



Maine Real Estate &  
Development Association

Supporting Responsible Development



**MEREDA's 2026  
Annual Real Estate  
Forecast Conference &  
Member Showcase**

February 26, 2026



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**FORECAST CONFERENCE**

*Where Important Conversations Happen*

# 2026 Annual Real Estate Forecast Conference

Thursday, February 26, 2026

**8:30 - 9:30 AM - Registration, Member Showcase & Continuing Education Credit Sign-In**

**9:30 Conference Introductory Remarks:** *Shannon Richards*, President, MEREDA Board

**9:45 AI in Real Estate: Reshaping how we develop, operate, and invest:** *Steve Weikal*, Industry Chair, Real Estate Transformation Lab | MIT Center for Real Estate Managing Partner, MET Fund II

**MEREDA HIGHLIGHTS:**

**10:45 Overview of MEREDA’s Legislative Agenda:** *Elizabeth Frazier*, Partner, Pierce Atwood, LLP

**GLOBAL REAL ESTATE CAPITAL FLOWS:**

**11:15** *Michael Coster*, Managing Director, Head of U.S. Real Estate Investment Banking and M&A TD Securities

**11:45 Recognition Awards Ceremony**

**12:00 Lunch & Member Showcase Open**

	ROOM A — Connecticut / Rhode Island/Vermont	ROOM B — Massachusetts/NH
<b>1:00</b>	<p align="center"><b>Construction Outlook</b>  <u>Dave Thomas</u>, Consigli Construction  <u>Ron Milley</u>, Consultant Services  <u>Drew Wing</u>, Zachau Construction</p> <p align="center"><i>(Moderator)</i> <u>Marieke Thormann</u>,            Fathom Companies</p>	<p align="center"><b>Office &amp; Industrial Outlook</b>  <u>Nate Stevens</u>, The Boulos Company  <u>Sam LeGeyt</u>, The Dunham Group</p> <p align="center"><i>(Moderator)</i> <u>Jennifer Small</u>,            Malone Commercial Brokers</p>
<b>2:00</b>	<p align="center"><b>Residential &amp; Multifamily Outlook</b>  <u>Nova Tower</u>, Waypoint Brokers Collective  <u>Brit Vitalius</u>, Vitalius Real Estate Group</p> <p align="center"><i>(Moderator)</i> <u>Shannon Richards</u>, Hay Runner</p>	<p align="center"><b>Retail &amp; Hospitality Outlook</b>  <u>Ashish Sangani</u>, Giri Hotels  <u>Nick Margitza</u>, WS Development</p> <p align="center"><i>(Moderator)</i> <u>Jason Howe</u>, Preti Flaherty</p>

**Choose One Session in Each Time Slot: (Two total sessions)**

**3:00 Artificial Intelligence Panel:** Keynote Presenter, Steve Weikal, returns to moderate this panel discussion. Panel includes Lauren Hasson, JLL New England, Dominic Endicott, Knowledge Towns, and Dan Koloski, College of Professional Studies at Northeastern University’s Roux Institute.

**4:00 Conclusion of Event | Showcase Re-Opens | Social Hour & Raffles | Continuing Education Credit Sign-Out**

# CONTINUING EDUCATION CREDITS

This course has been approved for **4 hours** by the **Maine Real Estate Commission** for Continuing Education Credits for **Real Estate Licensees and Appraisers**.

This course has been approved by the **Maine Board of Overseers** for **4 hours of legal continuing education credits**. Those seeking credits for attorneys must also sign in.

This course has been approved by **AIA Maine** for **4 hours** of HWS (Health, Safety, and Welfare) architect credits. Those seeking credits for architects must also sign in.

This course has been approved by **Maine Revenue Services** for **4 hours** of assessor credits. Those seeking credits for architects must also sign in.

Application has been made to the **American Planning Association** for AICP CM Credits. *Approval is pending.*

**\*\* ATTENTION \*\*** In-Person real estate licensees and appraisers seeking credits will be **required to sign-in** upon arrival (before 9:30 am), **and also sign-out** at the end of the program (not before 4:00 pm).

