

KORB MAXWELL

Shareholder

Polsinelli | **Kansas City, Missouri**

Korb Maxwell is a recognized and sought-after practitioner in the Midwest, with a focus over more than 16 years on economic development projects. A shareholder with Polsinelli, Maxwell has negotiated, secured approval of and documented hundreds of millions of dollars in incentives for his clients' projects in every asset class of real estate.

Maxwell's area of concentration is on large-scale development and employment projects that use complex federal, state and municipal development incentives. His experience in working with municipalities and states in structuring and implementing incentive packages provides

him with insight and practical experience that benefit clients' real estate, economic development or employment projects.

Maxwell also regularly represents landowners, developers and business entities before municipalities in zoning and development plan approvals. He has shepherded millions of square feet of development projects through the "right-to-build" process in Kansas and Missouri. Through his development work, Maxwell has gained practical experience in all aspects of real estate transactions, including purchase and sale agreements, title review, leases, lending and bond documentation, easements and restrictive covenants.

Clients appreciate Maxwell for his ability to "cut to the core issues of a transaction," and also describe him as a "creative, ingenious and problem-solving member of the team."

A background of placing incentivized dollars in the real estate and corporate capital stack led Maxwell to form the firm's Opportunity Zones practice group—one of the first created in the country. Through his leadership, Maxwell has created a multidisciplinary team that is helping clients navigate the evolving regulations. His focus is to develop and execute their investment and capital deployment strategies within the Opportunity Zones space across the nation.

MARK MCCONAHAY

Vice President

Block & Company, Inc., Realtors | **Kansas City, Missouri**

Mark McConahay's first experience in the business sector was as an on-site shopping center manager at the age of 20 while in college and it hasn't stopped since. After college he joined Block & Company Inc. in 1991 as a sales associate and continues to serve as a vice president.

His knowledge of the market, work strategies and people skills were cultivated early on by the examples of Block & Company founders Allen and James Block. McConahay was fortunate to learn many life lessons from these two mentors prior to their passing.

"Retail real estate is evolving on a daily basis," said McConahay. "As a retail broker, I have to be willing to change as well—learn new techniques, adopt newer technology, commit to building new relationships."

Over the years, McConahay has specialized in many aspects of the development process, from representing national retailers, restaurants and property owners to developing shopping centers. "One of the most rewarding aspects of the business is the satisfaction of taking a site from dirt to income-producing while providing an amenity for the area," McConahay said.

McConahay has used his solid foundation to broker over \$408,000,000 in deals including retail, land and hotels while earning numerous Top Producer and CoStar Power Broker awards. He has also served as an industry expert, speaker and author of a multitude of retail- and restaurant-related articles and forecasts.

As an active volunteer for the last 12 years, McConahay continues to serve with the local Meals on Wheels. He participates in Habitat for Humanity, Operation Breakthrough and Hazelden mentor program. In his time away from real estate, McConahay most enjoys spending his time with his wife and two sons participating in activities such as tennis, golf and beach vacations.

STEVEN MISCAVIS

Chief Financial Officer

Affordable Housing Advisors of Marcus & Millichap | **Southfield, Michigan**

Steven Miscavish has left a definite imprint on the fortunes of Affordable Housing Advisors of Marcus & Millichap, a company he serves as chief financial officer. From his office in Southfield, Michigan, Miscavish has played a key role in developing the organization and managing the company's team. This work has paid off: Affordable Housing Advisors now reviews and underwrites more than 1,000 properties every year.

The company's other numbers are impressive, too. Affordable Housing Advisors has notched sales of more than 200,000 government-subsidized housing units across the United States. These housing units are valued at more than \$8 billion.

"I first walked through the doors of Marcus & Millichap about 19 years ago and never looked back," Miscavish said. "Fortunately, the Detroit office was full of senior real estate agents who were instrumental early in my career. I can't give enough credit to all of the great people who have helped me along the way."

Miscavish's peers recognize his talents. That's why he's such a frequent speaker at affordable housing events and conferences. Miscavish is also a member of the National Multi-Housing Council, a supporter of the Institute for Responsible Housing Preservation, a member of the National Leased Housing Association and active with the National Housing and Rehabilitation Institute.

"If you genuinely care about what you do and care for the people whom you work with, it doesn't feel like work," Miscavish said. "Understanding the investment opportunity and the actual real estate is only half the battle. We may be in the business of selling apartment buildings, but I would argue that our business is really about building and sustaining relationships."

Miscavish has found time to give back to his community, too. He is active in numerous philanthropic activities through AHA Cares, and is a supporter of Forgotten Harvest of Michigan, an organization that delivers food to the needy.

Outside of work? Miscavish prefers spending time with his family, saying that his wife and daughters are the "center of my universe." When he does have spare time for himself, Miscavish likes to keep life interesting. He's known, then, for his annual adventures, which have included summiting Mt. Rainier, going on safaris, hiking an Alaskan glacier and flying a fighter jet. He's also driven a tank, raced sportscars, sailed the Virgin Islands and jumped out of an airplane.

MATTHEW MOBERG

Partner

Porter Wright Morris & Arthur LLP | **Columbus, Ohio**

The leader of Porter Wright Morris & Arthur's real estate practice group, Matthew Moberg is also the president of the firm's title insurance agency, Coventry Title Agency, Inc. He has extensive experience in all aspects of the title insurance industry, from optimizing the coverage offered by title insurance policies to making and enforcing claims under those policies.

His real estate background includes extensive experience representing developers and landowners in the purchase, sale and development of commercial real estate, drafting and negotiating commercial lease agreements, representing both financial institutions and borrowers in commercial loan originations, foreclosures, receiverships and workouts and assisting businesses in general contract negotiation and dispute resolution.

"I love that there exists a physical manifestation of my work in the real world," said Moberg. "Rather than just having a signed contract or a little deal trophy on my desk, I can point to a building and say, 'I helped build that.'"

Moberg has applied his real estate knowledge to assist clients in highly specialized areas, such as representing health care organizations and financial institutions with respect to the leasing, acquisition and divestiture of real estate assets within their respective complex regulatory frameworks, representing energy companies in the acquisition and enforcement of coal and mineral interests, oil and gas leases and pipeline rights-of-way and representing a significant wireless telecommunications carrier on matters related to new cell site deployments and distributed antenna system installations.

Moberg was named an Ohio "Rising Star" by Ohio Super Lawyers. He has authored various law alerts on developments and changes in real estate law and also contributes to the firm's blogs, Banking & Finance Law Report and Oil & Gas Law Report.