

### Member of the Year Nominees

#### Margie Burciaga



##### Independence Title Company

Margie Burciaga is a Business Development Representative for Independence Title Company. Since 2014 she has had an active voice in the code rewrite process due to a passion for good land use to bring about generational sustainable housing while preserving the unique character of Austin. She has been a Commissioner for the City of Austin MBE/WBE small business procurement board from 2015-2017. Margie has lived in Austin for 33 years giving countless hours as an officer or member to over 30 organizations including Leadership Austin, Junior League of Austin, Austin Women's Club, Austin Travis Long Term Recovery & Disaster Committee, serving on task forces, and even participated in getting a couple of non-profits off the ground. Margie was so active in fundraising that she often felt business owners weren't sure whether to duck or assist her as she entered their doors. After having owned her own businesses for several decades she relished the opportunity to use a bread basket of skill sets to champion others in the real estate community to achieve their own success. Currently, she is a member of CTCAR, RECA, on the CCIM board and ULI having served on the CodeNext and Code Rewrite Work Groups, the Housing Local Member Counsel, and as a trained UrbanPlan volunteer. Joy of seeing others bloom and benefit personally as well as professionally is what keeps her motivated to serve. Margie enjoys golf, bridge and spending time with friends and family. She has a Bachelor's in finance and banking from the University of Arkansas.

#### Heidi Cisneros



##### Structures

Heidi has directed all aspects of Structures' financial and business administration since 1996 and was promoted to Associate Principal in 2005. One of her main responsibilities is to define and guide Structures' strategic direction, while being mindful of its culture and clients. Her strong organizational and communication skills play a vital role in managing the firm and helping create a team environment. Heidi's greatest success has been the financial strength of the firm, which has allowed Structures to continue to grow and make key investments. Heidi has been an active member of ULI's Programs Committee planning many breakfast panels and moved to chair the committee this summer. She has also served on the Advisory Board and TAPs Committee for two years, is a trained UrbanPlan volunteer, and is a member of the Urban Local Member Council.

#### Amie Henry



##### Ladera Capital

Amie is a principal with Ladera Capital Partners and serves as a member of the Investment Committee. As the Director of Operations, Amie oversees fund management, asset management and investor relations. Amie has over 19 years of extensive real estate investment management and fund management experience. Amie most recently served as SVP of Portfolio Management and was a principal at Hawkeye Partners, LP. At Hawkeye, Amie worked on the Scout Funds investing over \$1.2 billion in AUM with a focus on launching first time institutional investment management programs. Additionally, Amie worked on a \$100 million discretionary separate account. Prior to joining Hawkeye, Amie was with Cypress Real Estate Advisors where she served as Investment Manager handling portfolio and asset management for residential, industrial, retail and land assets. Amie started her career with Archon Group, a Goldman Sachs Company.

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Amie holds a BA in International Relations from the University of Pennsylvania and an MBA from the McCombs School of Business at The University of Texas at Austin. She serves on the Advisory Council for the Texas McCombs Real Estate Center and is actively involved in ULI having served as a mentor for the Young Leaders Mentorship Forum and active leader for the Women's Leadership Initiative. Amie is now the chair for ULI Austin's Women's Leadership Initiative.

### Su Kosub



#### Pape-Dawson

Su joined ULI Austin in 2005 and is currently involved in the following Committees: Sponsorship Committee (Chair), Regional Growth Council, Texas Forum Committee (Past Chair). She is also an active member of ULI North Texas and ULI Houston. A native of Baton Rouge, LA, Su moved to Austin in 1993. She holds a BS from LSU, and an MBA from St. Edward's University. She is a Licensed Texas Commercial Real Estate Agent since 2003.

Su worked 8 years as an Industrial/Technical Outside Salesperson in the petrochemical and semiconductor industries. She has 22 years of commercial real estate experience in Austin as a business development, sales and marketing consultant, working with commercial general contractors, architects, and engineers (mechanical, electrical, civil); and as an Industrial Tenant Representative. She joined Pape-Dawson Engineers as Director of Business Development in July 2015 and supports all service groups – Land Development (Residential and Commercial), Water Resources, Transportation, Environmental, and Surveying. She is also involved in RECA, NAIOP, Opportunity Austin, TxEDC, GSMP, SMPS, WTS, among others.

