

ALAN R. KRAVETS

CURRICULUM VITAE

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SUMMARY:

- **President, Managing Broker and General Counsel** - 26-year career at a national, privately held real estate brokerage company with numerous subsidiaries in over 35 states and Canada. Managing broker on the sale of more than \$1 billion of real estate. Created and implemented the portfolio sales of numerous commercial, residential, hospitality, industrial and specialty properties, leaseholds and fractional interests. Responsibilities included the management of the company, which involved overseeing numerous teams of brokers.
- **Attorney** - 24-year multi-jurisdictional legal career, building a 30-person law firm, executing the full complement of legal strategies and functions in a sophisticated real estate practice as well as in banking, financing and the sale and lease of all subsets of assets.
- **Expert Witness / Litigation Consultant** - Engagements as an Expert, Fact or Rebuttal, Witness, at trial or by deposition, in the area of Real Estate Law, ethics, and standards of practice; Real Estate Brokerage law, practice, ethics, procedures, commission issues and standards of practice; Auction law, practice ethics, procedures commission issues and standards of practice; Uniform Commercial Code Sale issues; Lender Liability issues; Debtor/Creditor issues, and Valuations, Internet sales of real estate.

ADMISSIONS:

- Illinois Supreme Court
- United States District Court – Northern District of Illinois
- Court of Appeals – Seventh Circuit

REAL ESTATE

- Arizona -Inactive
- Connecticut-Inactive
- Florida-Inactive
- Georgia-Inactive

LICENSURE:

- Illinois -Active
- Indiana-Active
- Massachusetts-Inactive
- Michigan-Active
- New Jersey-Inactive
- New York-Inactive
- Texas-Inactive
- Virginia-Inactive
- Wisconsin-Inactive

PROFESSIONAL

RAVINIA CAPITAL, LLC, Managing Director Real Estate

2021-Present

EXPERIENCE:

CONSULTANT – Internet Sales of Real Estate

2017-Present

- Develop internet auction sales strategies.
- Represented bidders of machinery and equipment.
- Represented bidders of real estate purchased for \$8.0M.

ACCELERATED REAL ESTATE SALES SOLUTIONS, Director

2014-2017

- Brokerage
- Consultant

HILCO GLOBAL, Senior Real Estate Consultant

2012-2014

- Led formation of Hilco Real Estate Auction Brokerage – a subsidiary of Hilco Global Real Estate, as its Co-founder, Co-Managing Broker, Executive Vice President & Legal Counsel, later Senior Real Estate Consultant of Hilco Global.

SHELDON GOOD & COMPANY, President/Executive Director/General Counsel/Managing Broker

1990-2011

- Managed all general corporate and regulatory legal work for parent and subsidiary companies operating across the country and worldwide.
- Developed a form Purchase and Sale Agreement with specific provisions for title insurance for commercial, residential, hospitality and industrial property used by Sellers and their counsel throughout the United States and Canada.
- Created and managed numerous joint venture agreements with strategic marketing partners in New York, Boston, Philadelphia, and California, as well as NACORE (National Association of Corporate Real Estate Executives) and The National Association of Realtors.
- Instrumental in developing the legal structure and documentation for a Leasehold and Fee Interest sale program for K-Mart Corporation.
- Developed the first Loan Sale by Auction program at Sheldon Good & Company.
- Drafted and led due diligence efforts for over 80 different real estate related asset classes, many complex with environmental issues
- Managed the sale as a Managing Broker of over \$1B of real estate - residential, commercial, land, industrial, mineral rights and real estate-related businesses in hospitality, golf, gas stations, restaurants, car washes.
- Created and implemented individual and portfolio sales as a Managing Broker of multiple property disposition programs for:
 - IBM: major office complex in Dayton, New Jersey
 - BP Oil: 44 gas station properties in Ohio
 - Amoco: 50 gas station and land properties in Illinois, Wisconsin, and Indiana
 - Con Rail: 100 railroad properties in New Jersey, Ohio, and Illinois
 - Confederation Life Insurance Company: 30 office, residential, industrial, commercial and properties in 4 provinces of Canada (Alberta, Saskatchewan, Manitoba, and Ontario)
 - New York Life Insurance Company: 10 commercial and industrial properties in Alaska, Wyoming, Oklahoma, Texas, and Kentucky
 - MetLife: hotel property in Illinois
 - Treasurer, State of Illinois: 2 hotel properties in Illinois
 - Private owner, Burnt Point, East Hampton - \$42M
 - JP Morgan Trust Department: sale of residential trophy home and 400-acre equestrian estate, Horizon Farms, Barrington, Illinois - \$19.6M
 - Numerous sales in Bankruptcy Chapter 7 and 11
 - Numerous sales throughout the country of fee simple or leasehold industrial, hospitality, golf courses, commercial and residential type assets.
 - Structured and sold hotel portfolio of 7 hotels in South Beach, Miami, Florida.
- Donald Trump and a participant loan group: Led structuring for disposition and workout strategy resulting in a \$19M sellout of the remaining 69 residential condominium units in Trump Plaza West Palm Beach, Florida.
- Represented as a Managing Broker and counseled a public company in the management and disposition of a portfolio of 63 properties in ten states, valued in excess of \$1 Billion.

PORTES, SHARP, HERBST & KRAVETS, Founding Partner

1980-1990

- Represented numerous sellers, buyers, lenders, and brokers for 25 years in Chicago and throughout the United States in a multi-jurisdictional law practice.
- Structured format for use of auctions for workouts and insolvency.
- Directed the workout of 15 participation construction loans exceeding \$1B, with 152 Banks and Savings & Loans as participants.
 - Managed the legal and business relationship among numerous geographical disbursed participant groups and borrower; organized a team to develop business, regulatory, and legal strategies to maximize the net realizable value for each asset.

