

THURSDAY, JUNE 22, 2023 8 AM - 6 PM

The Townsend Hotel Birmingham, Michigan









KRIEGER KLATT ARCHITECTS

www. kriegerklatt.com

300 Park St | Ste 265 Birmingham, MI 48009 **leave a MARK**

identitypr.com

NO ONE UNDERSTANDS REAL ESTATE PR LIKE IDENTITY.

Identity is one of the nation's leading real estate PR and marketing firms. We've played a critical role in the development of millions upon millions of square feet of commercial, residential, retail, industrial, mixed-use, multifamily and self-storage real estate.

See how we can help you Leave A Mark.

TABLE OF CONTENTS

Sponsor Recognition	. 3
Program	. 6
Host Committee Recognition	. 9
Featured Speakers Biography: • Ron Boji - Boji Group	



Invest in your future with executive coaching.

Boost your confidence to win in business.

Anxious about walking into an event? Nervous about making a cold call? Apprehensive about attending a meeting? When you need to boost your confidence and get an extra edge to win in business, turn to me for personalized guidance. I can help you approach every situation confidently so you can achieve your goals - no matter what they are.

My 1:1 executive coaching program includes a fully customized deep dive into your personal and professional goals and how to best utilize networking to reach them. It's perfect for CEOs, executives and business leaders at every level.

Connect with confidence.

Learn more at derekdickow.com/coaching

SUPPORT OUR SPONSORS





















SUPPORT OUR SPONSORS



























LUTZ FINANCIAL SERVICES













SUPPORT OUR SPONSORS









































PROGRAM

8:00 AM Networking Breakfast Keynote: How to Build Power Connections 9:00 AM 9:15 AM 1:1 Speed Networking Panel 1: Multi-Family - Navigating 11:00 AM **Construction Costs, Legislative and Capital Challenges in Multifamily Real Estate** Moderator: Gideon Pfeffer, The GSH Group Panelists: Sam Beznos, Beztak Companies David Cohen, ARCO North Charles Gleeson II, C.E. Gleeson Constructors Saab Grewal, Singh Kevin Kovachevich, District Capital Detroit 11:15 AM Panel 2: Mixed-Use - Strategic Approaches to Mixed-Use Developments: Unlocking Value and Incentives in a Changing

Landscape

Moderator: Kirk Pinho, Crain's Detroit Business

Panelists.

Richard Karp, Karp & Associates

Adam Lutz, Q10 Lutz Financial Services

Lori Mullins, MEDC

Rudy Patros, Securatech

Krystol Rappuhn, Beanstalk Real Estate

PROGRAM

Lunch 12:00 PM 12:45 PM **Program Begins** 1:00 PM Fireside Chat with Ron Boji - Boji Group 1:30 PM Panel 3: Retail - Revitalizing Retail, **Hospitality and Discovering Innovative** Strategies while Adapting to the Digital Age Moderator: Mark Winter, Identity PR Panelists: Dr. Ammar Alkhafaji, W Investors Group Stephen Burke, RAIR Capital Zaid Elia, The Elia Group Stoli Liti, Prime Concepts Angela Thomas, AERES Real Estate 2:15 PM **Keynote: Stopping Michigan's Population** Loss Fireside Chat with Amb. John Rakolta Jr. 2:25 PM



2:35

PM

Break

POWER CONNECTIONS

PROGRAM

2:50	PM	Panel 4: Industrial - Industrial Real Estate: Optimizing Construction Costs and Capital Investments
		Moderator: R.J. King, DBusiness Magazine
		Panelists:
		Jared Friedman, Friedman Real Estate
		Emily D'Agostini, D'Agostini Companies
		Fadi Nassar, Nassar Companies
		Steve Schimpke, Cunningham-Limp
3:35	PM	Break
3:45	PM	Panel 5: Office -Reimagining Workspaces through Office Conversions, Capitalizing on Government Incentives and the Cost of Capital
		Moderator: Andy Gutman, Farbman
		Panelists:
		Dennnis Bernard, Bernard Financial Group
		Patty Cosman, Hylant
		Kevin Johnson, DEGC
		Jonathon Margolis, Farbman
4:30	PM	Closing Remarks
4:40	PM	Cocktail Reception