**You MUST sign the pink sign-in / sign-out sheets** located next to the registration area. **Failure to sign both in and out sheets will result in the forfeiture of credits.**

We must have proof of 2 signatures. **No exceptions.**

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# CONTINUING EDUCATION CREDITS

# SPEAKER BIOGRAPHIES

## 2026 Real Estate Forecast Conference Speakers

**Shannon Richards** is a visionary builder, creative entrepreneur, and community leader with a 25-year career spanning design, construction, and real estate. As the founder of Hay Runner, a Maine-based company offering design, construction, millwork, property services, and real estate brokerage under one roof, Shannon has redefined what comprehensive, client-centered property stewardship can look like. Her integrated model streamlines every stage of residential and boutique commercial ownership, supported by a trusted network of artists, architects, and craftsmen.

Since its founding in 2018, Hay Runner's growth has been exceptional — earning recognition on national and global stages. The company ranked #17 on the Women Presidents Organization's 50 Fastest Growing Women-Owned/Led Companies, #543 on the Inc. 5000 list, and Shannon herself earned WPO Women to Watch (#7).

This sustained, exponential expansion reflects Shannon's unique blend of creativity, disciplined leadership, and commitment to excellence.

Beyond her business, Shannon is deeply engaged in shaping Maine's future. She serves as President of MEREDA (Maine Real Estate & Development Association) and is the most recent Past President of the Maine Crafts Association, championing both the built environment and creative economy. She also advises the Maine Coast Heritage Trust Board of Trustees, contributing to land conservation and community resilience, and the Sebago Technics Board of Advisors.

**Steve Weikal** is a lecturer, researcher, and thought leader focused on innovative new technologies and business models that are reinventing traditional ways of developing, transacting and managing real estate. He is the Industry Chair of the Real Estate Transformation Lab at the MIT Center for Real Estate, which explores how emerging technologies impact the commercial real estate industry, and is also the Managing Partner of MET Fund II, which invests in early-stage, MIT-connected start-ups focused on solutions for the Built Environment Transition. Previously, Steve was the Head of Industry Relations at the Center, responsible for managing relationships with its global network of corporate partners and more than 1,300 alumni from 48 countries.

Steve is a member of the CREtech Climate Leadership Board, the advisory board of Noa VC in London, and is on the review committee for the CoreNet Global Innovator Awards. He serves on the boards of eight real estate technology companies. An ardent industry advocate, Steve speaks regularly about real estate technology to corporate clients around the world and at leading industry conferences including AFIRE, CCIM, CoreNet, NAIOP, and PERE. He has been quoted by numerous media outlets, including BuzzFeed, TechInsider, Medium, USA Today, CP Executive, Harvard Real Estate Review, the Boston Globe, IPE Real Assets Europe, and Anuario Inmobiliario LatinoAmerica.

Steve holds a Master's of Science in Real Estate Development (MSRED) and Master's in City Planning (MCP) from the Massachusetts Institute of Technology, and a law degree (JD) from Suffolk University Law School. He began his real estate career restoring and redeveloping historic theaters in Detroit's Fox Center entertainment district.

# SPEAKER BIOGRAPHIES

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**Elizabeth Frazier** is a partner at Pierce Atwood, focusing on government relations, lobbying, business advocacy, and environmental and land use policy. Elizabeth divides her time between Pierce Atwood's Portland and Augusta, Maine offices. Elizabeth grew up in and around her family's Maine-based small business, which has given her unique insights into the challenges and opportunities of running a business in Maine.

Prior to moving back to Maine, Elizabeth served as a staffer for Congresswoman Chellie Pingree in her Washington, DC office. Her experience both in Washington and back home in Maine has given Elizabeth an understanding as to what resonates with Maine policy makers and how to shape a legislative strategy in the best interest of her clients. Specifically, Elizabeth's professional and political experience have given her a nuanced understanding of Maine politics, and her pragmatic approach to policymaking allow Elizabeth to elevate her clients' interests above the political fray.

Elizabeth has direct experience working with business, professional associations, and advocacy organizations to navigate complex legal, regulatory, and political issues. In this time of increased state-level policymaking, Elizabeth is intimately familiar with the interplay between multi-state business interests and local policymaking. Additionally, Elizabeth has been involved in the work of climate action and preparedness – an area rife with both risk and opportunity for Maine business.

In her personal life, Elizabeth is active in Maine Democratic politics. Elizabeth serves on the Board of the Portland Regional Chamber of Commerce as well as Maine's Architecture, Construction and Engineering (ACE) Mentor Program, and GrowSmart Maine. These organizations reflect Elizabeth's passion for Maine, its people, and the future of economic growth in our state. Elizabeth resides in the heart of Portland's Old Port.