- Applied traditional and innovative real estate law principles and practices in the lender participation, loan group, lender/borrower relationship, and the lender/seller and purchaser or landlord tenant phase; achieved disposition of all assets without litigation.
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ADDITIONAL

Title Insurance:

EXPERIENCE:

Chicago Title & Trust Company, Chicago, Illinois:

- Legal Counsel to Title Officers
- Head of Title Exam Unit
- Title Examiner

Expert Witness:

- Acted as an Expert, Fact and Rebuttal Witness in numerous cases:
 - Broker commission issues – national brokerage firm
 - Malpractice issues - Licensed Illinois Attorney
 - Malpractice issues - Licensed Real Estate Broker
 - Valuation matter - US Chapter 7 Trustee
 - Rebuttal Fact Witness for auction company – Courtroom Battle Creek, Michigan, supporting the successful prove up of obtaining fair market value in a sale by auction of real estate and business, sustaining a judgment of \$379,500
 - Brokerage issues – internet auction sales/bidders
 - Broker commission issues – suit for specific performance
- Drafted a lengthy affidavit in support of a motion for a temporary restraining order to prevent the sale of members interest of the title-holding LLC by a creditor using a UCC sale process, which LLC owned properties valued in excess of \$900 million.

Litigation Consultant

Auction Sales and Process Consultant

Real Estate Sales Consultant

AFFILIATIONS:

- American Bankruptcy Institute (ABI)-Prior
 - Association of Attorneys & Executives in Corporate Real Estate (AECRE)-Prior
 - Chicago Bar Association-Current
 - Chicago Association of Realtors-Prior
 - National Association of Realtors-Prior
 - National Golf Foundation-Prior
 - Turnaround Management Association (TMA)-Current
 - National Association of Bankruptcy Trustees (NABT)- Current
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PROFESSIONAL

- University of Illinois Chicago-The John Marshall Law School Center for Real Estate Law, Advisory Board Member-Current Member since 2012

ACTIVITIES:

- Chicago Bar Association:
 - Real Property Law Committee Member & Former Executive Committee Member
 - Former Chairman of the Title and Conveyance Subcommittee, Member Landlord Tenant Committee, Bankruptcy and Reorganization Committee
- Association of Attorneys & Executives in Corporate Real Estate (AECRE), Board Member & Convention Program Speaker-Prior

- Turnaround Management Association (TMA), Former Board Member – Chicago Chapter-Current member
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LECTURES:

Numerous speaking designations, awards, and qualified to lecture on Continuing Legal & Real Estate Brokerage Education matters, as well as general Real Estate Disposition Strategies, for the following organizations:

- Wisconsin Realtors Association
 - Michigan Auctioneers Association
 - Illinois State Bar Association
 - Chicago Bar Association
 - Federal Home Loan Bank of Illinois
 - Federal Home Loan Bank of New York
 - John Marshall Law School – Center for Real Estate Law
 - Numerous Law Firms
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HONORS:

- Lambda Alpha International (Honorary Land Economics Society)
 - Economic Club of Chicago
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PUBLICATIONS &

- **Panelist**, National Association of Bankruptcy Trustees Conference, “Credit Bidding and Carve Out Techniques in Real Estate Auction Sales – From the Auctioneer’s Perspective”

PRESENTATIONS:

- **Panelist**, Bay Area Bankruptcy Forum, “Legal Aspect of Tactics and Strategies of Real Estate Auctions to be Considered in Bankruptcy”
 - **Lecturer – Real Estate Law & Auctions**, UIC- The John Marshall Law School
 - **Key Speaker & Presenter at 4 Workshops**, Michigan State Auctioneers Association
 - **“Strategic Planning for the Disposition of Real Estate Owned” (Speech)**
 - **Speaker**, Insurance Company, Commercial Mortgage & Real Estate Investing Summit
 - **Speaker on Real Estate Auctions**, Wisconsin Commercial Realtors
 - ***Going, Going, Gone!*, Probate & Property**, American Bar Association
 - ***A Guide to Representing Sellers at Auction*, The Complete Lawyer**, American Bar Association
 - ***The Auction Advantage in the Disposition of Real Estate*, The Secured Lender**, Commercial Finance Association
 - **Video Workshop on Avoiding and Solving Major Real Estate Lending Problems** – Federal Home Loan Bank of New York
 - ***Legal Aspects of Problem Commercial Real Estate Loans*, Bank Notes** – Federal Home Loan Bank of Seattle publication
 - ***Suggested Guidelines for Closing Real Estate Transactions*** – Chicago Bar Association Real Property Law Committee
 - **Articles** about sales of hospitality properties for numerous owners’ associations.
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PHILANTHROPIC

- Spearheaded the Sheldon Good & Company charitable auction program, raising millions of dollars for charities including The American Heart Association, The American Diabetes Association, Thresholds, Special Olympics, Junior Achievement, Chicago Gateway Green, The Pritzker Military Library, The Congressional Medal of Honor Foundation and many others.

PRO BONO

- Eversight-National Eye Bank, Advisory Board

ACTIVITIES:

- Legal Aid Foundation Volunteer, Chicago, Illinois
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EDUCATION:

University of Michigan Law School, J.D.

University of Michigan Ross School of Business, B.B.A