

Stephanie P. May Beaumier '98

CASTO
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Stephanie joined CASTO, a leading private retail real estate organization in Columbus, Ohio, in 2003 as the company's head of Acquisitions. Since starting with the company Stephanie has been very active in implementing the company's growth strategies with the acquisition of over \$650,000,000 in real estate.

Prior to joining CASTO, Stephanie worked as a Real Estate Investment Banking Analyst with Merrill Lynch's investment banking department in New York City. She also worked as an Associate in the retail group at Vornado Realty Trust, one of the largest public mixed-use REITs, leasing super regional malls.

Stephanie is a 1998 graduate of Colgate University in Hamilton, New York with a degree in Sociology and Anthropology and a minor in German.

In addition to her professional accomplishments Stephanie is an avid runner having completed several marathons and currently serves on the Board of Directors for the Columbus Marathon.

Daniel Gluck '00

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Dan Gluck is a partner at Weiss Multi-Strategy Partners, a \$7bn long/short hedge fund based in New York. Dan is the portfolio manager of the firms long/short international real estate fund. He currently manages \$1+billion of real estate securities around the globe.

Prior to his role as the portfolio manager of the firms international real estate investments, he was the senior analyst for the US focused real estate fund which he helped start in 2001 when he joined the firm. He previously worked at The Carson Group, a financial consulting firm, as an analyst in their Capital Markets group.

Dan graduated with a major in religion and a minor in economics from Colgate in 2000.

On Sunday, November 4th, the day after this workshop, Dan will be running in the New York City Marathon. Don't keep him out too late Friday night.

William Hecht '86

Senior Executive Vice President US Leasing
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Bill Hecht is the Senior Executive Vice President of US Leasing responsible for leasing, tenant coordination, and lease administration for 59 centers in the US portfolio. Bill started in the business 20 years ago with Coldwell Banker Commercial Real Estate in New York City. He then went to work with Shopco Management Corporation, New York where his responsibilities included managing the leasing process for 12 regional shopping centers. In 1995, Bill joined the Rouse Company in Columbia, Maryland where he rose to the position of Senior Vice President and Chair of their Leasing Committee.

In 2005, Bill started his own company, Hecht Properties, in Baltimore Maryland, where he used his experience to develop mixed-use properties. Bill is a graduate of Colgate University with a BS in Economics, and NYU with a Certificate in Real Estate.

Doug Hercher '83

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Doug Hercher is a Principal of Sonnenblick-Goldman Company, a leading real estate investment bank. Doug is a Managing Director in its Capital Markets Group, where his responsibilities include originating, marketing and structuring equity, joint venture and fund-raising transactions.

Mr. Hercher joined the firm in 2004, having previously been Managing Director in the Global Real Estate Group of Lehman Brothers, where he oversaw a team of investment bankers focused on raising equity and debt capital for major real estate projects. Before assuming his position at Lehman Brothers, Mr. Hercher was an International Managing Director of Jones Lang LaSalle, a senior member of that firm's Investment Sales and Finance Group and CEO, North America of Jones Lang LaSalle Hotels.

During the past ten years, Mr. Hercher has arranged in excess of \$10 billion of transactions including the sale, acquisition or recapitalization of such properties as The Plaza Hotel, John Hancock Tower (Boston), Four Seasons Hotel New York, Fashion Centre at Pentagon City, One Park Avenue (New York City) and the Regent Beverly Wilshire Hotel. Mr. Hercher's experience encompasses the full range of real estate assets, from office, retail, residential and industrial properties to lodging, resort, self storage and casino properties.

A resident of Westchester County, Mr. Hercher holds a Bachelor degree from Colgate University and an MBA from the Columbia University Graduate School of Business. He is a member of numerous industry groups, including ULI, Lincoln Center Real Estate Council and the Real Estate Roundtable. With 20 years of experience in real estate and lodging finance, Mr. Hercher is a frequent speaker at leading industry events and has contributed to articles in publications such as the Wall Street Journal, New York Times, Hotel Business, Commercial Property News and Real Estate Forum.

Daniel B. Hurwitz '86

President and Chief Operating Officer
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Mr. Hurwitz was appointed President and Chief Operating Officer of Developers Diversified Realty in May 2007. Mr. Hurwitz is responsible for Developers Diversified's core revenue departments, in addition to management of the various disciplines related to the day-to-day operations of the Company. Moreover, he is a member of the Company's executive committee, management committee and chair of the investment committee.

Prior to joining Developers Diversified, Mr. Hurwitz served as Senior Vice President and Director of Real Estate and Corporate Development for Boscov's Department Stores, Inc. Prior to Boscov's, Mr. Hurwitz served as Development Director for the Shopco Group, a New York City-based developer and acquirer of regional and super regional shopping malls.