HOST COMITTEE

COMMITTEE CHAIRMAN

Gideon Pfeffer The GSH Group

Fred Abdou

ABF Environmental

Dr. Ammar Alkhafaji W Investors Group

Amer Batal BRE Real Estate

Cary Belovicz

Global Real Estate Advisors

Sam Beznos Beztak

Steve Carey

Oswald Companies

Brandon Chesnutt

Identity PR

David Cohen ARCO

Emily D'Agostini Kunath D'Agostini Companies

Robert Donovic Livonia City Council

Michael Ferlito Ferlito Group

Charles Gleeson II

C.E. Gleeson Constructors, Inc.

Saab Grewal Singh

Andy Gutman Farbman

Matt Hastings NCS Construction, LLC Brain Henry eTitle

Monique Holliday-Bettie

DTE

Rudy Patros Securatech

Richard Karp Karp & Associates

Jason Kessler Edward Rose & Sons

Charles Krisfalusi Walker & Dunlop

Jason Krieger

Krieger Klatt Architects, Inc

Patty Madows-Smith First American Title

Fadi Nassar Nassar Companies

Kevin Kovachevich District Capital

Eric Peterson

Farmers & Merchants State Bank

Kevin Johnson

Detroit Economic Growth Corporation

Corbin Yaldoo Corbco Ventures, LLC

Minna Sharrak

Property Management

Jacob Brikho Authority Brands

Richard Simtob

Simtob Management & Investment LLC

Jason Wentworth

JW Strategic Solutions, LLC



REAL ESTATE | DEVELOPMENT | MANAGEMENT | INVESTMENT







David Z. CohenPresident & CEO

Arco1952.com



YOUR EXPERT IN

Commercial and Cannabis Real Estate Closings

Billions in Commercial Closings

Experienced Attorneys

Customized Team Trainings

Trusted For Over 20 Years

Women Owned | Family Owned

Contact Us Today

248.502.3100 | etitleagency.com



REAL ESTATE DEVELOPERS | PROPERTY MANAGERS | CONSTRUCTION MANAGERS



CHEERS TO 25 YEARS!



Ron Boji CEO, BOJI GROUP

Ron has been president and CEO since its formation 25 years ago guiding the development, construction management and property management of more than 3 million square feet of space. In 2023, Ron shifted his

focus and now is the CEO.

With the purchase of their signature property in 1998, the Michigan National Tower (renamed Boji Tower), Ron has led the company's growth to include a portfolio of more than 50 properties throughout Michigan, Ohio, North Carolina and California.

Ron has spearheaded Private-Public Partnerships with state and local governments resulting in the development and management of more than a million square feet of space.

In addition to development, Ron is a hands-on property manager and fosters a culture of excellence in customer service delivery. He is also involved in managing the financial aspects and providing real estate services to Boji Group's related entities including wholesale services, convenience stores, retail, fuel and hospitality industries.

Outside of the organization, Ron is an active participant in the community. In 2013, Governor Rick Snyder appointed him to the State Transportation Commission and he was appointed by former Governor Jennifer Granholm to the Children's Trust Fund board. He has previously served on the Michigan Strategic Fund Board and on the Michigan Center for Innovation and Reinvention Board. Locally, he has served on the Michigan Chamber of Commerce Board, Lansing Regional Chamber of Commerce Board and the YMCA of Metropolitan Lansing's Board.

Ron holds a B.S. in construction management from Michigan State University (MSU). In 2005, he was recognized by Crain's Detroit Business as one of its influential "40 under 40" honorees. In 2014, he was recognized as Lansing's Entrepreneur of the Year by the Greater Lansing Business Monthly, and in 2015, he received the Distinguished Alumni Award from the MSU School of Construction Management. Most recently he was named 2023 Chaldean American Chamber of Commerce Businessperson of the Year.