**Michael Coster** is Head of U.S. Real Estate Investment Banking and M&A at TD Securities based in New York. Prior to TD Securities, Michael served as Co-Founder, Partner, and Chief Executive Officer of the Kimberlite Group, a specialized investment bank focused on real estate joint venture formation and capital raising. Former global head of Lazard Frères & Co.'s Private Fund Advisory Group's Real Estate Division, and served as Managing Director and Group Head for U.S. Real Estate Investment Banking at RBC Capital Markets and a member of the firm's U.S. Operating Committee; also held a similar position at Robertson Stephens.

**Dave Thomas** serves as Regional Director for Maine at Consigli Construction Co., Inc., a leading construction manager across the Northeast, Mid-Atlantic, and Caribbean. With more than 20 years at Consigli, Dave oversees projects, personnel, and strategic operations throughout the state. Previously, he served as a Project Executive, guiding high-profile projects in higher education, healthcare, life sciences, hospitality, corporate, and government sectors.

Through the commitment and leadership of Dave and his team, Consigli has been named the Best Large Company to Work for in Maine for four consecutive years. Together, they have sustained the firm's distinction as the longest-standing company recognized in the annual Best Places to Work in Maine list—earning this honor for 18 straight years. Their collective efforts have also led to several projects earning recognition from

## SPEAKER BIOGRAPHIES

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industry organizations, including the Associated General Contractors of Maine, and Maine Preservation.

Outside of his professional work, Dave dedicates his time and resources to local and national organizations, most notably serving as Board Chair for Epic Experience, helping survivors and caregivers live beyond cancer.

Dave earned his degree in Construction Management from Roger Williams University and contributes to shaping the industry as a Board Member for the Associated General Contractors of Maine.

**Drew Wing** is President of Zachau Construction and has over 30 years of experience in construction and real estate development including market rate and affordable housing. He is well versed in acquisitions, entitlements, and financing, including the use of low-income and historic tax credits. He serves on the board of directors for the Maine Affordable Housing Coalition, the Freeport Housing Trust and was a founding member of the recently launched, Build Homes, Build Community Coalition, advocating for expanded housing access across the state. Drew holds a BA from Michigan State University and a Master's degree in Theology from Bangor Theological Seminary.

**Ron Milley** has been working in and around the construction industry for his entire career. He is currently the owner of Consultant Services and has been for the past 11 years. Through day-to-day company operations, Ron and his team assist over 50 lending institutions with commercial and residential projects that span from Northern Maine to Southern Connecticut.

Ron holds a bachelor's degree in construction management technology from the University of Maine Orono and has over 35 years of experience in the field, which began with his family-owned demolition and concrete cutting business, Engineered Products.

Ron lives in Freeport with his wife, Annie and their three children. He enjoys spending his free time with family and friends enjoying all the outside activities that Maine has to offer.

**Marieke Thormann** is the Vice President of Development at Fathom Companies, a hospitality and real estate management company that concentrates on developing and providing consulting services for ground-up construction, historic renovations, and repositioning of hotel, office, residential, and mixed-use properties. She is a licensed Professional Engineer that facilitates and oversees all parties involved in new development and renovation projects, from site acquisitions, pre-construction management, design development, and construction coordination through project completion. Marieke brings over a decade of experience with multi-million-dollar construction and development projects ranging from boutique hotels and mixed-use urban high-rises to institutional offices and schools. As an engineer, Marieke is known for her strong problem-solving skills that empower her to work with design teams, Owners, and contractors to collaboratively resolve complex challenges. She is well established in the construction and development industry in the Mid-Atlantic and Northeast and has built a reputation of strong leadership, trusted management, and a deep understanding of design and construction.

## SPEAKER BIOGRAPHIES

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Her recent notable work on Fathom Companies' developments include the Canopy Portland Waterfront hotel (opened June 2021), and current master development plans for The Pearl Street Riverfront District in Biddeford, and a hotel development at 385 Congress Street in Portland, part of the larger Herald Square Development. Thormann also leads project management and consulting services at Fathom Companies for other real estate developers, including the planned renovation of the historic Time & Temperature Building in Portland.

