

# 10<sup>th</sup> Annual Illinois Financial Forecast Forum

## Speaker Biographies

### *Jason Anderson*

#### **Economic Development Director, City of Rochelle**

Jason Anderson is a 1979 graduate of Texas A&M University where he earned a Bachelor of Business Administration Degree in Management. Upon graduation he became an Administrative Analyst for the Conoco Oil Company in Houston, Texas. In 1982 he joined the Crest Foods Management Team in Ashton, Illinois where he was the Director of Operations until August of 1999. From September of 1999 until January of 2005 Jason served as the Northern Illinois Regional Director for United States Senator Peter G. Fitzgerald.

Over the past 14 years, Jason has served as the CEO of the Greater Rochelle Economic Development Corporation and Economic Development Director for the City of Rochelle, Illinois. During his tenure with the City of Rochelle, he has been directly involved with attracting fifteen new industries, three data centers and seventeen plant expansions. The capital investment of these developments exceeds \$1.2B creating over 2,000 new jobs. Jason has gained a reputation as a champion for industrial development in rural America. He often speaks at economic development forums about the successes the City of Rochelle (pop 9,457) has had in attracting new industries to this rural community.

Jason and his wife Martha live in rural Grand Detour, Illinois. They are the parents of two grown daughters: Erika, a recruiter with the Associated General Contractors of Colorado in Denver, Colorado and Natalee is a 6th grade school teacher and coach in Mesa, Arizona.

### *Dr. Laurie Borowicz*

#### **President, Kishwaukee College**

Dr. Laurie Borowicz serves as the 5th President of Kishwaukee College. She began her presidency in January 2016, in the midst of the state of Illinois budget crisis. The financial challenges, declining enrollments, and changing landscape of higher education continues to allow Dr. Borowicz to demonstrate transformational leadership.

Before coming to Kishwaukee College, Dr. Borowicz was the Vice President of Student Services at Northcentral Technical College (NTC), in Wausau, Wisconsin. With a 16 year career at NTC, she held two earlier positions at the college, both of them focusing on programs and partnerships with local K-12, higher education, and workforce development partners. Prior to entering higher education, she served as a high school guidance counselor and county social services specialist. Dr. Borowicz has demonstrated a commitment to diversity and helping others achieve their personal and educational goals throughout her professional career.

Dr. Borowicz holds a Bachelor of Science in Retailing from the University of Wisconsin – Madison; a Master of Science in Guidance and Counseling from the University of Wisconsin – Stout; and a Doctorate of Education in Higher Education Leadership from Edgewood College, Madison. Her doctoral dissertation was an examination of Leading Organizational Change.

## *Ranadip Bose*

### **Senior Vice President, SB Friedman Development Advisors**

Ranadip is a real estate development advisor dedicated to the creation of high-quality urban environments. As a Senior Vice President at SB Friedman Development Advisors, he leads the practice areas focused on real estate market analysis, development impacts of transportation investments, and value capture financing of infrastructure. Ranadip's experience includes crafting a development strategy for the lakefront area in downtown Cleveland and the market analysis and debt restructuring analysis for the former Michael Reese Hospital site in Chicago. He is currently working on a financial and implementation plan for the Village of Schaumburg to realize a mixed use economic center on the former 200 acre Motorola headquarter site in Schaumburg, Illinois.

Ranadip has a Master's degree in Urban and Regional Planning from the University of Illinois at Urbana-Champaign and a Bachelor's in Architecture from Jadavpur University, India. He is a member of Urban Land Institute, the American Planning Association, and Lambda Alpha International, the honorary land economics society.

## *Dr. David Boulay*

### **President, Illinois Manufacturing Excellence Center**

Dr. David Boulay is President of the Illinois Manufacturing Excellence Center (IMEC), a public-private partnership with the mission to drive growth through enterprise excellence. In this role, Boulay focuses his passion at the intersection between economic development, workforce development, and manufacturing competitiveness. With over twenty-five years' experience in manufacturing, university, and non-profit settings, he brings a broad understanding to his work.

Prior to joining IMEC, Boulay held leadership positions with several manufacturing companies, primarily in the food industry. He also worked at The Ohio State University and served as Deputy Director at North Carolina State University's Industrial Extension Service.