Call 24/7 For Emergencies:

or visit our website DRYmedic.com

Our Core Services Include:

- Water damage mitigation, extraction and drying.
- Fire and Smoke damage board-up, demolition, packing and storage.
- Mold inspection, removal and remediation.
- Specialty cleaning, disinfection, deodorization and junk removal.

Why Choose DRYmedic?

DRYmedic's process begins with an on-site assessment into the nature and extent of the damage. We build a plan to clean and restoreyour client's property safely. Along the way, we'll provide promptand efficient service to you and the homeowner.

Our management and field staff are trained professionals and supported by Authority Brands - a global network including more than 1,000 franchise locations - which assures our customers of up-to-date **technology and professionalism**, second to none.

What You Can Expect From **Our Restoration Services:**



Fast, 24/7 Emergency Response



Ongoing Communication



Close Collaboration with Insurance



Peace of Mind



© 2023 STOP Franchising SPE LLC. All rights reserved. Each location is individually owned and operated.



Amb. John Rakolta Jr. CHAIRMAN WALBRIDGE

One gets a good idea of a person's character by the adjectives others use to describe him. In the case of Ambassador John Rakolta Jr., words like maverick, visionary, well-respected and transformative repeatedly come into play

among employees and customers alike. John joined Walbridge in 1971, shortly after graduating with a degree in Civil Engineering from Marquette University. He also completed the Smaller Company Management Program at Harvard Business School in 1981.

As the 7th CEO and current chairman of Walbridge, John continues to apply the fundamental principles of integrity and leadership his father passed on to him. His contagious resolve to be kind, thoughtful, and always learning sets a culture of positivity throughout the company. There is an intensity and assertiveness about him that has earned him the reputation of getting "hard things done".

John puts a premium on family. He and his wife Terry have four children: Eileen, Lauren, Paige, and John Rakolta III. John and Terry are avid readers, travelers, and enthusiastic champions of humanitarian causes.

Notably, they continue to contribute a great deal of their time and resources toward improving race relations and children's education in Michigan. John was named Michiganian of the Year by The Detroit News for his advocacy work in the Detroit Public School System. He also served as Chairman of New Detroit for 8 years.

John has had an impressive impact on national and world politics. He has worked in an advisory capacity for multiple presidential candidates. And in May 2018, John was nominated and appointed as the U.S. Ambassador to the United Arab Emirates. He was an instrumental player in the Abraham Accords which was the first peace agreement between an Arab State, the UAE, and Israel in almost 25 years. He also served as Commissioner General of the USA Pavilion at Expo Dubai 2020. Ambassador Rakolta proudly served in those capacities until January 19, 2021.

More recently, Ambassador Rakolta has been selected by Governor Gretchen Whitmer, to serve as Chairperson of her signature commission, Growing Michigan Together, which will produce a strategic vision for the state of Michigan to 2050.











Download our prospectus at gshrealestate.com

GSH Group LLC | 340 S. Main Street | Clawson, MI 48017 | 248.268.8300 | info@gshrealestate.com | gshrealestate.com

C.E. GLEESON CONSTRUCTORS

Bringing Your Visions To Life











HEADQUARTERED IN TROY, MI SOUTHWEST OFFICE IN AUSTIN, TX SOUTHEAST OFFICE IN CHARLOTTE, NC FLORIDA OFFICE IN LAKE WORTH, FL

(248) 647-5500 GLEESONCONSTRUCTORS.COM



MIDWEST

Global Real Estate Advisors is a real estate advisory firm that develops and executes thesis-driven, value-creation strategies for investors and owners of multifamily real estate. We are committed to the highest standards of excellence, and we are united by a common set of unwavering values.

