



KEYNOTE SPEAKER



Ali Velshi

Chief Business Correspondent, 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

Dr. Stephen Happel has been a Professor of Economics at the Arizona State University W.P Carey School of Business since 1975. He grew up in Quincy, Illinois, received a B.A. in mathematics and economics from the University of Missouri in 1969, an M.A. from Duke in 1972, and a Ph.D. in economics from Duke in 1976. In addition to visiting appointments at North Carolina State University, the Australian National University and the University of Waikato in New Zealand, Dr. Happel is founding director of the ASU School of Business Honors Program and served as Associate Dean of Undergraduate Studies from 1991 to 1999.

His research focuses on applied microeconomics and population issues. He has written two textbooks and over 100 articles in both professional journals and popular outlets, including the *Wall Street Journal*, the *New York Times*, the *Christian Science Monitor*, and the *Arizona Republic*. This work covers arguments for free-market ticket scalping, student academic dishonesty at universities, U.S. fertility rates, the rationale for slotting fees in supermarkets, and the snowbird lifestyle among retirees.

Dr. Happel has received a host of teaching awards at ASU, including the ASU Distinguished Teaching Award, the Burlington Northern Award, and Arizona Professor of the Year selected by the Council for the Advancement and Support of Education. He teaches large undergraduate classes in macroeconomics and MBA classes in managerial economics. Dr. Happel is also a long-time instructor at the Pacific Coast Banking School in Seattle and the Arizona Tax Institute. He speaks throughout the U.S. on the domestic economy and international trends, paying particular attention to generational spending patterns, to recent Federal Reserve policy, and to current tax/spending proposals by the White House and Congress.

Panel 1 Office/Industrial/Retail



Mike Haenel - Moderator

Executive Vice President, Cassidy 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

Executive Vice President, 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

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

Senior Vice President - National Development, The Alter Group

Kurt Rosene oversees more than 5,000,000 SF of real estate in the Southwestern United States, directs build-to-suit and property development activities. In addition, he is responsible for business development and the coordination of real estate services for Fortune 500 blue-chip corporate clients throughout the United States.

Mr. Rosene's efforts were instrumental in NAIOP's selection of The Alter Group as its 2010 National Developer of the Year.

Mr. Rosene holds a Bachelor of Science degree in Architecture from Arizona State University and is a licensed broker in the State of Arizona. He began his professional career in 1983 and joined The Alter Group in 1990. Mr. Rosene is actively involved in the industry as a member of CoreNet Global, by serving on the Board of Directors of the Arizona Chapter of the National Association of Industrial & Office Properties and as an associate member of the Society of Industrial & Office Realtors.

Mr. Rosene's efforts on behalf of The Alter Group include Riverwalk Arizona, a 200-acre mixed-use development, Scottsdale, AZ; Corridors Phoenix, a 1,400,000 SF speculative office development, Phoenix, AZ; a 240,000 SF regional office for Verizon Wireless, Dublin, OH (Columbus, OH); an 835,000 SF distribution center for Thompson Learning, Cincinnati, OH; a 108,800 SF office for Nextel, Temple, TX; a 62,000 SF customer service center for Nextel, Bremerton, WA; Desert Canyon Corporate Campus, a 350,000 SF business park, Phoenix, AZ; Eastpoint Centre, a 220,000 SF business park, Louisville, KY; Loudoun Gateway Corporate Center, a 275,000 SF business park, Dulles, VA; and Peoria Center at Arrowhead, a 7.7-acre office park, Peoria, AZ.

Professional Affiliations: CoreNet Global, Society of Industrial & Office Realtors, National Association of Industrial & Office Properties



Mike Hammond

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



Gadi Kaufmann – Moderator

Managing Director & CEO, Robert Charles Lesser & Co

Gadi Kaufmann is Managing Director and CEO of RCLCO (Robert Charles Lesser & Co.), a premier end-to-end solutions provider in the real estate sector around the world. The firm offers entity- and portfolio-level strategy planning, economic and market analysis advisory work, due diligence and underwriting services, workouts and restructuring work, turnkey development management services, and transaction services.

