partner Andy Markham, have been honored three times as the NAIOP Industrial Broker of the Year. In 2010, Mike was selected as the Top Broker to Know in Commercial Real Estate in Arizona by a committee of commercial real estate professionals and the editorial staff of AZRE magazine from over 300 nominations. He has earned local and national awards including BRE's Top Overall Producer in Phoenix in 2008.

In 2011, Mike will assume the role of Chairman of NAIOP Arizona, the trade association representing the commercial real estate industry in Arizona. Mike has been a member of Urban Land Institute for nearly 10 years, serving as an Industrial and Office Park Development Council Member and mentor for the Young Leader's Group.

Mike's leadership extends to the community. He was elected by The Thunderbirds to serve as the 2006 FBR Open Tournament Chairman and the 2006-2007 Big Chief (President) of the organization. Mike is on the board of Brophy College Preparatory, The Crossroads (recovery organization), Lodestar Day Resource Center (homeless shelter), and active in the Legacy of Leadership capital campaign at Xavier College Preparatory.

Mike is a graduate of the University of Arizona, with a Bachelor's degree in Economics. Born in Los Angeles, he moved to Arizona full-time in 1984. Married for 25 years, Mike and his wife Betsy have five children, Michael, Phillip, Patrick, Peter and Katie.



Mindy Korth - Office

Executive VP, CB Richard Ellis

Mindy Korth is Executive Vice President of CB Richard Ellis serving as an investment sales broker in the Capital Markets group. Mindy spends her time identifying opportunities, executing client strategy, establishing relationships between parties and coordinating financial analysis and due diligence. In her fourteen years as a Capital Markets broker, Mindy has completed about 250 transactions of more than 13.6 million square feet plus 12,906 acres totaling over \$1.9 billion in value. She and her partner, Barry Gabel, joined CBRE as a part of the merger with Trammell Crow Company, where they were top producers in Trammell Crow Company's Phoenix

office ten times over twelve years. Mindy and Barry have been nominated and selected as NAIOP Arizona's Investment Broker of the Year numerous times and have received other recognitions for their accomplishments.

A 26-year veteran of CBRE, Mindy's previous positions include Financial Manager and Director of Property Management. Through her experiences she has been involved in each aspect of real estate including new and rehab development, financing, structuring deals in the capital markets, leasing, management, site selection, network planning, acquisitions and dispositions programming, financial analysis and underwriting.

A graduate of Arizona State University with a bachelor's degree in accounting, Mindy began her career as a certified public accountant. In her spare time, Mindy enjoys serving the community through board and committee involvement, picking topics to self-study, vacationing abroad and hiking the western mountains - from Arizona to Canada.



Scott Rehorn - Retail

Partner, Leasing, RED Development, LLC

As one of RED Development's founding partners, **Scott Rehorn** has led the company's leasing activities since 1995. Scott has built a leasing team that prides itself on developing outstanding relationships with key tenants in the lifestyle and power center industry. Among his successes is being able to attract marquee tenants such as Williams Sonoma, Anthropologie, Apple, Coldwater Creek, Crate and Barrel, Lowe's, Best Buy, Von Maur, Scheels, Target and P.F. Chang's to mid-sized markets across the Midwest and Southwest. In all, he has overseen the leasing of more than 19 million square feet of retail, dining and entertainment space for RED's projects.

Scott is President and Board Chairman for AASK (Aid to Adoption of Special Kids). In addition, he is on the UMOM Patrons Board and The Kansas University Medical Center Advisory Board. Scott resides in Paradise Valley, Arizona; he and his wife, Susan, have four children - Kassie, Tatum, Coleman & Grayson.



Kurt Rosene - Owner/Developer

Alter



Mike Hammond – Industrial

President/Managing Share Holder, PICOR Commercial Real Estate Services

Michael Hammond has been in commercial real estate for over thirty-two years and is President, Founder and Managing Shareholder of PICOR Commercial Real Estate Services, Southern Arizona's leading independent commercial real estate brokerage and management firm. He has been a national

trainer for the Society of Industrial and Office Realtors for 20 years, teaching sales and marketing skills to incoming real estate professionals early in their careers. In 2002, with his background in industrial real estate and interest in regional economic development, he began focusing on the border region and, more specifically, the State of Sonora, Mexico. PICOR subsequently incorporated in Mexico and is successfully expanding their services into Southern Arizona and Sonora, Mexico.

