

9th Annual Illinois Financial Forecast Forum Speaker Biographies

Rick Mattoon

Senior Economist – Chicago Federal Reserve

Rick Mattoon is a senior economist and economic advisor in the economic research department of the Federal Reserve Bank of Chicago. Mattoon's primary research focuses on issues that face the Midwest regional economy. Mattoon began his career at the Chicago Fed in 1990. In 1997, he left the bank to serve as a policy advisor for economic development, energy and telecommunications to the Governor of Washington. He later served as director of policy and legislation for the Washington Utilities and Transportation Commission. He returned to the bank in 2001.

Mattoon's work has appeared in the National Tax Journal, State Tax Notes, Public Choice and Society. He is the co-author of a chapter on state and local governments and the national economy in the Oxford Handbook of State and Local Government Finance.

Mattoon serves on the Board of the Chicago Manufacturing Renaissance Council, the Advisory Committee to the Chicago Workforce Investment Council, the pension committee of the Civic Federation and is a member of the Joint Advisory Board of Economists to the Governor of Virginia. He also serves as a lecturer at the Kellogg School of Management at Northwestern University.

Mattoon received a B.A. from Kenyon College and an M.A. from the University of Chicago.

Paula Hewson

Assistant Village Manager - Village of Schaumburg

Paula Hewson is the Assistant Village Manager for the Village of Schaumburg and has been in this position for the past six years. She shares responsibility for supervision of the 10 departments with the Village Manager overseeing HR, IT, Finance, Transportation and, Community Development. Prior to this position, Paula has served the village as Sr. Assistant to the Village Manager, Assistant to the Village Manager, Acting Planning Director and Planner. She has over 20 years of experience in local government.

Paula has a Bachelor of Environmental Studies in Urban and Regional Planning from the University of Waterloo, Canada and a Master's Degree in Public Administration from University of Western Ontario, Canada.

Erika Storlie

Deputy City Manager – City of Evanston

Erika Storlie has been the Deputy City Manager for Evanston, IL since 2013 and has worked for the City in various assignments related to citizen engagement and technology since 2004. Long an advocate for transparency, innovation, and improving local government for everyone, Storlie strives to inspire others to create livable communities that focus on economic sustainability, racial and gender equity, inclusivity and resiliency.

Storlie has a Bachelor's Degree in Organization Behavior from Northwestern University and a Master's Degree in Public Administration from Kent State University.

Christian Beaudoin

Director, Research & Strategy – JLL

Christian Beaudoin is the Director of Research and Strategy for JLL in the Central U.S. He manages a team of research analysts covering market dynamics in office, industrial, and retail properties. He drives industry-leading research and analysis on economics, real estate development, and market conditions. He has contributed to several publications on real estate strategy and trends, including JLL's 2013 and 2015 Global Real Estate Surveys.

At JLL, Christian has served as a National Director in JLL's Project & Development Services business. He led a team of over 40 people, delivering capital projects globally for some of our largest corporate and private clients. He also served as Research Director for our Corporate Solutions business, with a focus on corporate strategy and global growth opportunities.

Prior to joining JLL, Christian was a program manager and director of research and strategy at Siemens Corporation, reporting directly to the CEO of the Americas. Earlier in his career, he worked in asset management at Starwood Capital (ST Residential), and was a consulting structural engineer managing the design and development of large-scale construction projects around the world.

Christian is a volunteer build leader and local board member with Habitat for Humanity. He is also a director serving on the board of Urban Gateways.

Christian holds a BS and MS in Civil Engineering from the University of Illinois, and an MBA from the University of Chicago. He is a licensed Professional Engineer and licensed Structural Engineer.

Aleks Granchalek

Managing Director - Fifth Third Securities

Aleks Granchalek specializes in financing for local governments and non-profits. His insights and skills are derived from a combination of front-line service provision, government budgeting and investment banking. Aleks brings unique perspective from his valuable experience in government service with the City of Annapolis, Maryland, City of Evanston, Illinois and the Federal Emergency Management Agency. In addition, Aleks worked in Moody's Investors Service Chicago office where served as a state lead and was a member of Moody's national rating committee. Aleks holds his Series 7, 50 and 63 licenses and has an MPA from American University.