Her community involvement includes 13 years with the Boy Scouts of America, with Pack 446 and Troop 555, as Assistant Scout Master, Unit Committee Member, and Wood Badge 2012. She is the proud mother of two Eagle Scouts. One is a Senior at SMU, the other is a recent graduate of Austin High, taking a gap year and working with a local commercial General Contractor. Su also volunteers with Heroes On the Water (HOW), for the past 6 years, serving veterans by getting them out on the water, kayak fishing, to Paddle.Fish.Heal. This past year Su chaired the very successful ULI Texas Forum, which took place in Austin. She has also been very active on ULI Austin's Sponsorship Committee and is now chair for this committee.

### Jason Qunell



#### UFCU

Jason has over 25 years of commercial lending and management experience. He has financed over \$1 billion of commercial real estate projects across the country. He has a B.B.A. in Finance from Texas Tech University and MBA from St. Edwards University. He is currently the Senior Manager of Commercial Lending for University Federal Credit Union where he leads the sales, servicing and credit teams.

He is a past president of the Young Men's Business League, past board chair for Foundation Communities, member of the Real Estate Council of Austin, and serves on the men's ministry leadership team for Riverbend Church. Jason is the chair of Local Member Councils for ULI Austin and has served for many years on the Advisory Board. He has a wife, Kerri, of 19 years and 14-year-old daughter.

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### Vaike O'Grady



#### Metrostudy-Zonda

As Austin Regional Director for Metrostudy-Zonda, Vaike O'Grady provides expertise to her clients with data, research, analysis and consulting services related to housing and residential construction. Vaike is a real estate veteran, having worked with developers and homebuilders across five states in a variety of market conditions. She started her career at the Home Builders Association of Maryland, then moved on to hold various sales and marketing roles in Maryland and in Florida with The Ryland Group. After working with a local Florida homebuilder, Vaike joined Newland Communities, leading marketing strategies and execution for master-planned communities throughout the Southeast. Vaike moved with Newland to Austin in 2010, where she led marketing efforts for the award-winning communities of Teravista, Falcon Pointe, and most recently, Rancho Sienna. She joined Metrostudy in 2016.

Vaike actively participates in several industry associations and non-profit organizations, including holding leadership roles at ULI Austin, the Home Builders Association of Greater Austin, and the Williamson County Association of Realtors. For ULI Austin, she served on the Programs Committee, Chaired the Marketing Communications Committee and just ended her term as co-chair for the Regional Growth Local Member Council. She is on the Outreach Board at Peace Lutheran Church, and she volunteers with Austin Pets Alive and Mobile Loaves and Fishes. Vaike is a licensed Texas Realtor and an accomplished public speaker. She received her Bachelor of Arts Summa Cum Laude from Loyola University in Maryland.

### Eldon Rude



#### 360 Real Estate Analytics

Industry leaders regularly rely upon Eldon Rude's keen and candid insight into factors influencing supply and demand for varied real estate products. Eldon's areas of expertise include single and multi-family housing as well as commercial property types such as office, retail and industrial. His 30 years of real estate experience also encompasses work with city, county, state and federal agencies.

Before founding 360° Real Estate Analytics, Eldon served as Director of Metrostudy's Central Texas Region. At Metrostudy for nearly 17 years, he worked closely with the firm's builder, developer and lender clients to provide guidance on market trends and help them navigate the inevitable cycles of the real estate economy. In addition to on-going market assessment, he conducted quarterly client briefings and oversaw the company's consulting practice for Austin and San Antonio, undertaking a variety of consulting assignments and related research projects. Eldon was also a partner at The Aegis Group, Inc. prior to Metrostudy. He obtained his MAI designation in 1990 and practiced commercial real estate appraisal for 12 years in Austin and San Antonio. He began his career in real estate at R. Robinson & Associates in 1985.

Eldon is a finance graduate of the University of Texas at Austin and has lived in Austin since 1979. He is active in numerous professional organizations including the Real Estate Council of Austin (RECA), the Urban Land Institute (ULI) where he is a member of the management committee and advisory board and served two terms as programs chair and currently serves as membership chair, and the Home Builders Association of Greater Austin (HBA) where he serves on the board of directors and on the home PAC and membership committees. In 2013, he received the HBA President's Award.