Panel 2 Single Family/Multi-Family/MPC/Senior Living



Gaudi Kaufmann - Moderator



Ken Abrahams - MPC

Jeff Metzger

KB Homes



Brian Kearney - Multi-Family

Gray Development Group

Brian Kearney began his career in 1987, working as a management intern for the City of Phoenix. In 1988, he moved to the City's Community and Economic Development Department, where he spent 10 years. Some of Brian's significant responsibilities there included serving as the City's project manager for the America West Arena, managing the City's business recruitment program, and heading Phoenix's downtown redevelopment program.

From 1998 through 2007, Brian was the President and CEO of the Downtown Phoenix Partnership, a non-profit public/private partnership charged with providing enhanced services to the Downtown core area and leading the revitalization of Downtown Phoenix. In this role, Brian represented the interests of downtown property and business owners, helping to facilitate approximately \$3 billion in private and public redevelopment activities.

Brian received his master's degree in Public Administration from Texas A&M University, and a bachelor's degree in Political Science from Colorado State University.

Outside Activities & Organizations: Herberger Theater Center Board; Downtown YMCA Board and Executive Committee; Arizona State University College of Public Programs Dean's Downtown Opportunities Board; Lambda Alpha Honorary Land Economics Society Board (2009 Chairman); 2006 City of Phoenix Bond Executive Committee; and the Urban Land Institute.

Family: Wife; Karin, and three sons, ages 25, 19 and 15. He is a resident of Phoenix.



Sean Cunningham - Senior/Continuum Care

Panel 3 The New Capital Markets/Show Me the Money

Charlie Williams – Moderator

Keystone

James DuMar



Steve Fried - Bridge Lender

Director, Mesa West Capital

Steve Fried is a Principal of Originations at Mesa West Capital. With offices in Los Angeles and New York, Mesa West is a real estate finance company with over \$2 billion in lending capacity. Mesa West primarily provides non-recourse first mortgage loans for value added or transitional properties throughout the United States. The portfolio includes all major property types with loan sizes from \$10 million to \$100 million.

Mesa West is actively making non-recourse loans up to 75% loan-to-value and will consider assets that lack current income. As an institutionally funded portfolio lender, Mesa West has great structuring flexibility and can provide certainty of execution for its borrowers. The investment and due diligence process is extremely streamlined allowing Mesa West to perform under very tight time constraints.

Since joining the firm Steve has financed over \$700MM in commercial real estate transactions on all major property types. Prior to joining Mesa West Capital, Steve worked in Credit Suisse First Boston's CMBS group in New York underwriting commercial real estate loans. Steve began his career as an auditor for Deloitte & Touche's financial services group in New York. While at Deloitte & Touche, Steve earned his CPA and managed and implemented financial audits for private equity funds including Morgan Stanley's real estate funds, The Blackstone Group's mezzanine funds and JC Flowers & Co and Rockefeller & Co funds.

Steve received a BS in accounting from Yeshiva University in New York and an MBA from UCLA's Anderson School of Management.



Todd Harrop

Vice President – Real Estate Sales, Nationwide

Todd A. Harrop is Vice President – Real Estate Investments for Nationwide. In this capacity, Todd is responsible for managing commercial mortgage loan and mezzanine/equity investments. Nationwide currently manages an approximate \$10.0 billion commercial mortgage portfolio consisting of over 1,300 loans. Throughout the years, Todd has been involved in over \$20 billion in commercial mortgage loan financings. He was also responsible for developing Nationwide's Third-Party Loan Participation program. He is also a member of the Nationwide Bank Lending Committee.

Based in Columbus, Ohio, Nationwide offers a multi-faceted real estate platform consisting of general account loan originations, capital market originations (public and private), third-party management, portfolio acquisitions/dispositions, and mezzanine/equity investments.