Jennifer Tammen

Municipal Advisor/Principal - Ehlers

Jennifer joined Ehlers in 2014 after serving as Principal and Owner of THE TAMMEN GROUP, a real estate development consulting and public affairs advisory firm. She has over 17 years of experience representing developers, property owners, and quasi-public agencies on matters related to zoning and entitlements, planning, economic development, tax increment financing (TIF), deal structuring, and early-stage project management for multi-family housing, mixed-use retail, municipal buildings, and real estate related policy matters. She is responsible for the approval of over \$800MM in new real estate development projects and business retention and more than \$50MM in TIF and other financial subsidies.

Ms. Tammen has served as a consulting Planning Project Manager for the Public Building Commission of Chicago, Director of Planning for Norwood Builders, and Redevelopment Project Manager for the Village of Oak Park. She is a regular lecturer on Development Negotiation for the College of Urban Planning and Public Affairs at the University of Illinois at Chicago. She has spoken to various groups including the Illinois Tax Increment Association (ITIA), the International Council of Shopping Centers (ICSC), the Council of Development Finance Agencies (CDFA), and Stanford University's Graduate School of Engineering. She currently serves on the Board as Treasurer of the Ely Chapter of Lambda Alpha International and is on the IL Governmental Relations Committee for ICSC. Ms. Tammen holds a Master of Urban Planning and Policy from the University of Illinois at Chicago and a B.A. in Political Science from DePaul University.

Stephen B. Friedman

President - SB Friedman Development Advisors

Steve Friedman, FAICP, CRE - President is founder and president of SB Friedman Development Advisors, and brings over 40 years of experience in real estate and development advisory services. He is both a planner and real estate analyst, bringing a perspective on development sharpened by a concern for the creation of good communities ("place-making") and the need for economic feasibility. Steve and his team focus on formulating redevelopment strategies and public-private partnerships for development using Tax Increment Financing, Business Districts, Special Service

Areas, and New Markets Tax Credits for a wide range of projects. These include mixed-use projects, community facilities, downtown redevelopment, transit-oriented development, waterfronts, industrial expansions/ revitalization and airport collateral development. Steve is registered with the SEC as a Municipal Advisor, and is a Counselor of Real Estate (CRE), a member of the College of Fellows of the American Institute of Certified Planners (FAICP), and a full member of the Urban Land Institute (ULI), where he has served in District Council and national leadership positions. He is also a director of The Civic Federation and of Family Focus. In 2013, Steve received the James Felt Creative Counseling Award of the Counselors of Real Estate for his development advisory role on The Shops and Residences of Uptown Park Ridge project. Steve holds a B.A. from Goddard College in Vermont and an M.S. in Urban and Regional Planning from the University of Wisconsin at Madison.

C. Kelly Cofer
President & CEO - The Retail Coach

C. Kelly Cofer leads The Retail Coach with more than 29 years of experience in all aspects of retail real estate and economic development. Mr. Cofer's professional background encompasses market research and site selection, advisory and leasing services, and property brokerage and development for leading national and regional retailers and restaurants in cities throughout the United States. Mr. Cofer has earned the prestigious Certified Commercial Investment Member (CCIM) designation from the Chicago-based Commercial Investment Real Estate Institute and attended the Economic Development Institute at the University of Oklahoma. Industry organizations tapping Mr. Cofer's expertise as a speaker and instructor include the International Council of Shopping Centers, Tennessee Municipal League, Texas Municipal League, Texas Economic Development Corporation and Illinois Municipal League and Economic. Mr. Cofer holds a Bachelor of Science degree from Texas A&M University.

Carl Woodward
CPA - Woodward & Associates, Inc.

Carl is the owner of a CPA firm that specializes in automotive dealerships. He has been an automotive accounting specialist for over 30 years, prior to that he held the position of Office Manager/ Controller / CFO at a new vehicle dealership. He is also currently a Dealer / Owner of an automotive dealership. His accounting firm has served over 300 dealerships nationwide including over 100 in Illinois.

Mr. Woodward's knowledge and expertise include areas such as Dealership Consulting, Valuations and Appraisals, Theft Studies, Compensation Consulting and Purchase and Sale of Dealerships. Carl has also served as an expert witness in over 20 legal cases.