Boulay holds a Ph.D in Workforce Development and Education, an M.B.A., and a B.S. in Operations Management. In pursuing his Ph.D., David concentrated his research in two areas; career pathway models and high performance work practices in small and mid-sized enterprises.

# *Stephen B. Friedman*

## **President, SB Friedman Development Advisors**

Stephen B. 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.

# *Benjamin 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.

## *Dr. Greg Kuhn*

**Assistant Director, Public Management and Training,  
NIU Center for Governmental Studies  
Adjunct Faculty, NIU and Adjunct Lecturer Northwestern University**

Dr. Kuhn has over 36 years of combined experience in government administration, consulting, research, and academics. In addition to serving at CGS for good portions of his career, Greg has also served in city management assignments as Village Manager in Clarendon Hills and Assistant to the Manager in Skokie, both Illinois communities in the Chicago area. Greg has also provided organizational and leadership assistance services to governments on a consulting basis as a member of the Center for Governmental Studies, as well as Director of Local Government Management Services at Sikich, LLP, as Managing Vice-President of the PAR Group Ltd., and, as a Sr. Associate in Governmental Services at Korn-Ferry International.

Dr. Kuhn specializes in urban management and public policy formulation assistance, strategic planning, organizational development and design, and leadership training. He serves as a lecturer/adjunct faculty member in NIU's Dept. of Public Administration and Northwestern University's SPS Graduate Program in Public Policy and Public Administration and has been recognized with teaching awards at both schools. His academic training includes a Master's degree in Public Administration and a Ph.D. in Public Administration/Political Science/Public Policy, both from Northern Illinois University, and a Bachelor's degree from Marquette University in political science. In his spare time, Greg is active in his community serving on Clarendon Hills' Plan Commission and Zoning Board of Appeals for the past 24 years, including current service as the Commission's Chair.

## *Keith E. Lord*

**President, The Lord Companies LLC**

Since 1986, Keith Lord has served as President and General Partner of The Lord Companies, LLC, a diversified real estate corporation with consulting, brokerage and development divisions specializing in urban infill and adaptive re-use brokerage, design, and development. The Companies' clients range from developers, Fortune 500 corporations, banks, law firms, private individuals, and the City of Chicago. In 2004, Keith Lord, along with Scott Fithian, were named the City of Chicago's "Top Retail Leasing Owner's Representation Brokers" by the Commercial Forum Awards. In 2012, he received the Top Producer Gold Sales Award by Chicago Commercial Forum for investment sales. In 2015 The Lord Companies, LLC received Chicago Commercial Forum Awards for most retail rental leases and most gross square footage leased. In 2016, they repeated as the top retail brokers in Chicago for most retail leases and gross square footage. The Lord Companies, LLC is the first brokerage firm to win these awards two years in a row.

In 2009, Mr. Lord was a founding partner of Lord Financial Advisors, LLC for which he is currently the President and Manager. Lord Financial Advisors provides distressed asset consulting and disposition services to financial institutions including banks, credit unions, insurance companies, private equity firms.

Mr. Lord has been the President of Retail Brokers Network which has 58 independent commercial retail real estate offices in 40 states, including 1 office in Canada. The RBN has over 700 brokers in North America, providing local expertise to retailers, developers, and investors.

Prior to The Lord Companies, Mr. Lord developed real estate for The Trammell Crow Company, which, at the time, was the largest real estate company in the country. In 1985, Mr. Lord was an investment banker for Lehman Brothers based in New York and Chicago. His focus was on institutional fixed income and real estate and mortgage-backed securities.

From 1984 to 1985, Mr. Lord attended the Kellogg Graduate School of Management at Northwestern University in Chicago, Illinois, where he received Masters Degrees in both Marketing and Finance. Prior to graduate school, Mr. Lord managed a \$45 million division of the Procter and Gamble Company. While at Procter and Gamble, Mr. Lord also served as a Brand Manager and Strategic Brand Introduction Consultant.

## *Mary Ludgin*

### **Managing Director, Head of Global Research, Heitman Financial**

Mary is Heitman's Managing Director, Head of Global Research and an equity owner of the firm. She is a member of the firm's Board of Managers, Global Management Committee, North American Private Equity Valuation Committee, and Private Equity and Debt Investment Committees. She is the author of numerous articles and research studies relating to real estate markets, portfolio management and strategy. Prior to joining Heitman, she was an urban planner for the City of Chicago and she worked in retail site location.