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### Michael Wilt



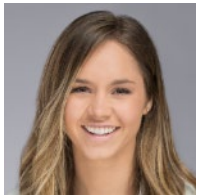
#### Texas State Affordable Housing Corporation

Michael Wilt is the External Relations Manager for the Texas State Affordable Housing Corporation. In this role, he leads the organization's government, community, and peer organization relations activities while also supporting marketing and communications efforts. His more than 10 years of affordable housing and commercial real estate policy expertise include representing a prominent industry organization, working in both chambers of the Texas Capitol and for the former Mayor of San Francisco.

Michael is the immediate past Chair of ULI's Housing Local Member Council, a former ULI NEXT participant and a member of ULI's Affordability Strategic Council and Advisory Board. He also serves as ULI Austin's liaison to the ULI Americas Terwilliger Center for Housing. He serves the community by sitting on the Executive Committee of the Austin Housing Coalition and Board of the Chestnut Neighborhood Revitalization Corporation, the entity that developed Austin's first mixed-income, mixed-use community on a land trust designated site. He holds a J.D. from the University of San Francisco School of Law and a B.A. in Government and Latin from the University of Texas at Austin.

### Young Leader of the Year Nominees

### Lexie Hall



#### Cushman Wakefield

Lexie exclusively represents Tenants. She specializes in the representation of companies in Austin and around the globe. In order to achieve clients' goals, Lexie implements a client-centered approach in order to develop, plan, and execute real estate solutions. Lexie's highest priority is the client relationship.

Whether a client has tenure in their industry or is on the brink of creating and innovating, Lexie can service each need. Knowing where her clients stand within the real estate process is where Lexie specializes and does not over complicate the situation. Lexie has a Bachelor of Arts in Finance from California State University Sacramento.

Professional Affiliations include Young Life; Member/Steering Committee, Women's Fund of Central Texas (Austin Community Foundation); Member, Dell Medical Society. With ULI Austin, Lexie participated in the Young Leader's Mentorship Forum and has been an active member of the Membership Committee. This coming year, Lexie is chairing ULI Austin's Young Leader Mentorship Forum. Her community leadership includes volunteering for Meals on Wheels and More and GENAustin/GENThusiast, participating in Leadership Austin, and is a member of the Dell Children's Trust.

### Cameron Pawelek



#### RCLCO

Cameron Pawelek joined RCLCO in 2014 and is a Vice President based in Austin, Texas. As part of the firm's real estate economics practice, he focuses on providing strategic and actionable guidance for urban and suburban mixed-use developments, master-planned communities, resorts, and other complex, multi-use developments. His experience includes highest and best use analyses, financial feasibility studies, and market opportunity analyses for an extensive range of commercial and residential land uses. With an emphasis on consumer segmentation and insight, Cameron has helped clients in both the public and private sectors make better informed development decisions.

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Cameron serves as part of the leadership group responsible for RCLCO's firm-wide training program. Through this role he educates and mentors new team members and manages the programming and phasing of onboarding initiatives. He also assists in crafting innovative business intelligence initiatives to further enhance RCLCO's segmentation analyses, long-term demand projections, and detailed supply-side studies.

For the past two years, Cameron has chaired ULI Austin's Young Leaders Steering Committee, which oversees the Young Leader events, the Mentorship Forum, and liaisons with the Texas Real Estate Center. Cameron is also an active participant on the Management Committee and Advisory Board.

Cameron graduated from the University of Texas at Austin with a Bachelor of Arts in Urban Studies, as well as interdisciplinary certificates in Real Estate and Business Foundations. His coursework focused on urban history, real estate economics, and geological sciences.

## Jessica Rollason



### Gensler

Jessica Rollason is a Rhodes Scholar and a designer at Gensler. She studied Architecture at the University of Texas at Austin while competing on the Varsity Women's Rowing team and then completed an MSc Environmental Change and Management and an MBA at the University of Oxford while rowing for Oxford against Cambridge. As a designer, Jessica is interested in how issues of equity and social justice relate to spaces, infrastructure, sustainability and urbanism. She is passionate about finding ways to use an inclusive design process to create affordable, mixed, and vibrant cities.