Mr. Hurwitz is a graduate of Colgate University and the Wharton School of Business Executive Management Program at the University of Pennsylvania. He is a frequent speaker at real estate industry functions, including the International Council of Shopping Centers (ICSC), Urban Land Institute (ULI), The Global Real Estate Institute, The International Mass Retail Association and the University of Florida Center for Real Estate Studies.

Mr. Hurwitz is a member of the Board of Directors of Boscov's Department Store Inc., a member of the Board of Trustees of Hawken School, a member of the Board of Directors of the Network, and Vice Chairman of the Board for Summer on the Cuyahoga, a civic internship program. Professionally, he is a member of ICSC and ULI and serves as a member of ICSC's Open Air Centers Committee. Mr. Hurwitz has also served on the Board of Directors of the Colgate University Alumni Corporation, Colgate University Maroon Council, Berks County Food Bank and the Reading Jewish Community Center.

Lewis A. Hurwitz, Esq.

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Lewis A Hurwitz is a graduate of Colgate University and Boston University Law School. Mr. Hurwitz practices in the area of commercial real estate, zoning and land use. He has extensive experience representing national and regional real estate developers, shopping center developers and major franchises. In addition, Mr. Hurwitz has represented numerous telecommunication companies in the area of zoning and the placement of telecommunication towers and facilities.

Mr. Hurwitz regularly appears before local and state administrative agencies for the purpose of obtaining approvals and ensuring compliance with federal, state and local regulations applicable to real estate development projects. He has provided land use consultation in New Hampshire, Florida, California, and Texas. Mr. Hurwitz also has substantial experience in the area of banking and finance, where he has represented clients in connection with mortgage financing and restructuring. He has also acted as counsel to banks in formation, representing them before the State Banking Commission and FDIC.

Mr. Hurwitz has consulted and advised business clients on corporate issues, including purchase and sale of business and shareholder dispute resolution. He is a member of the Connecticut and American Bar Associations. He has served on the State Bar Judiciary Committee and the State Bar Grievance Committee. Mr. Hurwitz served as an Assistant Connecticut State Prosecutor and as Assistant City Attorney in Milford. He was a Past President of the Walter Camp Football Foundation and is currently involved with the Greater Connecticut Chapter of the National MS Society as a Member of the Comprehensive Care Committee and Chair of the Development Committee.

Mr. Hurwitz is AV Peer Review Rated, Martindale-Hubbell's highest peer recognition for ethical standards and legal ability.

Charles H. May II '65

Senior Vice President - Development
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Charles H. May, II serves as a Senior Vice President – Development of the Company. Mr. May joined the Company in June 2003. Prior to joining the Company, he served as Vice President – Real Estate (2002 – 2003) and Senior Director – Real Estate (1994 – 2002), for Sears Roebuck & Co. Prior to 1994, Mr. May served in various capacities, including Vice President, Secretary and General Counsel, and Senior Vice President – Development, with Homart Development and served as Vice President of Coldwell Banker Commercial Real Estate Group. Mr. May is a member of the ICSC and the Urban Land Institute. Mr. May graduated from Colgate with a BA in 1965 and The John Marshall Law School with a JD in 1968

Matthew V. Stokes (Gettysburg '90)

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Mr. Stokes attended Gettysburg College in Pennsylvania and graduated with a degree in Business Management in 1994. He then worked in residential construction management for a large homebuilder in New Jersey before departing to attend graduate school in Colorado in 1996. Mr. Stokes graduated from the University of Denver in 1998 with dual degrees in Master of Business Administration as well as Master in Real Estate and Construction Management.

In 1998, Mr. Stokes took a construction management position with Hines on a \$500 million project re-developing Aspen Highlands Village in Aspen, Colorado. After four years and the completion of the Highlands project, Mr. Stokes traveled with Hines to a \$450 million master planned golf course community called Palencia in Jacksonville, Florida. After Florida, Mr. Stokes took a Development Manager position with American International Group (AIG), Global Real Estate in Stowe, Vermont on an \$850 million re-development of "Stowe Mountain Resort".

Mr. Stokes returned to Denver, Colorado in 2006 to take the position with Continuum Partners, LLC as Development Director of the \$850 million Belmar project in Lakewood, Colorado. The Belmar project involves the conversion of the former 1.4 million square foot Villa Italia regional mall in Lakewood, CO into a 3.5 million square foot mixed use, pedestrian-oriented downtown district. The project contains numerous LEED buildings. Continuum Partners, LLC are dedicated to creating ecologically sustainable human habitats of extraordinary character and enduring value.

Mr. Stokes now resides in the Wash Park area of Denver and enjoys white water kayaking, running, road biking, snowboarding and generally, all the great things Colorado has to offer. Mr. Stokes has been a member of the Urban Land Institute since 1996.