GREA - DETROIT

7035 Orchard Lake Road Suite 150 West Bloomfield, MI 48322 248.394.0000

GREA - CHICAGO

700 Commerce Drive Suite 500 Oak Brook, IL 60523 630.634.2700

Visit us at grea.com

THE NUMBERS

12 Offices

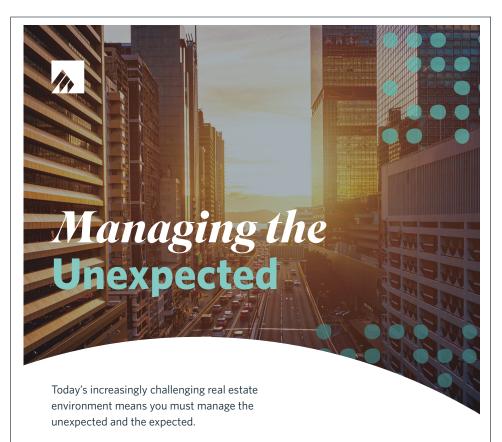
74 Brokers

2,000+ Transactions 2018-2022

\$11B+ Volume 2018-2022

OUR OFFICES

■HOUSTON ■ MIAMI ■ NEW YORK ■ PHILADELPHIA



Hylant helps real estate owners and managers identify and address challenges before they become unmanageable by delivering innovative solutions unique to their circumstances. Armed with expert advice and a team of real estate professionals, you can lead with confidence, even in uncertain times.



To learn more, visit hylant.com.

Scan QR Code to learn more about how we can help.



Hylant-Detroit will become Hylant-Birmingham in 2024 when we move to 220 Park St!

 $HYLANT \quad | \quad \text{Insurance, employee benefits and risk management consulting for businesses and individuals.}$

HYLANT-DETROIT 248-643-8750

YourStories YourStyles YOUR CITY MAGAZINES



YourLifestyle



YourInsight

HOUR

MEDIA



YourCelebration



YourSanctuary



YourLeisure



YourWellness

AVAILABLE ON NEWSSTANDS ACROSS METRO DETROIT | FOR SUBSCRIPTIONS 248.268.8026 FOR ADVERTISING INFO CALL 248.691.1800 | VISIT ONLINE AT HOURDETROIT.COM



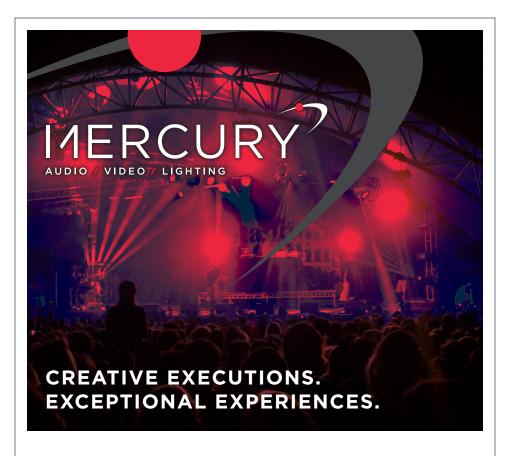








248 353 0500 www.farbman.com



Where Technology Meets Artistry

Mercury is a full service, audio visual solutions provider with 20 years of experience bringing local and national events to life. Thanks to a team of experts from every field, we offer answers to questions, solutions to problems, and experiences built around your brand. If you can dream it, we can do it.

Mercury Sound and Lighting 28854 Wall St, Wixom, MI 48393 Office: (734) 507.1177 Fax: (734) 943.6010 info@ mercurysl.com

VIRTUAL EVENTS • LIVE EVENTS • A/V INSTALLATION • BRAND MANAGEMENT

mercurysl.com













Commercial Real Estate Lending



Cannabis Real Estate Lending & Business Working Capital



Business Working Capital

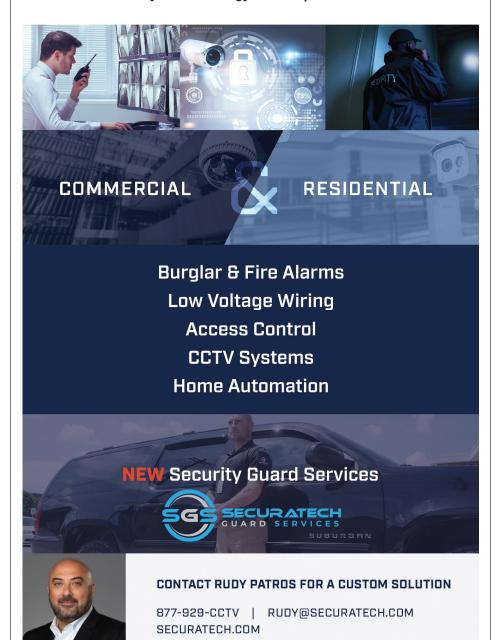
Rair Capital offers financing solutions for commercial borrowers, providing immediate access to 10,000+ lenders that are actively looking to fund and invest in new deals. Apply today:





SECURATECH

Where Security and Technology Connect | www.securatech.com





Be Future Ready

If your facility experiences a disaster, Signal is on call $\bf 24 \mid 7 \mid 365$

CALL SIGNAL IMMEDIATELY 800-533-9898

Signal provides immediate response 24/7, 365 days a year. As a **Signal on Call** Client, should you experience a loss, contact us immediately to receive priority response. Your **Signal on Call** Disaster Priority Rapid Response Team is here to assist you when you need it most.

You've planned ahead. Call us at any time for priority response. We will secure the premises and prevent further damage to the site, and then set the pre-defined plan into action to get you back up and running, as quickly as possible. Our team is here for you.

Timing is critical.

Good thing you've got Signal on Call.

FIRE • WATER • MOLD • WIND STORM • CATASTROPHE







Emergency Response Hotline

24-Hour Assistance

ONCALL





TAX FORECLOSURE AUCTION



The Wayne County Treasurer's Office will hold auctions of foreclosed properties and vacant lots in September and October 2023.

The 2023 Wayne County Tax Foreclosure Auction provides an opportunity to be part of the rebuilding of the communities in Wayne County. The Auction offers a wide variety of properties in many different cities.

Visit our website: treasurer.waynecounty.com email taxinfo@waynecounty.com or call (313) 224-5990

For more information, visit our auction website:

www.waynecountytreasurermi.com

For auction questions, email: WCTauction@waynecounty.com





STOP OVERPAYING TAXES ON YOUR PROPERTIES!

My firm has helped thousands of multi-family and commercial real estate investors improve their cash flow by over \$2 Billion utilizing our niche tax strategies to reduce or eliminate taxes!

CORE offers a wide range of IRS approved, specialty tax and engineering services when constructing, purchasing and or renovating buildings such as:

- Premium Cost Segregation Studies
 Disposition Studies
 Energy Efficiency Tax Credits (179D & 45L)
 Utility Reduction Services
 Property Tax Reduction
 Property Condition Studies
 Research and Development Credits
 Employment Retention Tax Credits (ERTC)

REACH OUT TO ME FOR A COMPLIMENTARY PROPERTY SAVINGS REPORT AT: TERRYJUDGE@COREADVISORS.NET



CORE

ADVISORS

www.coreadvisors.net

(M) 248.210.4843



www.DistrictCapital.com

We've Expanded!

Cleveland Detroit Indianapolis



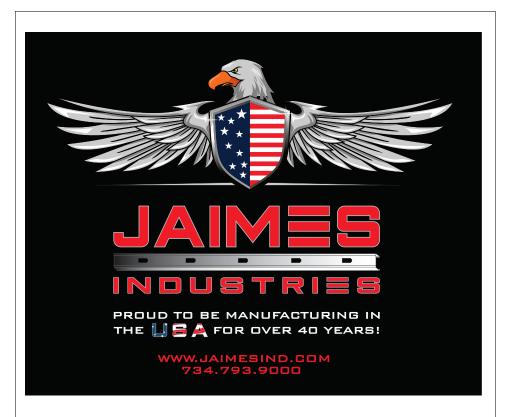




CALL: (313) 241-9200

STRATEGIC FINANCING SOLUTIONS

Before you seek debt for your next acquisition or refinance, give us a call. See how an experienced team can leverage their collective knowledge to offer you the most innovative, forward-thinking





MAKOR

CABINETS . COUNTERTOPS
LUXURY VINYL TILE . SHOWER DOORS
MODULAR CLOSETS . LIGHTING
WINDOW TREATMENTS . BATHROOM SINKS
KITCHEN SINKS . KITCHEN FAUCETS
BATHROOM FAUCETS . ACCESSORIES

