



NAIOP 2010 Executive Committee

Chairman

Lawrence A. Pobuda

Stewart Lawrence Group, Minneapolis, Minn.

Larry Pobuda is partner with Stewart Lawrence Group, a company focused on acquiring and developing commercial real estate assets. He is primarily responsible for the vision and prospecting for the dynamic new company.

Pobuda joined NAIOP in 1994 and is a member of NAIOP Minnesota, where he served as the chapter president in 1997. He is a NAIOP Research Foundation Governor, a member of the Office Development I National Forum and an alumnus of the Harvard University *Leading a Real Estate Company* program. He is also a member of the Industry Trends Task Force and a NAIOP-PAC Trustee. Pobuda earned a M.B.A. from Northwestern University and a BA from Michigan State University.

Chairman-Elect

Alex Klatskin

Forsgate Industrial Partners, Teterboro, N.J.

Alex Klatskin is a partner with Forsgate Industrial Partners, a private industrial real estate development and investment firm based in Teterboro, N.J. Forsgate has built and owns 10 million square feet of industrial property.

Klatskin joined NAIOP in 1998 and is a former president of NAIOP New Jersey. He is founder of the Family Owned Business National Forum and an alumnus of Harvard University's *Leading a Real Estate Company* program. Klatskin is a governor for the NAIOP Research Foundation and chairman of NAIOP-PAC.



Vice Chair, Government Affairs

William E. Hunt

Elmhurst Group, Pittsburgh, Penn.

William Hunt is President and CEO of the Elmhurst Corporation, which owns and manages more than 2.5 million square feet of office, flex and distribution space in the Pittsburgh region. Specific holdings include the Doubletree Hotel Pittsburgh City Center, the RAND Building, the Airside Business Park, Pittsburgh Airport Business Park, McClaren Woods Business Park, One North Shore Center and ADS Security located in Nashville, Tenn.

In addition, Hunt is actively involved in community affairs and charitable organizations, including the Roy A. Hunt Foundation (Trustee), Carnegie Museum of Art (Chairman of the Board), Pittsburgh Downtown Partnership (former President of the Board), Pittsburgh Public Theater (former President), the Pittsburgh Cultural Trust (Member of the Board) and is on the Board of The Pittsburgh Foundation.

Hunt joined NAIOP in 1994 and is the former president of the Board for NAIOP Western Pennsylvania. He is a member of the Private Developers I National Forum.

Vice Chair, Education

Jean Kane

Welsh Companies LLC., Minneapolis, Minn.

With more than 23 years of industry experience, Jean Kane oversees operations of Welsh Companies LLC's real estate services group including Welsh Property Management, NAI Welsh, Welsh Construction, Genesis Architecture, Welsh Development and FaciliTech. Through hands-on leadership and straightforward communication, she leads the teams' strategic direction in achieving the objectives of the company and its clients.

Kane joined NAIOP in 1992 and is a member of NAIOP Minnesota. She is an alumna of the Harvard University *Leading a Real Estate Company* program and serves as chair of the Development conference planning committee.



Vice Chair, Membership and Chapter Relations

Steven D. Martin

SDM Partners, Atlanta, Ga.

Steve Martin is managing principal for SDM Partners. Martin and SDM Partners are focused on acquiring opportunistic office and industrial deals in Atlanta and the southeast.

Martin joined NAIOP in 1992, serving on the NAIOP Georgia chapter board for a number of years and as the NAIOP Georgia president in 1999. He holds a B.A. in Economics from Jacksonville State University and a M.B.A. from the Wharton School at the University of Pennsylvania.

Secretary and Vice Chair, Information and Research

Eugene F. Reilly

AMB Property Corporation, Boston, Mass.

Eugene Reilly is President for The Americas for AMB Property Corporation. In this capacity, Reilly is responsible for AMB's business in the United States, Canada and Latin America. Reilly joined AMB in 2003 and has 26 years of experience in the development, acquisition, disposition, financing and leasing of industrial properties throughout the Americas. Prior to joining AMB, he was chief investment officer of Cabot Properties Inc., a private equity industrial real estate firm in which he served as a founding partner and member of its Investment Committee and Board of Directors.

Reilly joined NAIOP in 2000 and he has served on the Board of Directors for NAIOP Massachusetts and the Corporate Industrial Education Committee. He currently serves on the Industry Trends Task Force Committee and is a member of the Investment Management II National Forum. He holds an A.B. in Economics from Harvard College.

Treasurer

Gregory J. Walz

Northwestern Investment Management Company, Milwaukee, Wis.