RCLCO completes several hundred assignments per year, serving developers, lenders, private and institutional investors and non-real estate entities (such as corporations, trusts and foundations, not-for-profit entities, and the government/public sectors) worldwide.

Gadi joined RCLCO in 1979. He specializes in economic consulting for real estate projects and portfolios; in corporate strategy planning and management consulting at the enterprise level; in transactional and negotiation services; and in financing and capital formation strategy formulation and implementation.

Gadi is active in the following Organizations:

The Urban Land Institute (ULI), an international organization whose mission is to provide leadership in the responsible use of land, where he served in the following positions:

- Chair, 2010 Annual Meeting
- Governor, the ULI Foundation (2001-)
- Trustee (2001-)
- Vice Chairman of the Board, Chairman of the Program Committee (2003-2005)
- Vice Chairman of the Board, Product Councils (2005-2007)
- Member, Executive Committee (2003-2007)
- Chair, Residential, Community Development and Senior Housing Councils (1990-2003)

The Richard S. Ziman Center for Real Estate at UCLA, a joint center of the Anderson School of Management and the School of Law, which creates and administers UCLA's activities in the real estate field. Founding Member of the Board (2006-); Chair of the Professional and Community Outreach Committee (2008-).

YPO-WPO (Young Presidents' Organization), an international business organization for education and idea exchange, where he served in the following positions (1988-):

- Member, YPO International Board of Directors (2004-2006)
- Member, Northeastern US Regional Board (2003-2007)
- Various leadership positions in the Santa Monica Bay (1988-1999), and Washington DC (1999-2010) chapters, including chapter chair of the Washington DC chapter.

Chief Executives Organization (CEO), an organization consisting of global leaders who have distinguished themselves from within the ranks of the Young Presidents' Organization, where he serves on the Executive Committee of the International Board (2006-2009).

The Economic Club of Washington D.C., a club that provides a forum in Washington for distinguished business leaders, government officials, and lending academicians to give a better understanding of national and international economic issues (2010-).

Gadi holds a Bachelors degree in Economics from UCLA, and is married to Karen, a professor of Political Science at the University of Maryland, College Park.



Ken Abrahams

Executive Vice President, Diamond Ventures, Inc.

Ken Abrahams, in his role as executive vice president for Diamond Ventures, Inc., provides the company's overall creative vision and direction through the acquisition and master planning of a diverse real estate portfolio. Mr. Abraham's innate creative talents and commitment to creating exceptionally built environments that stand the test of time are a hallmark of Diamond Ventures.

Mr. Abrahams directs planning, entitlement and development for master-planned residential and mixed-use communities, employment campuses, industrial facilities, signature retail/entertainment centers in Tucson and exclusive custom home communities throughout Arizona.

An Arizona native, Mr. Abrahams received a bachelor's degree in psychology and a master's of science in landscape architecture and renewable natural resources planning from the University of Arizona. He joined Diamond Ventures in 1991.

- **Academic/Professional Credentials**

MS, Landscape Architecture and Renewable Natural Resources - University of Arizona
BA, Psychology - University of Arizona

- **Professional Experience**

30 years
Partner, HSL Properties, Inc., regional development company
Founded and headed Team One, Inc., a professional service firm dedicated to the real estate development industry
Co-founded Lifezones Corporation, a regional landscape architecture, environmental planning and consulting practice.

- **Areas of Expertise**

Evaluating development, assemblage and disposition options for properties
Guiding the processing of regulatory approvals
Planning, entitlement and development for master planned residential and mixed-use communities, employment campuses, industrial facilities, signature retail/entertainment centers and exclusive custom home communities
Interdisciplinary development team coordination



Brian Kearney

Chief Operating Officer, 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

Vice Chairman, CB Richard Ellis

Sean Cunningham joined CB Richard Ellis in 1980, and is a Vice Chairman. Mr. Cunningham's tenure with CB Richard Ellis includes his present position recognized nationally as specializing in multi-housing sales.