MULTIFAMILY INTERIOR PRODUCTS



INTERIOR PRODUCTS THAT RAISE THE BAR ON QUALITY AND STYLE

GROUND-UP OR REHAB

SINGLE POINT OF SALE

DIRECT TO
DEVELOPER / GC / SUB CONTRACTOR

COMPETITIVE, FACTORY DIRECT PRICING

SIMPLIFY SUPPLY CHAIN MANAGEMENT

HIGHLY PERSONALIZED SERVICE

FARMINGTON HILLS SHOWROOM . MAKORPROJECTS.COM



Antistic OUTDOOR SERVICES, INC.



COMPLETE LANDSCAPE DESIGN . . . INSTALLATION . . . MAINTENANCE . . .

GAS STATIONS · SHOPPING CENTERS · HOTELS OFFICE BUILDINGS
OAKLAND - MACOMB - WAYNE COUNTY

FULL SERVICE COMPANY ...

LAWN MAINTENANCE · SPRINKLERS · FERTILIZING · FLOWER DESIGN · WATERFALLS
PARKING LOT SWEEPING · SNOW PLOWING

VILLAGE PARK OFFICES - 31800 NORTHWESTERN HIGHWAY, STE 140 FARMINGTON HILLS, MI 48334 TONY KONJA - PH: 248.855.8575 - FAX: 248.855.6985



DETROIT, MI · SALEM, MA · NEW YORK, NY · RUTHERFORD, NJ · PRINCETON, NJ · TAMPA, FL

STONEFIELD ENGINEERING & DESIGN, LLC















Singh Development is celebrating 50 years of excellence in real estate development, construction, management and customer service.

We are proud to be a family owned company. Sophisticated architecture with modern conveniences, premier locations and superb service is signature of any Singh community.

Waltonwood Senior Living • Apartments • New Homes • Commercial • Golf

Visit a Singh community near you today!

WWW.SINGHWEB.COM



NASSARCOMPANIES.COM



Help Strengthen The Voice Of The MULTIFAMILY RENTAL PROPERTY INDUSTRY



- AAM-PAC is the Apartment Association of Michigan's political action committee.
- Contributions are aggregated into one fund.
- The fund financially supports elected officials who understand the important role of rental housing in Michigan's economy.

Visit apartments.org MAKE YOUR VOICE HEARD BY CONTRIBUTING TODAY



28200 Orchard Lake Road, Suite 101 Farmington Hills, Michigan 48334

Phone: (586) 405-5416





PARTNERS IN DOWN TO EARTH SOLUTIONS

www.appliedenv.com

(734) 875-1970

1210 North Maple Road, Ann Arbor, Michigan 2990 West Grand Boulevard, Detroit, Mi









Partnering with BRE means partnering with a seasoned real estate professional with a proven track record. Amer Batal is a seasoned real estate investor with over 11 years of investing experience. As an individual investor, he was able to acquire \$24 million in portfolio value through a blend of residential and multi class commercial real estate.

Building Wealth Building Futures

A BETTER ANSWER

OVER \$23 BILLION OF LOANS PLACED SINCE INCEPTION

Bernard Financial Group is Michigan's largest commercial mortgage banking firm specializing in both debt and institutional equity placement for commercial real estate borrowers and developers with commercial lenders and institutional joint venture participants.

Dennis S. Bernard I Joshua Bernard I Adam Ferguson I Dan Duggan I David Ruff (248) 799 - 9200 I www.bernardfinancial.com







Excellent, Ethical, Effective,

- Real Estate Development
- Construction
- Property Management
- Financing & Investments

⇧



FOUNDER/PRESIDENT
E: CORBIN@C3CRE.COM



SALES ASSOCIATE
E: CHARLIE@C3CRE.COM
O: (248) 220-1110 (EXT 02)



- BUYER AND SELLER REPRESENTATION
- · SITE SELECTION AND LOCATION STRATEGY
- · INVESTMENT SALES
- · LAND BROKERAGE
- PORTFOLIO AND SURPLUS PROPERTY SALES
- CANNABIS ACQUISITIONS & DISPOSITIONS







