



NAIOP 2011 Executive Committee

Chairman

Alex Klatskin

Forsgate Industrial Partners, Teterboro, N.J.

Alex Klatskin, FAIA, 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. Before joining Forsgate in 1992, he was with the New York City architectural firm of Kohn, Pedersen, Fox and Associates, working on commercial projects in London and New York.

Klatskin joined NAIOP in 1998 and is a former president of NAIOP New Jersey. He is founder of the Family Owned Business National Forum, a governor for the NAIOP Research Foundation and former chairman of NAIOP-PAC. Klatskin is also the chair of the research committee for the NAIOP Research Foundation.

In addition, Klatskin is a member of the Washington, D.C., based Real Estate Roundtable and is a member of the Board of Regents of the American Architectural Foundation. He is a member of the College of Fellows of the American Institute of Architects, a member of the Architectural League of New York and the American Real Estate Society. He has been a visiting architectural critic at the Universities of Michigan and Illinois, Florida A&M, Catholic University and the Illinois Institute of Technology, and he has been a visiting lecturer in the real estate programs of Cornell and Johns Hopkins Universities.

Klatskin holds a B.S. from the University of Illinois and a Master of Architecture from the University of Maryland. He is a registered architect in New York, New Jersey and the District of Columbia, and a licensed professional planner in New Jersey. He lives in New York City with his wife and their two children.

Chairman-Elect

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, and One North Shore Center. Elmhurst's non-real-estate investments include Metis Secure Systems, Prospera Hospitality Management, and ADS Security located in Nashville, Tenn.

In addition, Hunt is actively involved in community affairs and charitable organizations, including the Duke University Graduate School of Visitors (Chair), the Carnegie Museum of Art (Chair), NAIOP (Corporate Board Chair-Elect), Pittsburgh Downtown Partnership (former Chair), Pittsburgh Public Theater (former Chair), as well



as a Board member of the Pittsburgh Foundation, the Pittsburgh Cultural Trust, and the Roy A. Hunt Foundation.

Hunt joined NAIOP in 1994 and is a member of the Private Developers I National Forum.

Vice Chair, Government Affairs

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 served with Cabot and its predecessor companies, including the NYSE-traded Cabot Industrial Trust, for 11 years.

Reilly joined NAIOP in 2000 and previously served on the Board of Directors of NAIOP Massachusetts and the Corporate Industrial Education Committee. He is a member of the Investment Management II National Forum. He holds an A.B. in Economics from Harvard College.

Vice Chair, Education

Jean Kane

Welsh Companies LLC, Minnetonka, Minn.

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.

Active in the business community for more than 20 years, she currently serves on several executive committees for various local and national business associations and is committed to working with other corporate and community leaders to cultivate economic growth in the Twin Cities and throughout Minnesota.

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.



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

Vice Chair, Membership and Chapter Relations

Jonathan Tratt

Tratt Properties LLC, Phoenix, Ariz.

Jonathan Tratt has been active in the Phoenix real estate market for more than 20 years, with extensive experience in sales, leasing, developing and managing industrial properties. In 1986, he started his brokerage career as an industrial specialist with Iliff Thorn and in 1992, he founded Industrial Brokerage Inc., the predecessor to Tratt Properties LLC. In 2000 brokerage operations ceased and the company name change to Tratt Properties. To date, Tratt has developed and acquired more than 3.5 million square feet of institutional quality warehouse/distribution properties.

Tratt is a member of the Board of Trustees of Valley Forge Military Academy and College in Wayne, Pa. He holds a B.S. in Finance from the University of Dayton and a M.B.A. in International Management from Thunderbird, School of Global Management in Glendale, Ariz.

Tratt joined NAIOP in 2001 and serves on the Board of Directors for NAIOP Arizona, is a NAIOP Research Foundation Governor and a NAIOP-PAC Trustee. He has also served as chair for NAIOP's Industrial Development II National Forum.

Secretary and Vice Chair, Information and Research

Larry A. Lance

Alliance Commercial Partners LLC, Lakewood, Colo.

Larry Lance is the Chief Operating Officer with Alliance Commercial Partners, where he directs the overall corporate operations of the organization. He also directs the fund and portfolio management function of Alliance property investments. He is directly responsible for operating budgets, leasing and property and corporate level strategic plans and has more than 29 years experience in the commercial real estate industry.

Prior to joining Alliance Commercial Partners, Lance was president of the Midwest Region for the Galbreath Company, where he directed all property services for 33 million square feet in six states. He serves on the Board of Directors for NAIOP Colorado and previously served as chairman and vice chairman of the NAIOP Office Development National Forum. Lance joined NAIOP in 1997 and is also a NAIOP-PAC Trustee. He holds a degree in Applied Sciences from Lorain College and has earned his CCIM designation.

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

Ralph Heins

Primera Companies Inc., Dallas, Texas

Ralph Heins, together with his wife, Corneila, founded Primera Companies in 1989. Prior to Primera Companies, Heins spent five years with Coldwell Banker Commercial as an investment specialist in the Minneapolis, Minn., office.

In early 1992, Heins relocated Primera to Dallas, Texas, where he built a three 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, Texas. Tennyson Place is a small-suite concept office building.

Heins joined NAIOP in 1992 and is a NAIOP-PAC Trustee. He is also a member of NAIOP's Family Owned Business National Forum. Heins was raised in Switzerland and holds a comparable M.B.A from the University St. Gallen. He has lived in the United States for more than 20 years.

Chairman, Business Development Committee

Ashley J. Powell

RREEF, San Francisco, Calif.

Ashley Powell joined RREEF in 1998 and has acquired more than 40 development and value add projects totaling 14,474,000 rentable square feet of commercial properties and 2,000 apartment units. He has more than 26 years of experience in commercial real estate and has sourced and closed \$1.8 billion of transactions with RREEF. Powell is responsible for the acquisition of office, industrial, retail and multifamily properties in the Southwest United States. Prior to joining RREEF in 1998, Powell was a principal with Snyder Langston Inc. and previously held senior positions with Transpacific Development Company, Bentall Development Company and CBRE.

Powell joined NAIOP in 1998 and is a former president for NAIOP San Francisco. He is a member of the Industrial Development I National Forum. Powell received a B.S. from Brigham Young University in Construction Management.



Chairman, Industry Trends Task Force

Steve 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 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.

Immediate Past Chairman

Larry Pobuda

Stewart Lawrence Group, Minneapolis, Minn.

Larry Pobuda is a partner with Stewart Lawrence Group, a Minneapolis based company focused on acquiring and developing commercial real estate assets. Pobuda is responsible for sourcing new business opportunities, as well as executing strategies to maximize property performance. The Stewart Lawrence Group pursues opportunities in office, industrial, medical office, multi-family and student housing sectors.

Pobuda joined NAIOP in 1994 and is a member of NAIOP Minnesota, where he served as 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. Pobuda earned a M.B.A. from Northwestern University and a B.A. from Michigan State University.