
PROFESSIONAL EXPERIENCE WITH LEADING FIRMS

Kite Realty Group Trust – Indianapolis, Indiana

Vice President of Research – Leasing and Development, 2006-2009

Responsibilities

- Evaluate nationwide real estate development and acquisition opportunities using market analysis, financial analysis, due diligence and underwriting support. Analyze economic and demographic factors to develop the market support or demand for a project followed by the identification and assessment of the competition. Recommend development, redevelopment or acquisition strategy including project scale, timing, and merchandise mix. Use pro forma analysis for project return and feasibility. Assist with project plans and help guide approval processes for zoning and site plan approval and other entitlements.
- Develop strategic and tactical leasing support materials for major retailers. Promote location opportunities to retailers using site location analysis techniques, retail sales potential, and competitive analysis. Prepare high quality presentation materials and support leasing agents in negotiation with retailers. Negotiate and conduct presentations for major retailers and attend industry trade shows, idea exchanges and deal making sessions.
- Implement Kite Realty Group Portfolio measures and standards for investors and analysts and conduct industry research. Assess the underlying real estate assets and operating health of competing REITs and retail companies. Use valuation and appraisal and market research to grade individual real estate assets or entire companies or portfolios. Review and analyze public filings (8-K, 10-K), annual reports, earnings calls as well as third party analyst reports.

Accomplishments

- Created the first Strategic Asset Review process for KRG to categorize individual properties within the portfolio. Used financial, operating and market criteria to set goals for each property and determine the strengths, weaknesses, opportunities and threats for each property. Developed property rankings and hold/sell/reposition strategy for KRG portfolio.

Simon Property Group, Inc. - Indianapolis, Indiana

Real Estate Research Manager, 1996-2006

Senior Research Analyst, 1991-1996

Research Analyst, 1987-1991

Responsibilities

- Analyze trends effecting retail and shopping center industry, and evaluate sales and operating characteristics of retail firms, and project sales for individual store and shopping center locations using statistical analysis, modeling, regression and other techniques. Establish market rent parameters for development and acquisition projects and assist financial analysts on the pro forma process establishing return thresholds based on corporate goals. Model and grade regional mall performance to evaluate acquisition opportunities.
- Design, direct, and implement market analysis, site location, and consumer research studies for regional, community, lifestyle and town center projects including GIS (Geographic Information Systems) analysis of sites and segmentation analysis of markets using demographic lifestyle clusters and psychographics.

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- Present research findings to ownership and senior management through written research reports and oral presentations. Create marketing reports to present shopping center location opportunities to retail clients.

Accomplishments

- Created a platform for marketing shopping center debt placement opportunities to prospective lenders resulting in the successful refinancing of over \$100 million of debt.
- Designed, directed and implemented company-wide “intranet” solution for pushing decision making tools such as maps and demographic information into the hands of users in the leasing and development departments.
- Created marketing presentation for a major group of national tenants that led to successful leasing and financing of a critical regional shopping center project, Coconut Point in Estero, Florida.
- Developed new technique and system for producing marketing materials through computer-based mapping, resulting in savings of over \$80,000 over three years.

HIGHLY DEVELOPED SKILLSET

Market Knowledge

- Working knowledge of all major U.S. real estate markets from both a macro and micro perspective including local economies, housing trends, population growth and general real estate development trends. Extensive experience in Florida, Texas, Great Lakes Region, California, NY Metropolitan Region, and SE Region.

Contacts

- Full range of contacts in retail real estate, brokerage and capital market communities across the United States. Real estate, research and industry contacts in department stores, mall retailers, “big box” and “junior box” retailers, publicly traded REITs, REIT analysts and investors, hedge funds, banks and other sources of capital.

Technical Skills

- Strong oral and written presentation skills. High-level technical skills and PC proficiency: MS Office Suite (Excel, Word and PowerPoint); GIS applications – MapInfo, AnySite, ISite, Regis, SCAN/US, Tactician), Harvard Chart XL; HTML and Web Design and Development. Real Estate software product knowledge of ARGUS, Costar, Loopnet and other real estate industry programs.

LEADERSHIP IN THE INDUSTRY

- Chairman, Program Planning Committee, 2008 ICSC Research Conference
- Vice Chairman, Urban Land Institute Indiana, Research Committee, 2008-Present
- Member, ICSC North American Research Task Force, 2005-Present
- Member, Programming Task Force, Lacy Leadership Association, 2007-Present
- Member, ICSC Research Conference Planning Committee, 2005-Present
- Publicity Chairman, NP United Soccer Board, 2002-2004
- Vice President, Sigma Nu Fraternity Alumni Association 1988-1994

EDUCATION & CERTIFICATION

- Bachelor of Arts, Purdue University, May 1984.
- MBA Candidate, Butler University
- Real Estate Sales Agent, Indiana