CICERO HOSPITALITY







WE TAKE HOSPITALITY TO NEW HEIGHTS

www.cicerohg.com



Your Partner in Commercial & Cannabis Real Estate Development and Investments



Founder/President O: (248) 220-1134 (Ext. 01) M: (248) 752-1276 E: cyaldoo@corbcoventures.com



(248) 220-1154

INFO@CORBCOVENTURES.COM



















The 1RoomHotel.com



YOU USE THE BEST TOOLS FOR THE JOB. So do we.

Eric Peterson

Regional Community Relationship Banker Lee Panagiotides

Commerical Lender

Member FDIC

fm.bank

West Bloomfield 248.737.1690







ethanw@gendev.com 248.357.3777 THANK YOU FOR YOUR BUSINESS

People are at the heart of what we do.



Member FDIC. © 2022 Huntington Bancshares Incorporated.

PROPERTY MANAGEMENT INVESTMENT SERVICES







Management







Brokerage Leasing & Investment Sales



Opportunities

HAYMAN MAKES IT HAPPEN

248.879.7777

29100 Northwestern Hwy | Suite 410 | Southfield | Michigan 48034 | www.HaymanCompany.com







MICHIGAN

PURE OPPORTUNITY®



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

MICHIGANBUSINESS.ORG





LUTZ FINANCIAL SERVICES

A Q10 CAPITAL LLC PARTNER





42 Watson, Suite 2 I Detroit, MI 48201

Building on Solid Ground

Design/Build | General Contracting Construction Management | LEED

Phone 248.549.1800 | Fax 248.549.9042 ronnisch.com

4327 Delemere Court I Royal Oak, MI 48073

Small Business. BIG Impact.

- Peer networking
- Comprehensive benefits
- ✓ Pro-small business advocacy
- ✓ Valuable compliance resources

www.sbam.org



PROPERTY MANAGEMENT | DEVELOPMENT

SYMMETRYMGMT.COM | 248-465-0200



NOW LEASING

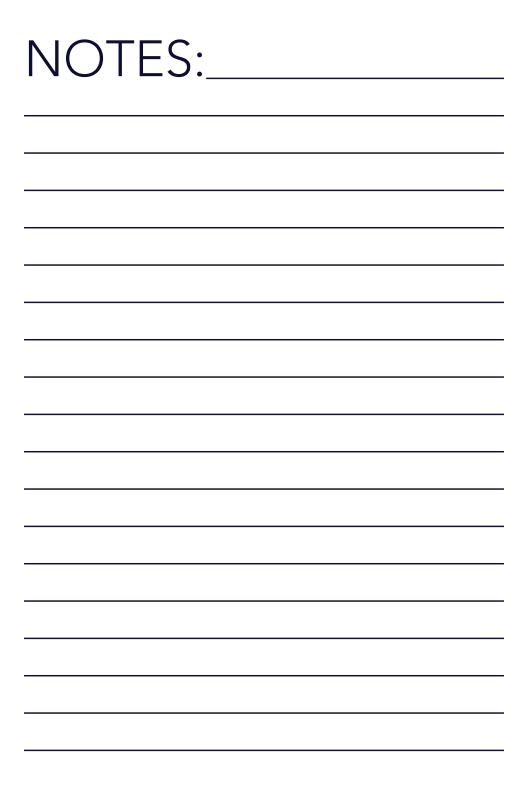
8020 Wadi Blvd., Suite 100 White Lake, Michigan 48386 248.204.0700

www.4CornersLakeside.com





POWER CONNECTIONS





CUSTOM TAILORING MEN'S APPAREL TUXEDOS







f 🏏 😈 @sammichaelsmens

29437 West 12 Mile Rd. Farmington Hills, MI 48334 Phone: 248.477.4615 // Email:mynewtux@gmail.com Hours: Mon-Fri 9am-6pm // Sat 9am-5pm www.sammichaels.com





www.DerekDickow.com