

## BIOGRAPHIES FOR THE GUEST PANEL OF COMMERCIAL REAL ESTATE PROFESSIONALS

### **CINDY JOHNSON**

Cindy Johnson serves as the Director of Construction in the Pacific Northwest for Western States Construction Management Group, including the Company's assets in the Bay Area. She is responsible for all construction related activity in the region, including pre-development and acquisition due diligence, environmental standards, construction administration, entitlement and government approvals, design and engineering, and overall construction management. Cindy has over 25 years of industry experience and holds professional designations with LEED Green Associate and CDP through ICSC. Prior to joining Western States Construction Management Group, she was Director of Construction for Donahue Schriber managing construction activity for the Bay Area and more recently for the Pacific Northwest. Before joining Donahue Schriber, she was a Construction Manager for CVS Health, responsible for all CVS new store builds and remodels in five states including California, Utah, Nevada, Washington and Hawaii. Cindy holds a Bachelor of Arts degree from the University of Michigan.

### **JEFFERY KRESHEK**

As Senior Vice President – West Coast Leasing, Jeff oversees the day to day leasing activities of the West coast Portfolio. Primary responsibilities include sourcing new retailer relationships, negotiating all leases and lease related documents, and overseeing and directing third party real estate professionals. Prior to joining Federal Realty, Jeff was the Principal in charge of Leasing for The CIM Group. As a member of the senior staff, Jeff was responsible for formulating the leasing strategy on CIM's commercial portfolio of approximately twelve million square feet. Prior to joining The CIM Group, Jeff was the Vice President of Development and Operations for Regent Properties, Inc. As a member of the Regent Properties team, Jeff was responsible for managing the entitlement process for all of Regent's new developments as well as managing all of the operating assets of Regent Properties, Inc. Prior to joining Regent, Jeff formed and operated Vision Property Management, Inc., a full-service real estate development, leasing and management company. Jeff has been involved in leasing, entitlements, property and asset management for the past twenty-three years, with an emphasis on redeveloping and repositioning underperforming and functionally obsolete assets. Jeff received his undergraduate degree in Real Estate Finance, his Master of Business Administration and his Masters of Real Estate Development from the University of Southern California. In addition, Jeff holds the Certified Leasing Specialist (CLS), Certified Property Manager (CPM), Senior Certified Shopping Center Manager (SCSM), Certified Commercial Investment Manager (CCIM) designations, and retains his position as Adjunct Faculty at the University of Southern California, teaching Retail Development in the Masters of Real Estate Development program.

**JIM FOLEY**

Jim is the Principal of Pennant Properties, a boutique local real estate consulting firm focused on brokerage and development in the West Valley. Jim has over 20 years of experience in the industry and has been involved with or directly managed the sale, leasing, or development of over one million square feet across multiple product types including retail, office, multi-family residential, auto, self-storage, and infrastructure. Jim is a 4th generation Los Gatos and is also a partner in several local restaurants and has been directly involved in the management and leasing of several key properties in Town. He has also volunteered on several Town Committees and Commissions including the General Plan Update Advisory Committee, the North 40 Specific Plan Advisory Committee, and the Planned Development Zoning Commission. Jim currently sits on the Board of Directors of the Los Gatos Chamber of Commerce and resides in Town with his family.

**KEYSTON SMITH**

Keyston Smith is a third-generation family member and President and Chief Executive Officer of Cilker Orchards Management Company. He came to Cilker Orchards in 2013 as Vice President of Commercial Property Operations after an extensive career in construction project management in the Pacific Northwest. In 2018 he accepted the role of President and CEO and has since led an extensive operational and property specific rebuilding effort. Keyston specializes in leading and building teams that work. His passion for real estate extends the full investment cycle from proforma through purchase and development through sale. This includes specific large- and small-scale real estate transactions, commercial property lease negotiation, funding, and purchase & sale contracts. As a comprehensive construction professional, his strengths center around large multifamily projects ranging from \$15 - \$85MM in an owner's representative, estimating, and project management capacity. Keyston has an eye for detail and the critical path. He is a native and current resident of Los Gatos and holds a Masters of Business Administration from Northwest University, and a Bachelors of Art in Marketing & MIS from Seattle Pacific University.