Mr. Cunningham was the Senior Vice President and Managing Director of the CB Richard Ellis Phoenix office from 1993 through 1998. In this role, Mr. Cunningham was responsible for the direct management of 80 sales professionals and 130 support personal. Mr. Cunningham is one of the nation's leading portfolio disposition specialists within CB Richard Ellis' Multi-Housing Properties Group. The Anderson/Cunningham team is one of the top revenue producing teams within CBRE Multi-Housing Group nationally, closing over 160,000 units with a total value of \$13 billion.

Achievements

- AZ|RE RED Broker of the Year Award: 2006-2008
- CoStar Power Broker Award
- CBRE Capital Markets Top Performers Nationally: 2008 - IP MultiHousing 2nd, Capital Markets Overall 7th, Institutional Group 5th
- Recipient of CB Richard Ellis' National Teamwork Award 2004
- 2006: honorary title of Vice Chairman, most distinguished title at CBRE for producers
- Colbert Coldwell Circle Member (Top 3% Nationally)
- Phoenix Office Performance: 1st in 2000, 2003-2008
- National Performance: 2005 - 1st Western US, 8th Nationally
- National Performance: 2006 - 2nd Western US, 6th Nationally

Credentials

- CB Richard Ellis Major Accounts Group
- National Multi-Housing Counsel
- Arizona Multi-Housing Association
- Phoenix Thunderbirds
- Childhelp USA Board Member
- Alexis De Tocqueville Society

Education

- Northern Arizona University
Bachelor of Arts BS Business Management



Tom Lewis

Owner & CEO, T.W. Lewis

Tom Lewis is the founder, owner and CEO of T.W. Lewis Company. Tom was recognized as the Arizona Real Estate Entrepreneur of the Year by Ernst and Young in 1994 and received the Arizona Business Leadership Award in 2006. He was recently given the Significant Sig award by the National Sigma Chi Fraternity.

In 2000, Tom and his wife, Jan, formed T.W. Lewis Foundation. T.W. Lewis Foundation receives approximately ten percent of the pre-tax profits from T.W. Lewis Co. to support higher education, children in need and a variety of community charities. Since 2002, T.W. Lewis Foundation has provided college scholarships for 60 outstanding Maricopa County students to attend some of America's greatest universities and also established scholarship programs at the University of Kentucky and the University of North Carolina at Chapel Hill. T.W. Lewis Foundation also supports a wide variety of local children's charities and community service organizations including ANASAZI Foundation, Child Crisis Center—East Valley, Banner Children's Hospital, Phoenix Children's Hospital, UMOM, The Desert Botanical Garden, Tempe Community Council, United Way and many others.

Tom received his Bachelor's Degree in Mechanical Engineering from the University of Kentucky in 1971 and his Master's in Business Administration in 1973 from the University of North Carolina at Chapel Hill. He is a former chairman of the Arizona Chapter of Young President's Organization, a member of World President's Organization, CEO International, the Urban Land Institute and the National Association of Homebuilders. He currently serves on the University of Kentucky National Campaign Steering Committee and is a member of the University of North Carolina Graduate Business School Board of Visitors. Tom and Jan have lived in Tempe for 28 years and have three sons: Tom, Jr. (26), John (24), and Michael (21).

Panel 3 The New Capital Markets/Show Me the Money



Charlie Williams – Moderator

Principal, Keystone Commercial Capital

Charlie Williams is a founder and Principal of Keystone Commercial Capital. In addition to being a managing partner of Keystone, Charlie is a Commercial Mortgage Banker responsible for originating debt and equity investments on all commercial property types. In addition to financing office, retail, industrial and multi-family assets, Charlie has specific expertise with regards to Manufactured Housing developments, having been an owner and leading financial advisor within this industry during the last 20+ years.

Charlie began his career in the commercial real estate finance industry in 1982 upon starting his first commercial mortgage company, Nationwide Mortgage. After operating Nationwide for a number of years, Charlie joined forces with another partner and formed Keystone Capital Group in 1992. This company was sold to and subsequently reacquired from ContiFinancial in 1998/1999 and reemerged as Keystone Mortgage Partners. In 2001, Keystone Mortgage Partners sold itself to GMAC Commercial Mortgage which itself was acquired and renamed Capmark Finance Inc. Prior to forming Keystone Commercial Capital, Charlie was a Senior Vice President at Capmark Finance Inc. in Phoenix, Arizona.