Mr. Woodward co-authored the *Automotive Accounting Manual* for the American Institute of CPA's and currently publishes a monthly newsletter that is received by over 700 automotive dealers and managers. The *Powersteering* newsletter focuses on economic and financial information important to the automotive industry.

Carl is a graduate of the University of Illinois and is a member of the Illinois Certified Public Accountants, American Institute of Certified Public Accountants and the Auto CPA Group of which he is a past Chairman.

Mike Wojcik

Senior Vice President, Principal - The Horton Group

Mike is Senior Vice President and a Principal of The Horton Group, one of the region's largest privately-held insurance agencies specializing in Insurance, Risk Advisory and Employee Benefits. He joined Horton in 1989 as one of the founding partners of their benefit consulting and brokerage division. He is recognized as a thought leader in his industry.

Mike earned his Bachelor's degree from Roosevelt University and an MBA from Lewis University. He received his Certified Financial Planner (CFP®) designation from the American College and is a Chartered Life Underwriter (CLU). Mike is currently enrolled in the Certified Employee Benefit Specialist (CEBS) program at the Wharton School of the University of Pennsylvania

Mike has served on numerous advisory boards for insurance carriers and related healthcare industries. He is Co-Chair of the Illinois Independent Agents Working Group and as a result, testified several times to state legislative committees and co-authored several white papers on healthcare reform. He has served on the Governance Board of Advocate South Suburban Hospital for the past 10 years and Chaired for three. He speaks regularly on the subject to community, business and legislative leaders.

At the national level, Mike is regarded as an industry expert. Mike is past chairman of the Big "I" National Health Care Task Force in Washington D.C. and now serves as the association's Health Care Liaison which supports their government affairs efforts on healthcare reform. The Big "I" is the nation's oldest and largest national association representing 250,000 insurance agents and brokers and their employees.

Sarah McKee

Vice President - GovHR USA

Sarah McKee has extensive experience as a local government manager and in non-profit management. She is a Vice-President with GovHR USA, based in Northbrook, IL. She has conducted various searches for the firm in Illinois, Indiana, Colorado and West Virginia. She has also conducted organizational analysis and classification and compensation studies for the firm.

Sarah has been a City Manager in Johnstown, OH (5,500) and Rolling Meadows, IL (25,000). Before that, she served in various positions, including the Director of Public Works, for Paducah, KY.

Sarah also has in non-profit management, having served as the first Executive Director of the Issaquah Highlands Community Association. Issaquah Highlands is an award winning, large scale master planned, built green urban village located just east of Seattle, WA. The community association is responsible for the governance and management of over 4,000 housing units as well as commercial (including a hospital campus) and retail spaces with 1500 acres of open spaces with 22 parks, soccer fields, dog parks, sport courts and play areas.

Ms. McKee holds a Master's Degree in Public Administration with an emphasis in organizational management and a Bachelor of Science degree in Business Administration with an emphasis in Management from Murray State University, Murray, KY.

Ben Gehrt
Attorney - Clark Baird Smith

Benjamin Gehrt is a Partner in the law firm Clark Baird Smith LLP, where he focuses his practice on traditional labor law and employment litigation. He has experience in grievance and interest arbitration cases, contract negotiations, and unfair labor practice charges. Ben also represents clients in EEO and wage-hour litigation.

Ben has represented public and private sector clients in contract negotiations and interest arbitration. In those settings, he has helped clients obtain significant cost savings through changes in staffing levels, wage schedules, retiree insurance benefits, sick leave buyback benefits, and work rule changes, among other things.

Additionally, Ben has developed a niche practice at Clark Baird Smith LLP, counseling the firm's clients on a wide variety of wage and hour issues under both state and federal law. In addition to handling the traditional wage payment questions that arise with private sector businesses, Ben is skilled at answering questions that are unique to the public sector, such as questions about compensatory time, 7(k) work periods, pay for canine handlers, and duty shift trades, to name a few.

Ben was selected to the 2016 Illinois Rising Stars list. Only 2.5% of all attorneys in the State of Illinois were selected.