

Prevailing Trends in Retail: Panelist Bios

Garritt R. Bader, Principal | GB Real Estate Investments, LLC

Garritt is the Principal with GB Real Estate Investments, LLC, a Wisconsin-based real estate development company. Green Bay-native Garritt R. Bader founded the company in 2007, and since then has developed over \$30 million worth of retail, restaurant and urban mixed-use projects throughout the state. He has also consulted on and/or brokered deals for clients whose developments have surpassed \$50 million. Garritt graduated from Marquette University with a Bachelor's degree in Civil Engineering and a minor in Business Administration, and from the University of Florida with a Master's degree in Business Administration – Real Estate. Garritt is a licensed real estate broker and volunteers for several civic and business organizations whose missions foster economic development.

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Matt Berres, Vice Chairman, Net Lease Capital Markets | NEWMARK

Matt Berres is a Vice Chairman with Newmark's Net Lease Capital Markets group, a select team of Capital Markets professionals who specialize in the sale, purchase and recapitalization of net leased retail, industrial, medical, government and office properties throughout the United States. Newmark's Net Lease Capital Markets offers an array of core services, including net lease disposition and acquisition advisory, 1031 exchange transactions, sale-leasebacks, portfolio analysis, valuation analysis, market and demographic evaluation, build-to-suit and capital markets consultation.

Mr. Berres brings to Newmark more than 15 years of expertise in single-tenant deals. A top producer nationally, Mr. Berres has closed more than 500 sales transactions valued in excess of \$4.5 billion for pension fund advisors, REITs, developers, private high net worth, 1031 exchange and foreign investors.

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Steve Doran, Principal | Galway Companies, Inc.

Galway Companies, Inc. is a diversified investment group focused on the development and acquisition of real estate. The company seeks to acquire high quality assets at a discount to replacement cost. They then improve or develop the assets with hands on management and targeted value add initiatives. The efforts result in stabilized properties that create strong economic assets for communities. Galway's portfolio primarily consists of Retail, Multi-family, and Hospitality assets.

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Mike Fitzgerald, Principal, Director Asset Advisory | Mid-America Real Estate – Wisconsin LLC

Mike Fitzgerald is Principal & Director with Mid-America Real Estate Wisconsin, LLC leading the Asset Advisory Group. Responsibilities include oversight of new business development, anchor leasing, land assemblage, dispositions, and repositioning of retail assets for institutional,

regional, and entrepreneurial ownership structures. Fitzgerald rejoined Mid-America after nearly a decade as Executive Vice President of Leasing and Transactions for Chicago based IRC Retail Centers, a public REIT, where he served as member of the company's executive and investment committee for management of 150+ asset portfolio exceeding \$2.5 billion in value. Primary responsibilities included overseeing the portfolio investment strategy for asset management, new leasing, outparcel optimization, redevelopment, and disposition services. Fitzgerald began his career at Mid-America focused on retail leasing, marketing, and development efforts for power centers to traditional grocery anchored assets for an institutional client base ranging from REIT's, pension funds and life companies to local Wisconsin investors.

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Cory Presnick, Principal | Corta

Cory Presnick has a diverse background in commercial retail real estate development, finance and operations. A graduate from the University of Florida with a Master's Degree in Accounting and CPA designation Cory navigated a career path intent on learning all facets of the commercial retail real estate business. From big four public accounting, to public REIT controllership, on to Chief Financial Officer for family office development he then started his own development company four years ago. As principal for CORTA and CJC Realty Group in recent years he has successfully redeveloped hundreds of thousands of square feet of retail for clients such as Hobby Lobby, Big Lots, Ross Dress for Less, TJX Companies, Five Below, etc. converting vacant or under-utilized boxes to productive mid-box retail destinations primarily in Wisconsin and Michigan. Most notable recent projects are the former Shopko redevelopments in Fond du Lac, Sheboygan, West Bend and actively working projects in Stevens Point and Onalaska. Cory also develops ground up projects in secondary and tertiary Florida markets with recent and current projects including build to suit development for Aspen Dental, Chili's, Chipotle, AT&T and others. His deep and diverse financial background has provided ability to make projects economically viable via unique structures in order to perform for retail clients.

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Moderator: Kevin Schmoldt, Managing Director | NEWMARK

Kevin Schmoldt is Managing Director of Newmark, a publicly traded - full service real estate company. Kevin focuses on retail with a focus on the sale of shopping centers, retail leasing, and advisory services. He has a vast perspective on the market given his daily activities as a broker, experience from all sides of a transaction, and as an active investor for several asset classes including multi-family and industrial. Kevin is a Board Member of CARW and Co-Chair of the annual CARW Retail Event.

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