Before joining Nationwide in 1990, Todd worked for a real estate investment firm based in Washington DC where he was responsible for structuring and monitoring joint venture transactions. Specifically, Todd focused on residential land development opportunities in the Baltimore-Washington DC-Richmond corridor. In addition, Todd worked on several large mixed-use projects.

A Pittsburgh, Pennsylvania native, Todd graduated with honors from The Ohio State University, majoring in Real Estate and Marketing. Todd is a board member for the Center for Real Estate at The Ohio State University where he is chairing the Networking & Mentoring initiative.

Panel 4 It's All About Jobs/Economic Development Trends

Mike Bidwill – Moderator



Barry Broome - Regional Economic Developer

GPEC

Barry G. Broome is president and CEO of the Greater Phoenix Economic Council (GPEC). With over 17 years experience in economic development, he is shaping GPEC to become the leading economic development organization in the nation by 2010. Broome's avant-garde approach to building an economy will transform Greater Phoenix into a world-renowned region of excellence.

Under Broome's leadership, GPEC and Greater Phoenix have achieved notable wins, including the launch of a statewide international program to attract foreign investment; the commission of a fact-based analysis that led to the enactment of 80% sales factor enabling Arizona to better compete for multi-state corporations; and the initiation of the Community

Building Consortium--led by real estate development professionals to accelerate responsible development through product, planning and process.

Prior to joining GPEC, Broome spent five years as founder and CEO of Southwest Michigan First (SMF), mobilizing large company expansions, relocations and venture capital funds. In 2001, he was named Michigan's Economic Developer of the Year, and three years later, SMF was named one of the Top 20 Economic Development Organizations by Site Selection magazine. He managed an angel network that invested more than \$10 million in early stage venture capital for life science start-ups and advanced 14 life science start-ups through Southwest Michigan Innovation Center, a facility founded by Broome, dedicated to developing technology-based ventures. In addition to launching 23 new ventures, four of which evolved into venture funds, Broome oversaw a Contract Research Organization (CRO) network focused on drug development. In partnership with Western Michigan University, Broome and SMF negotiated a \$100 million technology divestment with Pharmacia Corporation and developed a plan to carve out service models from Pfizer, which included \$30 million in investment and \$16 million in equipment.

As Director of Economic Development for the City of Toledo, he drove the growth and expansion of industrial and medical research parks, waterfront and downtown developments, and was part of Project Jeep Team-the largest city-level industrial expansion project in the United States, creating \$1.2 billion in capital investment and more than 5,000 jobs.

He is an invited guest lecturer at institutions such as University of Notre Dame, Northwestern University, University of Chicago, Western Michigan University and Kalamazoo College, speaking topically on the subjects of innovation, economic development and leadership.

Broome chaired the Economic Development Subcommittee for the City of Phoenix 2006 Bond program and sits on several boards and commissions, including the City of Phoenix Commission on the Economy, ASU Economic Council, ASU Technopolis Advisory Board, Maricopa Partnership for Arts and Culture, Arizona Association for Economic Development (AAED), the Arizona Economic Resources Organization (AERO) and Salt River Devco Board. Broome served as Host Committee Chair for the 2007 International Economic Development Council (IEDC) Annual Conference.

Jim Colson - Site Selectore



Charles B. Edelstein

Director, Co-Chief Executive Officer, Apollo Group Inc.

Charles "Chas" B. Edelstein currently serves as Co-Chief Executive Officer and director of Apollo Group. Mr. Edelstein has served in the Office of the Chief Executive Officer and as a member of the Board of Directors since he joined the Company in August 2008. Before joining Apollo Group, Mr. Edelstein spent more than 20 years with Credit Suisse, where he most recently served as Managing Director and headed the Global Services Group within the Investment Banking Division, as well as the Chicago investment banking office. Prior to Credit Suisse, Mr. Edelstein was an auditor and management consultant at Price Waterhouse (now PricewaterhouseCoopers). Mr. Edelstein holds a Bachelor of Arts with highest distinction from the University of Illinois and a Masters of Business Administration from the Harvard Business School, where he graduated as a Baker Scholar with high distinction. Mr. Edelstein is a member of the Chicago board of directors of both Teach for America and Junior Achievement.

Kirk Adams - Speaker of the House