

4th Annual Distinguished Alumni Panel
March 2, 2011
Alumni Panel 2011 – Shovel Ready: The Future of Real Estate Development

Richard (Rick) G. Baer Jr. is Vice President, Commercial Real Estate, TCF Bank. Previously, he was Senior Client Manager with the Commercial Real Estate Banking Group at Bank of America. He is responsible for delivering the full range of financial services, including credit as well as non-credit products and services, to meet the needs of real estate developers headquartered in Chicago and in the Midwest.



Baer joined Bank of America in 1990. During his career he has originated and closed a wide range of real estate financings for the acquisition and development of commercial projects with major private and public real estate developers and investors. Prior to joining Bank of America, he worked as a commercial mortgage broker with Julian Toft & Downey and earlier as an office leasing broker with LaSalle Partners.

Baer earned his Masters of Business Administration from the J.L. Kellogg Graduate School of Management and Bachelor of Arts degree from Princeton University.

Active in the real estate industry, Baer is a member of the Chicago Real Estate Investor Advisory Council, the Urban Land Institute and the International Council of Shopping Centers.

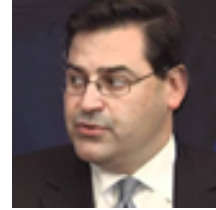
Douglas A. Kiersey, Jr. is President of Dermody Properties. He is responsible for the company's capital, acquisition, development and property management activities nationwide. Mr. Kiersey chairs Dermody Properties' executive committee.



Mr. Kiersey brings 30 years of experience in capital formation, development, acquisition, management and marketing of distribution properties, with extensive experience in over 20 U.S. markets. Prior to joining Dermody Properties, Mr. Kiersey spent 17 years in various positions with Prologis. His most recent was as Senior Vice President and Midwest Regional Director, where he had responsibility for development and operations in a region encompassing a portfolio of 84 million square feet in nine markets (Chicago, Cincinnati, Columbus, Indianapolis, Louisville, Memphis, Nashville, St. Louis and Toronto). In prior regional configurations, Mr. Kiersey also had Regional Director responsibilities for the New Jersey, Pennsylvania, and Washington DC/Baltimore markets. Prior to assuming his role as the Prologis Midwest Regional Director, Mr. Kiersey served as Vice President and Market Officer of the Chicago, Portland and Seattle markets.

During his tenure with Prologis, Mr. Kiersey oversaw the development of approximately 20 million square feet of distribution space including build-to-suit projects for Anixter, Bace Industries, Bay Valley Foods, BMW, Home Depot, International Paper, LaCrosse Footwear, SC Johnson and Unilever. Mr. Kiersey served as a member of the Prologis North America Investment Committee and North America Operating Committee from October 2001 to May 2011. Mr. Kiersey also worked for 11 years at Cushman & Wakefield in Portland, specializing in industrial and high technology properties. Mr. Kiersey received his BS in Business Administration from Oregon State University and has an MBA from the Kellogg School of Management at Northwestern University, where he is a member of the Kellogg Real Estate Advisory Board.

John Montaquila is a Principal of M3 Capital Partners, a global real estate private equity investment and advisory firm headquartered in Chicago, with offices in New York, London and Hong Kong. Since inception in 1991, M3 has focused on real estate private equity investment and financial advisory services, executing 200+ transactions with a total capitalization over \$80 billion.



Mr. Montaquila's real estate expertise includes investment management and advisory services, including sourcing and underwriting various real estate investments in the retail and multifamily sectors in North America, as well providing advisory services for leading public and private real estate operating companies.

Previously, Mr. Montaquila was a vice president with Security Capital Group, the predecessor to M3, working in both investment management and capital markets roles in the United States and Europe.

Mr. Montaquila received an M.B.A. from the Kellogg School of Management, Northwestern University and a B.A. from the Wharton School at the University of Pennsylvania. He holds a Series 24 General Securities Principal license with the Financial Industry Regulatory Authority, Inc. (FINRA). He is a member of several real estate industry organizations, including the Urban Land Institute, International Council of Shopping Centers, and the National Association of Real Estate Investment Trusts.

Anthony Pricco is a Principal with Bridge Development Partners and is responsible for developing and acquiring office and industrial real estate throughout the Chicagoland area. In his career, he has completed more than five million square feet of development transactions valued at over \$500 million.



Pricco is a graduate of the University of Wisconsin and holds a Bachelor of Business Administration degree with a double major in Real Estate and Urban Land Economics and Marketing. He received his Master of Business Administration from Northwestern University's Kellogg Graduate School of Management in 2002.

Kent Swanson is Newcastle Limited's Chief Financial Officer, responsible for investor and lender relationships, managing the firm's debt and equity capital and overseeing internal resources to support firm growth. During his 23 year career in real estate, Kent has completed over \$5.2 billion in acquisition, debt financing, and disposition transactions.



Kent holds a Bachelor of Science in Economics from Duke University and a Master of Business Administration from the J.L. Kellogg School of Management at Northwestern University. He is the President of Evanston Inventure, an Associate Board Member of the Youth Organization Umbrella, Inc., and serves on the Executive Committee of the Civic Federation of Chicago.