



Wendy Timm, CRE, CCIM, MAI
Executive Vice President



CONTACT

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CAREER SUMMARY

Ms. Timm is a real estate industry leader with advanced expertise in owner representation and advocacy from start to finish and in all aspects of real estate ownership and investing, including asset acquisition and development, partnership structure and management, designing and procuring debt and equity financing, valuations and appraisals. Her professional experience extends to advisory and consulting services, as well as brokerage and transaction services.

Prior to joining EVS, Ms. Timm was the COO/ CFO and Principal for Conrad Properties Corporation where she led all finance, investment and sales activities for the firm. She was instrumental in developing several urban infill developments, primarily high-rise residential condominiums and apartments, mid-rise office parks, and mixed-use office and commercial developments. Ms. Timm is currently a development consultant in mixed-use and age-in-place housing for seniors. Total career development, financing, investment and brokerage transactions exceed \$1.2 billion.

BUSINESS ORGANIZATIONS

Commercial Real Estate Institute (CIREDI), of the National Association of Realtors
Counselors of Real Estate (CRE)
Missouri Growth Association, former president
National Network of Commercial Real Estate Women (NNCREW)
CREW – St. Louis, former president
Urban Land Institute, corporate member

PROFESSIONAL DESIGNATIONS

MAI – Member Appraisal Institute
CCIM – Designated member of National Association of Realtors
CRE – Counselors of Real Estate
Licensed Broker State of Missouri

COMMUNITY ORGANIZATIONS

Enterprise Bank & Trust, advisory board member
St. Louis Development Corporation (SLDC), board member
St. Louis Land Clearance Authority, commissioner
St. Louis Planned Industrial Expansion Authority, chairperson
St. Louis Enhanced Enterprise Zone, commissioner
St. Louis University Urban Planning and Development Advisory Board

EDUCATION

Bachelor of Science in Finance, University of Illinois
Emphasis in Real Estate and Urban Economics

Honors

*CREW-St. Louis
Lifetime
Achievement
Award 2018*

*Midwest Real
Estate Hall of
Fame 2014,
Midwest Real
Estate Journal*

*Most Influential
Business Woman,
St. Louis Business
Journal, 2004*



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Mr. Michael Christensen, CRE®

Practice Focus: Residential and commercial valuation product development and counseling.



President

Michael H. Christensen & Associates, Inc.



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Chapter Affiliation

Utah

RESUME & PROFILES



RESUME

- [A Closer Look](#)

Formally established in 1994, this professional firm has provided local, regional, national, and international real estate valuation and counseling services to investment, government, regulated banking, business, educational, religious, and professional sectors of the global markets. From the most basic residential evaluation report to the most complex commercial issue that needs tackling, excellent counseling and servicing is provided through well-reasoned, educated, experienced perspectives, and professionally qualified interaction with each client to ensure their unique needs are met every time.

- [Experience](#)

- Professional Disciplines
 - [Advisor](#)
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- Areas of Expertise
 - [Acquisitions](#)
 - [Arbitration/Alternative Dispute Resolution](#)
 - [Dispositions](#)
 - [Eminent Domain/Condemnation](#)
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 - [Litigation Support](#)
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 - [Non-Profit Consulting](#)
 - [Tax Consulting](#)



- Property Types
 - Other: Government, Nonprofit
 - Residential
- Markets Served
 - Metro Areas
 - Salt Lake City (UT)

 - State
 - All U.S. Markets

 - Country
 - Australia
 - Australia-Oceania
 - New Zealand
 - Northern America
 - United Kingdom
 - Western Europe

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Mark Reiling joins Schafer Richardson as Partner and will lead its Real Estate Investment Trust

