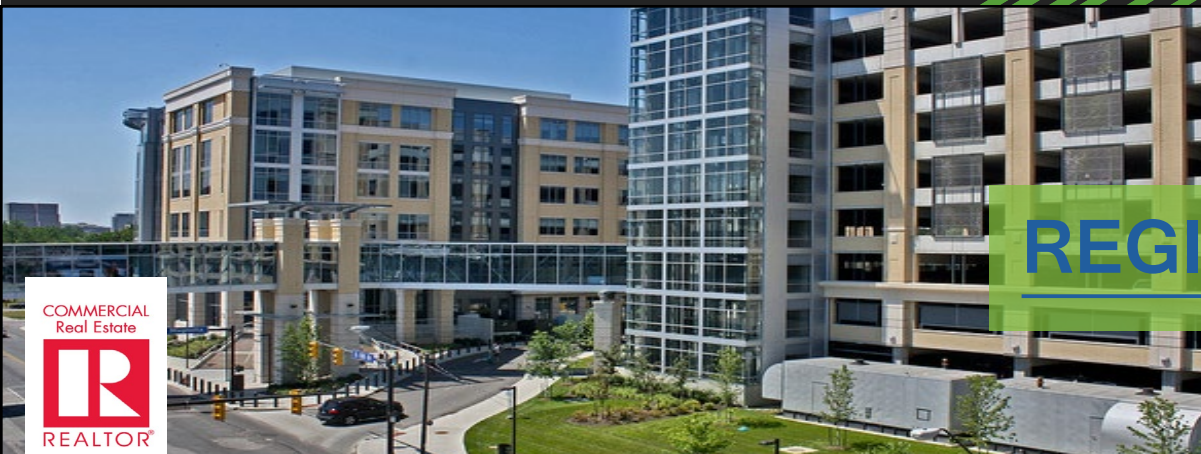


What's Driving Northeast Ohio: Healthcare

Economic Impact on the Commercial Real Estate Industry



REGISTER NOW

3 Hours Real Estate CE

EVENT DATE

Tuesday, November 4th

EVENT DETAILS

St. Michael's Woodside
5025 E. Mill Rd
Broadview Heights
44147

CONTINUING EDUCATION

2:00 PM - 5:00 PM

NETWORKING RECEPTION

5:00 PM - 7:00 PM

REGISTRATION

Members	\$25
Non-Members	\$35

REGISTRATION DEADLINE

October 25th

ACAR OFFICES

CLE: 216-901-0130
AKRON: 330-434-6677

The Akron Cleveland Association of REALTORS® presents:

What's Driving Northeast Ohio is a game-changing educational and networking event that commercial brokers, sales agents, and community leaders won't want to miss.

Topics across the spectrum of commercial real estate will be presented by industry experts and influencers.

Topics to Include:

- ➔ Healthcare's economic and development impact
- ➔ Leveraging healthcare start-ups, spin-offs, and supply chains
- ➔ Medical facility management and property management
- ➔ Brokerage services and healthcare facilities as investment instruments
- ➔ The connected nature of real estate development on the healthcare industry
- ➔ Using mixed-use development to generate vital and viable communities
- ➔ Building strategic real estate partnerships to improve quality of life

The three-hour continuing education session will be followed by a two-hour networking reception, and happy hour.

KEYNOTE SPEAKER:



Maria Schimer J.D.
General Counsel
NEOMED

Serving as the general counsel for the Northeast Ohio Medical University (NEOMED) Maria is the Ohio Assistant Attorney General representing the University. Maria has been involved with many aspects of the \$130mm master expansion plan and will relate this project to other campus and health facility projects.

DISTINGUISHED PANELISTS:

MidTown Cleveland/Healthtech Panel:

Jim Haviland
Executive Director
MidTown Cleveland
Jeff Epstein
Director
Health Tech Corridor

Wesley E. Finch
Chairman
The Finch Group

Broker Panel:

John Poulos
Senior Managing Director
CBRE

Robert C. Nosal
Executive Managing Director
Newmark Grubb Knight Frank

Randy Ruttenberg
Principal
Fairmount Properties

What's Driving Northeast Ohio: Healthcare

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Wesley E. Finch

Chairman, The Finch Group

Mr. Finch is the Founder and Chairman of The Finch Group ("TFG"), which was originally organized in Boston, Massachusetts in 1981 and subsequently relocated to Boca Raton, Florida in 1997. TFG controls a group of associated single-purpose entities, each of which handles an aspect of the development, ownership and/or management of: (1) condominiums; (2) government assisted, affordable and/or market rate multifamily residential rental properties; (3) hospitality properties; or (4) commercial properties. In 1992-93, he was a member of President Clinton's Transition Team and has also served on task forces appointed by President Reagan and the first President Bush

Jim Haviland

Executive Director, MidTown Cleveland

The last eight years have seen Cleveland's Midtown district, a two-square-mile corridor east of downtown that is dominated by aging industrial and commercial properties, infused with a new excitement. Businesses are expanding in the district instead of fleeing, property owners are renovating aging structures and developers are putting up new buildings, all betting that Midtown once again will be a thriving commercial district. A large share of the credit for the transformation goes to Jim Haviland and MidTown Cleveland Inc., the nonprofit business development group he runs that is focused on the area between downtown and the Cleveland Clinic.

Jeff Epstein

Director, Health Tech Corridor

As the first director of the Cleveland Health-Tech Corridor, Jeff Epstein has spent his first five weeks on the job getting to know the 1,600-acre neighborhood in midtown Cleveland he's been charged with, taking stock of current stakeholders in the territory and developing plans to attract new business. Epstein joined MidTown Cleveland as HTC's first director from his job as vice president of development at The Coral Co., where he oversaw development of mixed-use projects, managed acquisitions and capital transactions and consulted to governmental agencies and nonprofits.

John Poulos

Senior Managing Director, CBRE

Manages the Cleveland Clinic relationship, whereby CBRE provides facility management, lease administration, real estate tax administration, project management and transaction management services for approximately 4.4 million SF of medical office, outpatient clinic, surgical, emergency, administrative and data center space.

Robert C. Nosal

Executive Managing Director, Newmark Grubb Knight Frank

As Executive Managing Director, Bob Nosal oversees the operations of one of the company's most consistently performing districts. His responsibilities include managing, recruiting, maintaining and servicing the office's existing accounts, and marketing the company's real estate services to prospective clients. With more than 28 years of experience in the sale and leasing of office properties and tenant representation, he handles transactions for clients on a selective basis.

Randy Ruttenberg

Principal, Fairmount Properties

Randy has 28 years of experience in commercial and residential real estate throughout the country. He spent 11 years prior to founding Fairmount Properties LLC as Director of Leasing and Development at Developer's Diversified. Ruttenberg oversees all of Fairmount Properties' new project initiatives, acquisitions, leasing, and marketing.

Tuesday, November 4th

2:00 PM - 7:00 PM

PLANNING COMMITTEE

David Browning

Jack Harig

Ed Jesson

Howard Lichtig, SIOR

Emily Krumlauf

Jack Marsillo

John Mogen

Sandy Naragon, RCE

Pamela Sayre

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