

Real Estate Trends in Indiana: Great Place to Live, Great Place to Invest

Monday, November 21, 2016 / 3-7pm

Speaker Biographies (Updated 11/11/16)

Where We Live – Residential development—all types and locations

Kelli A. Lawrence, Partner, Cityscape Residential / Kelli has played a key role in the development of approximately 2500 multifamily units, valued around \$400 million, in multiple markets throughout the Midwest. She previously worked in the public sector, serving as the long range planner for the City of Carmel. Kelli received her undergraduate degree from Ball State University and her MBA from the Kelley School of Business at Indiana University. She is Chairman of the Riley Society Advisory Committee of the Riley Hospital Children's Foundation and Treasurer for the Ball State Alumni Council. She is an active member of the Urban Land Institute, Multifamily Product Council (Silver Flight), and serves as the Vice Chair for Mission Advancement for ULI Indiana.

John C. Hart, Jr., President, J.C. Hart / The J.C. Hart Company has been developing, building and managing award-winning apartment communities since 1976. While leading the company as President, John Jr. has served the industry and community through multiple professional and civic roles. He has served on the Boards of the Builders Association of Greater Indianapolis (BAGI) and the Indiana Apartment Association, and was National Director for the National Association of Home Builders from 1991-1993. He was chosen Builder of the Year 1988 by BAGI and was honored with the Association's highest award, the "Mike Boeke Outstanding Service" award in 1997. John also received the Joe Rhodes Memorial Award in 2005 from the Indiana Apartment Association for his years of contribution to the Indiana apartment industry. John, Jr. received his Bachelor of Science in Business Finance from the Indiana University School of Business, Bloomington, Indiana in 1973.

Eric Strickland, Executive Director, Riley Area Development Corporation / RADC's goal is to promote stronger downtown neighborhoods for a better Indianapolis. They are a partner in a multitude of downtown real estate ventures, including residential projects Trailside on Mass Ave and The Davlan in the northeast quadrant, and the St. Clair Senior Apartments and Clifford Corners in the East 10th Street/St. Clair neighborhood. Eric has served RADC as Executive Director since 2013. He previously served for 12 years as a Project Manager at Kite Realty and worked as a civil engineer. He has a B.S. in Civil Engineering from Rose-Hulman Institute of Technology.

Where We Work – Challenges and opportunities in our workforce and the office and industrial sectors

Matt Cohoat, Executive Vice President and Chief Financial Officer, Becknell Industrial / Matt is responsible for capital management and the analysis of capital structure of Becknell Industrial. He also is responsible for all accounting, financial reporting, human resources and risk management. A twenty-year real estate industry veteran, Matt is widely recognized for his management of key banking and institutional investor relationships. Prior to joining Becknell Industrial, Matt served for two years at The Estridge Companies in multiple positions. He also previously served as Executive Vice President and Chief Financial Officer of Duke Realty Corporation, where he was employed for over 18 years. Matt received his Bachelor of Science degree in Accounting from Purdue University and is a Certified Public Accountant. He is Chairman of the Board at Cathedral High School, past Treasurer and current Board Member at United Way of Central Indiana, and is involved with St. Mary's Child Center, Western Golf Association and various youth sports teams.

Katie Culp, Partner, Katz, Sapper & Miller / Katie is a partner in KSM's State and Local Tax Group and serves as president of KSM Location Advisors. Previously, Katie led Cassidy Turley's (now Cushman & Wakefield) national location advisory and incentives practice. She has also led economic development efforts in central Indiana for organizations such as The Indy Partnership/Indy Chamber, Boone County EDC, and the city of Indianapolis. Katie received a Bachelor of Science degree in public policy and a Master of Business Administration degree from Indiana University. She is a member of the Zionsville Redevelopment Commission and teaches youth classes for Second Presbyterian Church in Indianapolis. She has held leadership positions in organizations including Indy Chamber, Develop Indy, Indiana NAIOP Chapter, Indianapolis Symphony Orchestra, and the Indiana Economic Development Association. She also serves as a regular contributor to Inside Indiana Business' Insiders panel.

Richard Horn, President, Strategic Capital Partners (SCP) / Rich's primary focus is expanding SCP's office and industrial footprint in SCP's targeted cities. Prior to SCP, Richard was President of Horn Properties which he created in 2002 to invest in and develop office, industrial, land and senior housing projects. Formerly President of Duke Realty, Richard spent 20 years at Duke where he led the REIT into the Chicago, Minneapolis and St. Louis markets and expanded their presence in Indianapolis, Cincinnati, Columbus, Nashville, Raleigh and other Southeastern cities. Rich received his Doctor of Jurisprudence degree, Master of Business Administration and Bachelor of Science degrees from Indiana University. He has been involved with Goodwill Education Initiatives (GEI), The Excel Center, World President's Organization (WPO), Young Presidents Organization (YPO), Urban Land Institute (ULI), NAIOP, Carmel Dad's Club, United Way, Rebuilding Together and the National Entrepreneurship Foundation.

Where We Spend Our Time and Money – Retail, public, and mixed use development

Eric Gershman, Principal, Gershman Partners / Gershman Partners provides development and management, tenant representation and third party development services for the retail and mixed-use property sectors. Projects have included Greenwood Town Center, The Bridges (Carmel), Hamilton Town Center, the Marott, and the Marietta. Eric's development focus is repositioning and repurposing, helping owners and clients reimagine and capitalize existing properties into distinctive lifestyle centers, cutting-edge corporate space and more. Eric is involved with the Urban Land Institute (ULI) and International Council of Shopping Centers (ICSC). Away from Gershman Partners, he enjoys time with family, tennis & golf, Pacers' basketball and Indianapolis Indians games. Eric is a diehard University of Michigan fan and alumnus and supporter of its Ross School of Business.

Jacque Haynes, CCIM, Executive Vice President, Cushman & Wakefield / Jacque has 26 years of commercial real estate experience. Specializing in landlord/investor representation, she creates value for her clients through development, leasing, asset management, acquisition and disposition of retail shopping centers. Widely recognized for her expertise in the retail sector, she is a regular contributor to Cushman & Wakefield's State of Real Estate and other real estate events. Jacque's professional affiliations include Certified Commercial Investment Member (CCIM), Indiana Commercial Board of REALTORS® (ICBR), and International Council of Shopping Centers (ICSC). She is a member of the ULI Indiana Advisory Board and serves as Co-Chair of its Women's Leadership Initiative.

Ersal Ozdemir, President and CEO, Keystone Construction and Keystone Realty Group / Ersal provides overall vision and leadership to the Keystone companies, which offer real estate development, construction and management services across multiple property sectors, including mixed use. Recent projects include the Olivia on Main (Carmel), the Butler University Multipurpose Parking Garage Facility, the Illinois Building, and multiple Indianapolis charter schools. Ersal graduated from Purdue University with a bachelor's degree in Civil Engineering and is also a graduate of the Stanley K. Lacy Executive Leadership Class XXVIII. He is also the Owner of Indy Eleven, Indianapolis' professional soccer team. Ersal has served on multiple boards including the North American Soccer League, Executive Committee; Indiana Chamber of Commerce; Indy Chamber, Executive Committee; University of Indianapolis; Indianapolis Museum of Art, Board of Governors, Secretary and Executive Committee; and the Palladium Center for the Performing Arts, Executive Committee.