Charlie is a licensed real estate agent in Arizona and California, and an active member of various industry groups such as MHI and MBA.



James DuMars

Senior Vice President/Managing Director, Northmarq

Servicing/New Loan Production - As Senior Vice President/Managing Director, **James DuMars** oversees the daily production and servicing operations of the Arizona office. James also assists clients with their real estate capital needs. James helps clients identify capital sources for commercial real estate as well as negotiating and problem solving.

Debt Advisory Services - James also works with CMBS (conduit) borrowers & lenders to assist them with solutions to problems associated with distressed loans.

James relationships with capital providers & loan servicers include Master Servicers, Special Servicers, Investment Banks, Life Insurance Companies, Pension Advisors and Banks. The depth and longevity of these relationships are essential components when it comes to providing clients with a successful transaction. James' 20 years experience in the commercial real estate industry make him a veteran when it comes to creativity and resolving complex issues.

Following graduation with a Bachelors Degree from Arizona State University, James was employed in the specialty consulting practices of two Big 5 accounting firms. James specialized in commercial real estate consulting and valuation for tax and audit clients, pension funds, institutional investors, utility companies and law firms. His consulting and valuation experience includes all types of commercial real estate and this experience has added to his knowledge of the fundamentals involved with assisting clients with financing and problem solving.

James joined NorthMarq in 1994. Since joining NorthMarq James has assisted clients with over \$2 billion in transactions. Furthermore, James has consistently been a top producer on a national level for the company.



Steve Fried

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.



Brian Selander

Executive Director, CIBC World Markets

Brian Selander is an Executive Director of CIBC World Markets and has spent the past 10 years in their Commercial Real Estate Finance Group with specific focus on the Western part of the United States. His responsibilities have included loan origination, structuring, underwriting, closing, and portfolio management for fixed rate CMBS loans, floating rate balance sheet loans, and construction loans of all property types and sizes. Prior to joining CIBC, Brian was in the commercial mortgage group for JPMorgan Chase. Brian holds a BA in Economics from Brigham Young University and an MBA from the Smith School of Business, University of Maryland College Park. He is happily married with three young children.

Panel 4 Economic Development Trends



Mike Bidwill – Moderator

President, Arizona Cardinals

After practicing law for six years as a federal prosecutor, **Michael Bidwill** joined the Cardinals organization in 1996 as Vice President/General Counsel and today serves as team President. In that time, no one has been more influential in steering the organization on the path that has led to back-to-back NFC West titles and the franchise's first-ever Super Bowl appearance.

In addition to guiding the Cardinals, Bidwill has also taken on an ever-increasing role in the National Football League and the greater Phoenix business community as well. In 2007, NFL Commissioner Roger Goodell appointed Michael to the league's Business Ventures Committee, one of the NFL's most prominent.

From 2008-10, Bidwill served back-to-back terms as Chair of the influential Greater Phoenix Economic Council (GPEC). He is also a member of Greater Phoenix Leadership (GPL), an organization composed of the region's top business and civic leaders.

This past April, Bidwill was selected by the Phoenix Business Journal as one of its 25 "Most Admired CEO's" for 2010. In October of '09, he also received the Leader for Tomorrow award from the Boy Scouts of America.

Within the league, Michael chairs the NFL Security Advisory Committee, a group of eight club executives that oversees and develops best security practices for NFL facilities. He additionally serves on Arizona's Super Bowl Host Committee which successfully staged Super Bowl XLII at University of Phoenix Stadium and will seek to bring the game back to the state. Bidwill is also a member of the board for the Pat Tillman Foundation.