January 10, 2017

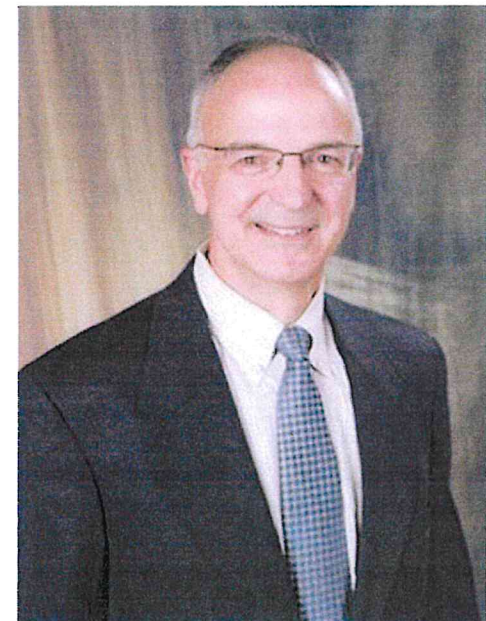
Schafer Richardson, Inc. announced today that Mark W. Reiling, CRE, SIOR has joined the firm as Partner. His primary role as President will be to oversee and direct SR Realty Trust, Inc., a private equity real estate investment trust, focused on the acquisition of income-producing properties located in Minneapolis and the Upper Midwest. Mark has more than 35 years of commercial real estate investment, finance, development, sales, leasing, management and consulting experience. Most recently, Mr. Reiling held the position of Chief Investment Officer for IRET Properties, and prior to that, was with Colliers Towle Real Estate Company and its successor companies for 29 years, 17 of them as President. He began his career at Citicorp Real Estate, Inc.

Mr. Reiling holds a BBA in Finance from the University of Notre Dame. He also holds the CRE designation from the Counselors of Real Estate and SIOR designation from the Society of Industrial and Office Realtors. Mark is also the 2016 NAIOP Minnesota Chapter President and a licensed real estate broker in the State of Minnesota. Mr. Reiling is also a member of the Urban Land Institute and Young Presidents Organization. Mark has also served as a member on Sunrise Bank's Board of Directors since 1985.

"We are excited to have Mark Reiling join our firm," stated Brad Schafer, CEO of Schafer Richardson. "We have known Mark for a long time, have completed two joint ventures with him during his time with IRET, and we value his integrity. Mark will guide the direction of SR Realty Trust, manage portfolio growth and focus on increasing net operating income. We value his experience in successfully leading a large, full-service real estate company, as well as his investment track record."

About SR Realty Trust, Inc. (SRRT)

SRRT is a real estate investment trust (REIT) sponsored by Schafer Richardson, and was founded in 2014. The REIT currently owns 14 properties and minority interests in five other properties, primarily located in the Minneapolis and Omaha metropolitan areas. The company holds its assets through an operating partnership which it controls as General Partner and is organized as an Umbrella Partnership Real Estate Investment Trust (UPREIT). The Company uses this structure to facilitate the acquisition of commercial real estate properties on a tax-deferred basis for the transferring property owner.



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Dana Rowan, CRE

MANAGING PARTNER, THE EXETER COMPANIES

Dana Rowan has over 40 years of real estate experience working on investment, development and advisory projects. He has particular expertise repositioning value-add properties; master planning and developing large urban and exurban land assemblages, restoring and creatively redeveloping select historic properties and developing attractive waterfront projects.



aging and obsolete maritime industrial districts. During real estate down cycles, Dana has extensive experience working out, restructuring, recapitalizing and disposing of large portfolios of distressed real estate assets involving all product types. During up cycles, Mr Rowan typically engages in a more conventional array of real estate business activities including acquiring medium to large commercial assets; leading the asset management operation and portfolio strategy of large multi-billion real estate private equity funds and running disposition programs for portfolio assets that have achieved their investment objectives.

