

**SHOPPING CENTER  
BUSINESS<sup>®</sup>**

**JANUARY 2013**

# WHO'S WHO IN THE INDUSTRY

## IN THE SPOTLIGHT

### JONES LANG LASALLE



Roberts

**Peter Roberts** has been named chief strategy officer of Jones Lang LaSalle, while **Lauralee Martin** has been appointed chief executive officer of the Americas to succeed Roberts. Roberts joined the company in 1986 and served a 10-year term as CEO of the Americas. Martin has been with Jones Lang LaSalle since 2002 where she served as chief financial officer and was appointed to the additional position of chief operating officer in 2005. Until a new CFO is appointed, Martin will retain the position's responsibilities.

### STERLING ORGANIZATION



Horne

Sterling Organization has hired **Michael Horne** as regional director for the Chicago area where he oversees acquisitions, leasing and asset management for the firm. Prior to joining Palm Beach, Fla.-based Sterling Organization, Horne served as president of HSS Management Co. where he oversaw a 1.6 million-square-foot portfolio. He also previously held the positions of vice president and director of leasing for Newcastle Properties LLC, in addition to vice president and director of leasing and operations for HSS Real Estate Inc.

### SPERRY VAN NESS

**Karen Hurd** has been hired as Sperry Van Ness' sales manager for franchise development. Based in the firm's Boston office, Hurd identifies business opportunities for the Sperry Van Ness organization, contributes to brand development and manages the expansion of franchise ownership. She was previously a vice president for investment services in Grubb & Ellis' Boston office where she initiated business development in the firm's private capital group by assisting clients with acquisitions.

### NEXT REALTY MID-ATLANTIC

**Andrew Rose** has been promoted to senior director of Washington, D.C.-based Next Realty Mid-Atlantic. He was previously an associate. Rose originally joined Next Realty in August 2007 and is responsible for many of the firm's tenants including Corner Bakery Cafe and Cooper's Hawk Winery & Restaurant. In his new position, he is responsible for landlord and tenant representation. Rose also plays a significant role in new business development and marketing for the firm.

### LIFESCAPES INTERNATIONAL INC.

Newport Beach, Calif.-based Lifescapes International has promoted three team members in response to the company's new image campaign and leadership transition plan. **Adam Kober** has been promoted to principal/project designer. The company has also promoted **Marianne Mastroianni** and **Matthew Geiss** to the position of senior associate/project manager where they manage all aspects of a project from conceptual planning to field observation.

### GADINSKY REAL ESTATE LLC

**Dennis Kleier** has joined Gadinsky Real Estate and Echion USA Inc.'s Sunrise, Fla., office. Kleier handles tenant representation and site acquisition for various Gadinsky and Echion development projects. Previously, he worked at RAM Real Estate where he focused on tenant representation, brokerage and site acquisitions. The companies have also hired **Steven Horowitz** to run the New Smyrna Beach, Fla.-based retailer services group for the companies. He concentrates on

tenant and occupier representation. Before joining the Gadinsky/Echion team, Horowitz led the real estate and construction teams for Citi Trends in Savannah, Ga., and 99 Cents Only Stores in Los Angeles. Prior to that, he was director of real estate for Ross Stores and Vice President of Real Estate for Discovery Zone.

### URBAN PARTNERS/HARBOR URBAN

Urban Partners LLC and Harbor Urban LLC have welcomed **David Walker** to its team as the new vice president of capital markets. In his new role, Walker is responsible for actively procuring debt and equity capital for both entities. Previously, Walker was a managing director in Royal Bank of Scotland's (RBS) Los Angeles office where he led the bank's western U.S. loan originations division. **John Gunn** has also rejoined Urban Partners as managing director. Gunn is responsible for the planning and development of projects in urban locations throughout California. **Del Morais** has been promoted to vice president of finance and will direct the finance, accounting and tax departments at both Urban Partners and Harbor Urban.

### VESTAR

Vestar has promoted **Jeff Axtell** to vice president of acquisitions and development. He is based in the firm's Los Angeles office where he is responsible for overseeing the company's investment and development strategies in California, Nevada, Oregon and Washington. Axtell originally joined Vestar in 1997 as project director.

### THE NOERR PROGRAMS

**Ruth Rosenquist** has been appointed the director of public relations and cause marketing for The Noerr Programs. She is responsible for managing media inquiries, as well as establishing and implementing social media strategy. Previously, Rosenquist served as a marketing director and regional marketing director for Related Cos., The Rouse Co., RREEF Funds and Westcor Partners.