Mary received an AB from Vassar College and an M.A. and Ph.D.+ from Northwestern University. She is a Governing Trustee of the Urban Land Institute and sits on its Global Board of Directors. Mary also chairs ULI's Chicago District Council. Among other professional affiliations, she served two terms on the board of the Pension Real Estate Association and was its president. Mary is also a former president of the National Council of Real Estate Investment Fiduciaries. She was named a fellow of the Homer Hoyt Institute in 2000, is a docent for the Chicago Architecture Foundation and is a member of the board of the Metropolitan Planning Council of Chicago.

## *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.

## *Mike Mallon*

### **Senior VP, Retail Development, Draper and Kramer**

Mike Mallon has a diverse background in commercial real estate with over 30 years' experience in the Chicagoland market. He worked as the Director of Planning and Zoning for Lombard before he became Vice President of Retail at Draper and Kramer. He was the Vice President-Real Estate for the Midwest Region for American Stores (Jewel/Osco) and Safeway (Dominick's). In 2005, he founded Mallon and Associates, Inc., a real estate and development company. The company joined forces with Draper and Kramer in 2012. The privately held company provides a variety of retail services including development/redevelopment, leasing, property management and consulting. Mike has developed over 170 grocery/drug store projects throughout a twelve-state region. He is currently involved with Walmart, ALDI and developing commercial projects in the Midwest.

Mike is a certified CSM, CLS, and was awarded the first Certified Real Estate Executive (CRX) designation with the International Council of Shopping Centers (ICSC) and a CCIM with the Commercial Investment Real Estate Institute. He has served as the State of Illinois Retail Chair, Operation's Chair and the State Director for ICSC. He is been active with the Illinois Chapter of CCIM for years and has held numerous leadership positions including Chapter President. Mike is the former President of the Ely Chapter of Lambda Alpha International and an advisory board member at John Marshall Law School. He serves on the Harold E. Eisenberg Foundation as a mentor and speaker. Mike serves as an adjunct professor at the University of Illinois and is a frequent speaker and contributor on the subject of Commercial Real Estate throughout the Chicagoland. Mike is a graduate of Michigan State University and resides with his family in Wheaton, Illinois.

## *Mark S. Peterson*

### **President& CEO, Intersect Illinois**

Mark S. Peterson has an outstanding background in economic development, financial administration, and high-value fund raising. Prior to accepting the role of President & CEO, Intersect Illinois, Mark served as President & CEO of the Greater Rochester Enterprise (GRE), successfully recruiting scores of new companies, creating thousands of new jobs and more than \$2.5 billion in new investments. Mark has proven himself to be a strong advocate for the communities he serves, building a reputation amongst his colleagues as an exceptional leader and proactive change agent.

Mark is also an award-winning fund-raising executive with an impressive history of garnering substantial monies at several world-class nonprofit organizations, totaling more than \$120 million. A proud alumnus of St. John Fisher College, Mark received his Bachelor of Arts in Political Science in 1983 and went on to earn his Master of Business Administration in Kent State University's Executive MBA Program in 1994. Dedicated to giving back to his community, Mark has served on many community boards and was recently appointed as a member of the Board of Trustees for his alma mater, St. John Fisher College. Mark enjoys playing golf and spending quality time with his wife of 33 years, Kathleen, and their four daughters, Shannon, Megan, Erinn, and Liann.

## *Mike Wojcik*

### **Senior Vice President/Principal, The Horton Group**

Mike is Senior Vice President 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 the 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). He recently received A Professional Certificate in Public Finance from the University Of Chicago Harris School Of Public Policy and 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 currently serves on the Producer Advisory Committee of Anthem Blue Cross Blue Shield of Indiana. Mike is Co-Chair of the Illinois Independent Agents Working Group. He has testified several times to state legislative committees and co-authored several white papers on healthcare reform. He serves on the Governance Board of Advocate South Suburban Hospital for the past twelve years and Chaired for three.

At the national level, Mike is regarded as an industry expert. He is past chairman of the Big "I" National Health Care Task Force in Washington D.C. and now serves as the group's Health Care Liaison which supports their government affairs efforts on healthcare reform. The Big "I" is a national alliance of more than a quarter million business owners and their employees who offer all types of insurance and financial services products.

Mike speaks regularly on the challenges of healthcare to community, business and legislative leaders.