Since 2003, Mr. Rowan has served as Managing Director of The Exeter Companies (TEC). During this twelve year period Dana has formed three ventures. The first was with a New York based hedge fund (XE Capital) to help the firm acquire large scale real estate assets in Eastern Europe and India. The second was with a Greenwich-based (CT) hedge fund to structure and launch a real estate arbitrage investment fund targeting single tenant triple-net assets with weak credit tenants that could be credit enhanced very profitably using CDS derivatives. The third venture was formed with Paradigm Properties (dba Paradigm-Exeter Advisors) focusing on working out, restructuring, recapitalizing and disposing of distressed assets for both debtors and creditors. During the venture, Dana established and managed a strategic relationship nationally with Bank of America working out B of A distressed and underperforming hotel properties across the US. Prior to running TEC, Mr. Rowan served as head of asset management and dispositions for New Boston Fund; head of real estate workout and restructuring for both Resolution Capital Corporation and The Recovery Group (now operating as CRG/Deloitte) during which he worked out and disposed of \$3.5 billion of distressed; and as an investment manager in Prudential's Acquisition and Sales Group, originating and managing roughly \$500 million of equity transactions annually in the Northeast and Mid-Atlantic states.

Mr. Rowan has also served in a leadership capacity in the real estate industry and in academic institutions. He is the past national chairman and director emeritus of NAIOP, a founder and past director of NAIOP's Research Foundation; an active member of the Urban Land Institute, the Real Estate Finance Association and the Real Estate Investment and Advisory Council. Dana is also the recent Chair of the Trustees of the Boston Architectural College and now serves as an adjunct professor in the college's Real Estate Development graduate program. Mr. Rowan is a member of the Harvard Alumni Real Estate Board, a recent director of the

Harvard Alumni Association, a former Chairman of the Harvard Kennedy School's global alumni association and a recent member of the Dartmouth Alumni Council. Mr. Rowan holds a BA in Geography and Environmental Studies from Dartmouth College, an MPP in Finance and Urban Economic Development from the Harvard Kennedy School and an Executive MBA from Boston University.

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Mr. Roger Sherman, CRE®

achieve wide impact by being brought to scale. Projects include an Infrastructure/Development Plan for NE Haiti; 2 riverfront parks in Wuhan, China; a pilot street furniture installation for the LA Dept. of Transportation; a Community Resilience Hub in Compton, CA; a new downtown campus center for UCSD; a distance learning center for sustainability in Cameroon; and a master plan for AltaSea at the Port of LA. He has worked on numerous supportive and affordable housing projects including “Urban Awning”m which won a World-Changing Design Ideas Award from Fast Company in 2021. Prior to joining Gensler, Roger was Director of Roger Sherman Architecture and Urban Design. He has appeared at TEDx and MoMA, in Newsweek and on CNN, and had his work featured at the Venice, Rotterdam and Chicago Architecture Biennales. In 2006, Sherman co-founded cityLAB (www.citylab.ucla.edu), an urban "do-tank" at UCLA, where he is an Adjunct Professor. Roger is author of “LA Under the Influence: The Hidden Logic of Urban Property”; “Re American Dream: New Housing Prototypes for Los Angeles”, and “Fast Forward Urbanism”. He has taught and lectured widely, including at Harvard, Princeton and UC Berkeley.

- Experience

- Professional Disciplines
 - Architect
 - Urban/Land Planner
- Areas of Expertise
 - Affordable Housing
 - Feasibility Studies
 - Green Development, Sustainable/Renewable
 - Land Use, Master Planning
 - Public-Private Partnerships
 - Redevelopment Planning, Projects
 - Site Analysis
 - Teaching/Lecturing



- Zoning Entitlements

- Designations and Certifications
- Fellow, American Institute of Architects

- Property Types
 - Hospitality & Leisure: Recreational, Parks
 - Infrastructure
 - Infrastructure: Ports
 - Infrastructure: Public Spaces
 - Land
 - Land: Vacant Infill Sites
 - Office: Urban
 - Other: Cultural/Religious Buildings
 - Other: Schools/Campuses
 - Residential: Affordable Housing
 - Residential: Multi-Family Rental Housing

- Markets Served
 - Metro Areas
 - Los Angeles-Long Beach-Santa Ana (CA)

 - State
 - California