Among his most significant roles with the Cardinals has been the development of University of Phoenix Stadium, a project that he spearheaded from its inception. The venue has been a major factor in the transformation of the Cardinals and a catalyst for the team's success. It has received worldwide acclaim for its distinctive architecture and cutting-edge design and even before it opened, it was selected by BusinessWeek as one of the 10 most impressive sports facilities in the world and has received numerous honors in its first four years of operation.

From 1990-96, Bidwill was an Assistant U.S. Attorney with the Department of Justice in Phoenix where he specialized in homicide and other violent crime cases.

Bidwill earned a Bachelor of Science degree in Finance from St. Louis University in 1987 and in 1990 earned a law degree from Catholic University in Washington, D.C.



Barry Broome

President & CEO, 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.



Eileen Klein

Chief of Staff, Office of Arizona Governor Janice K. Brewer

Eileen Klein is the chief of staff to Governor Janice K. Brewer. Prior to joining Governor Brewer's administration, Eileen was employed in the private sector as the Chief Operating Officer for Arizona Physicians IPA, a business unit of UnitedHealthcare. Eileen's public service career in Arizona includes her tenure as director of policy at the Arizona House of Representatives, where she served four speakers on policy and budget matters. Eileen has also been a regulatory program manager in the State of Florida and the CEO of a non-profit corporation.

Eileen has been actively involved in the community, having served on many boards of directors, and is the recipient of several business and civic awards including the Capitol Times' Leaders of the Year Award for Business and the Arizona Chamber of Commerce and Industry's Volunteer of the Year Award. She currently serves as a member of the State Board of Education, allowing her to continue her longstanding work in education reform.

Eileen holds an undergraduate degree in French and Business from Florida State University and a Master of Public Administration degree from Arizona State University.



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 - Arizona House of Representatives

Rep. **Kirk Adams** is an advocate of conservative politics and small business. During his tenure in the Legislature, Rep. Adams has advocated an aggressive agenda of reform which includes: Healthcare reform; initiative reform; tax reform; CPS reform; and transparency in government.

His work on these issues has been recognized with the following awards:

The “2007 Representative of the Year” by the Arizona Chamber of Commerce and Industry.

The 2007 Spirit of Mesa Award given by the Mesa United Way

The 2008 “Courage for Children” Award by the Arizona Association for Foster and Adoptive Parents, for his work on CPS reform.

And the 2008 “Freedom of Information” Award from the Arizona Newspaper Association.

Rep. Adams serves on the Mesa United Way’s Board of Directors and was recently elected by his colleagues to serve as Speaker of the House of Representatives, a term that begins January 2009.

Rep. Adams is a partner at The Adams Agency, a property and casualty firm with 19 employees and locations in Mesa, Apache Junction and Yuma.

He and his wife JaNae live in Mesa and have six children.



Amy Gerber

Executive Vice President Business and Economic Incentives, Jones Lang LaSalle

Amy Gerber is an Executive Vice President in the Business and Economic Incentives practice, a consulting division of Jones Lang LaSalle. Ms. Gerber specializes in state incentive and tax negotiation and implementation. Ms. Gerber utilizes her state and local tax background when working with economic development teams to interpret and change tax statutes that generate significant operating and tax savings for her clients. Ms. Gerber is the practice expert in the renewable and sustainable energy disciplines.

Experience:

Amy Gerber has led and managed numerous multi-state incentive negotiation engagements for both office and industrial projects for clients including, William Sonoma, CVS, Pacific Sunwear, MillerCoors, Aviva USA, Medtronic, Blue Cross/Blue Shield, Capital One, Cisco Systems, Halliburton, Raytheon, Westinghouse and numerous sustainable energy clients.

Amy Gerber comes to Jones Lang LaSalle as a Staubach Company legacy employee. Prior to joining the Staubach Company Ms. Gerber worked at KPMG, LLP with the State and Local Tax Practice/Strategic Relocation and Expansion Services Division. Ms. Gerber possesses over ten years of state and local incentives negotiation.

Education/Affiliations:

Amy Gerber holds a Bachelor of Science degree in accounting from Montana State University. Amy Gerber is a member of CoreNet Global and the Georgia Traditional Manufacturers Association.