Greg Walz is a managing director for Northwestern Investment Management Company, a wholly owned subsidiary of The Northwestern Mutual Life Insurance Company, where he is responsible for directing and managing the mortgage loan investment activities and portfolio management for the eastern portion of the United States. Prior to this position, Walz was responsible for managing the Atlanta Regional Office for 25 years investing in both debt and equity investments along with oversight of the portfolio, including asset dispositions.

Walz holds a B.A. and a M.B.A. from the University of Wisconsin at Milwaukee. He joined NAIOP in 1985 and is also a member of ICSC. Walz serves on the Board for NAIOP Wisconsin. He is chair of the Commercial Real Estate Credit and Capital Advisory Committee and a member of the Capital Markets III National Forum.



Chairman, National Forums Committee

Stephen Bronner

Parmenter Realty Partners, Dallas, Texas

Since joining Parmenter Realty Partners in 2002, Stephen Bronner has been involved in the strategic planning of the company as well as being presently responsible for investment acquisitions, asset management, and investment sales in the Southwest region. He has more than 30 years of real estate experience including involvement in development, acquisitions and asset management.

Bronner is a graduate of Concordia University and received his CCIM designation in 1980. He has been a member of NAIOP since 1999 and serves on the Board of Directors for NAIOP North Texas. He was the NAIOP North Texas chapter president in 2005. Bronner is also the vice chair of the Investment Management National Forum.

Chairman, Business Development Committee

Gary M. Edwards

Western Realco, Newport Beach, Calif.

Gary Edwards has been with Western Realco for more than 19 years. Western Realco is a private real estate firm, established in 1972, which specializes in the development and acquisition of institutional quality industrial and office properties within California and Nevada. His responsibilities include site selection, market analysis, financial underwriting, and all due diligence issues for each property. Once the property is acquired, Edwards is responsible for entitlement processing, construction management, as well as coordination of marketing activities for the project.

Edwards joined NAIOP in 1980 and is a past president of NAIOP Inland Empire. He currently sits on the chapter's Advisory Committee as well as being a co-chair of its Legislative Committee. He is a member of NAIOP SoCal and Southern Nevada chapters and was previously on the National Education Sub-Committee for the initial I.con Conference. He is member of the Industrial Development II National Forum and an alumnus of Harvard University's *Leading a Real Estate Company* program. In addition, Edwards is a member of the Society of Industrial and Office Realtors (SIOR) and is a graduate of Stanford University.



Chairman, Industry Trends Task Force

Ralph Heins

Primera Companies Inc., Dallas, Texas

Ralph Heins founded Primera Companies in 1989, together with his wife Cornelia, after five years with Coldwell Banker Commercial as an investment specialist in the Minneapolis, Minn., office. In 1992, Heins relocated Primera to Dallas, Texas, where he built a 3 million square foot real estate portfolio with focus on bulk state-of-the-art distribution centers, managed and leased by Primera. He also co-owns and manages 400,000 square feet of office space including his most recent project, Tennyson Place, in the Legacy Business Park in Plano, a small-suite concept office building.

Heins joined NAIOP in 1992 and is the Industry Trends Task Force Chair. He serves on the Family-Owned Business National Forum. Heins is a NAIOP Research Foundation Governor and serves on the Foundation's research committee; NAIOP-PAC Trustee; and an alumnus of Harvard University's *Leading a Real Estate Company* program. Heins was raised in Switzerland and holds a comparable M.B.A. degree from the University St. Gallen.

Chairman, Sustainable Development Committee

Rod Lawrence

The JBG Companies, Chevy Chase, Md.

Rod Lawrence is a partner with The JBG Companies, a private real estate investment and development firm based in the Washington, D.C., market.

Lawrence joined NAIOP in 1996 and served as the NAIOP Maryland/D.C. president from 1999-2002. He is a member of the Office II Development National Forum and is chair of the Sustainable Committee.

Immediate Past Chairman

Douglas Howe

Touchstone Corporation, Seattle, Wash.

Douglas Howe is founder and principal owner of Touchstone Corporation, a privately held Seattle-based regional developer of commercial office, technology office and biotechnology R & D office buildings and build-to-suit projects. He is actively involved in every aspect of the company's business and is directly responsible for new business development.

Howe joined NAIOP in 1997 and is a member of NAIOP Washington State. He serves on the Industry Trends Task Force and is a member of the Office Development II National Forum. Howe is a governor for the NAIOP Research Foundation and a NAIOP-PAC Trustee.