Jessica has been very active with ULI Austin, taking on responsibilities with the Housing Local Member Council, the Affordability Strategic Council, and the Code Rewrite Work Group. She is also a trained UrbanPlan volunteer.

## ULI Influence Nominees

## Robert Barnes



### IBC Bank

As President and CEO of IBC Bank–Austin, Bob oversees and directs the bank's activities throughout the entire Austin region. He also serves as president of IBC Mortgage and IBC First Equity, IBC's mortgage divisions, which specialize in first and second lien mortgages, and home equity lending. Bob has been long time supporter of ULI Austin and vocally shares with others his experience having served for many years on the Advisory Board and the Urban Local Member Council.

## Phil Capron



### Falcon Southwest

Phil serves as Chairman of Falcon Southwest and oversees all property acquisitions, development and capital raising activities. He also serves as the relationship manager for the firm's key institutional clients and partners. Over the span of his 40+ year career, Phil has negotiated the acquisition, disposition and development of several hundred million dollars of commercial real estate. Previously, Phil was a Senior Managing Director of Kennedy-Wilson, overseeing the company's 150-employee Southern Division (1999-2003). He was President of the SynerMark Companies (1995-1999), Founder and President of Charter Management Company (1986-1995) and the General Manager of Murray Properties Limited Partnership of Austin, San Antonio and Houston (1977-1986). He is the past President of the Austin chapters of both the NAIOP



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and Urban Land Institute. He is still actively involved with ULI Austin serving on the Governance Committee and as a trained UrbanPlan volunteer. Phil holds a Bachelor's degree in finance from The University of Texas at Austin and a Master's Degree in Real Estate from the University of Wisconsin.

### Rob Golding



#### Rodeo Austin

Rob is the CEO for Rodeo Austin, after spending over a decade serving as founding Principal, Chairman and Chief Executive Officer of Live Oak Gottesman. Rob's career has been dedicated to leadership roles and can be described by one common theme - taking organizations to new heights.

Rob is a past-chair for ULI Austin and currently serves on the Governance Committee. Rob also led the process for the last search for Executive Director, which led to hiring Paulette Gibbins. Rob also served on ULI Americas Industrial & Office Park Development Product Council

### Steve LeBlanc



#### CapRidge Partners

Steve LeBlanc, and his partner Tom Stacy, are Co-Founders of CapRidge Partners, LLC. Mr. LeBlanc is the former senior managing director of private markets, overseeing the real assets, private equity and principal investments portfolios Teacher Retirement System of Texas. LeBlanc was president and chief executive officer of NYSE-listed REIT Summit Properties in Charlotte, NC. He also served as president and Chief Executive Officer of Urban Growth Property Trust in Chicago, IL. Prior to that, Mr. LeBlanc served as the executive vice president for Archstone Communities Trust in Santa Fe, NM. Before Archstone Communities Trust, Mr. LeBlanc worked for Lincoln Property Company.

Mr. LeBlanc is a trustee and governor of the Urban Land Institute and formerly served as chair of the ULI Austin District Council. He has served on the Board of Trustees of the Real Estate Roundtable, the Investment Advisory Board of the Employee Retirement System of Texas and the Penland School of Crafts and the Rio Grande School at Charlotte Latin School. Mr. LeBlanc is on the Board of the Austin Presbyterian Seminary and a member of University Presbyterian Church in Austin where he is on the Finance Committee and a former Elder.

Mr. LeBlanc has a Bachelor of Business Administration in real estate/finance from The University of Texas at Austin where he is the Associate Director of the Real Estate and Finance Council and a professor at the McCombs School of Business where he led the creation of the Real Estate Certificate Program for Undergraduate Students at The University of Texas at Austin.

### Jack Tisdale



#### STG Design

Jack Tisdale helped found STG Design in 1976. Currently he oversees project delivery operations for the firm and serves as principal-in-charge on select projects. "For me, the most exciting thing about architecture is seeing an idea translated to paper and then become a reality." Jack has a Bachelor of Architecture from the University of Texas at Austin.

This past year, Jack served as a mentor for ULI Austin's Young Leader Mentorship Forum and he has served on the Advisory Board for three years.