**Nate Stevens** joined The Boulos Company in 2007 after working with CBRE in Tucson, Arizona prior to moving back to Maine. Nate works in all areas of commercial real estate including office, retail, industrial, development, and investment properties located in Central and Southern Maine. Nate has extensive experience working with local and national developers, investors, and companies including nonprofits, start-up businesses, state organizations, local municipalities, and large corporate companies. Nate is often asked to contribute to articles and be a panelist based on his knowledge of the commercial real estate market. He is also a regular speaker at the annual MEREDA conference where he presents on the status and future of the southern Maine office market.

A Portland, Maine native, Nate left to study at the University of Arizona where he received his bachelor's degree in Regional Development. He was an accomplished swimmer captaining the Division 1 men's team to consecutive top four finishes at the NCAA Division 1 championships as well as earning All-American status and reaching a top 25 world ranking. This leadership and competitive spirit is what drives Nate's achievements in commercial real estate. Nate has a long, well-engrained family history in Portland; his great-great grandfather was famed regional architect John Calvin Stevens, a legacy which spawned his interest and passion for the local built environment.

Nate lives in the Deering Center neighborhood of Portland with his wife, Jane, and son, Carter. They enjoy summers on Little Diamond Island in Casco Bay.

Professional Affiliations/Accreditations: 2018 Maine Commercial Association of Realtors —Realtor of the Year, Maine Real Estate Broker License, Member, Greater Portland Chamber of Commerce, President, Maine Commercial Association of Realtors, President, Greater Portland Landmarks, Trustee, Portland Public Library,

Education: University of Arizona – Bachelor of Science, Regional Development

**Sam LeGeyt**, SIOR, Partner, Broker at The Dunham Group. Committed to helping Maine businesses thrive, Sam has earned a reputation for being hardworking, smart, and trustworthy. He specializes in the industrial, office, and investment markets and provides strategic planning, site searches, and representation for buyers, tenants, sellers, and landlords, as well as commercial property valuation and consulting services. Known for his insightful market analysis, Sam's valuation reports and consulting are relied upon by several local banks. A team player, Sam joined The Dunham Group in 2018, and enjoys learning from and collaborating with other brokers to serve his and the firm's clients' best interests. As a high-volume producer, he has consistently earned the trust and respect of clients, our team, and even our competitors. This success led him to be elected Partner of the firm and go on to earn the prestigious Society of Industrial & Office Realtors (SIOR) designation, both in 2024.

## SPEAKER BIOGRAPHIES

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Active in several Greater Portland nonprofit organizations, Sam currently serves as a Vice President of The Maine Commercial Association of Realtors Board of Directors and is an active member of MEREDA (Maine Real Estate and Development Association).

Sam has worked in commercial real estate since 2014 and has successfully brokered transactions in all sectors of commercial real estate, with his focus being on Industrial and Office properties. A graduate of UNH's Peter T. Paul College of Business and Economics, Sam earned his degree in both Finance and Management, with a minor in Real Estate. Outside of the office, Sam enjoys being outdoors. He is an avid golfer and skier and can often be found at Sugarloaf or enjoying the outdoors with his wife and daughters.

**Jennifer Small** joined the Malone team in 2000 for an internship that launched a successful lifelong career as a broker. Jenn has collaborated on many of Maine's most complex commercial real estate transactions. Her projects span from development/redevelopment to lease and sale of office, medical, retail, and industrial space throughout the state. Jenn has a proven history of surpassing client expectations, including national companies, nonprofit organizations, and countless local businesses.

Jenn holds the CCIM designation and serves as Vice President of the MEREDA Board of Directors. She is also the current President Elect for 2026. Jenn is a Director with the Maine Commercial Association of Realtors Board of Directors and is affiliated with the National Association of Realtors. Jenn enjoys skiing, hiking, and all year-round outdoor activities Maine has to offer. Actively involved in her kids' sports, she perfectly defines balance. She lives in Falmouth with her husband and two children.

**Nova Tower** is a Broker and Managing Partner with Waypoint Brokers Collective, a top-five boutique agency in Cumberland County. She is known for her data-driven strategic approach to real estate transactions, and her intimate technical understanding of home performance, renovation, and design. With a decade of brokerage experience, and a longer history working in education and advisory services across multiple industries, Nova brings a sharp analytical mind and steady guidance to every client. Nova is a passionate advocate for climate and community. She serves on the Board of Directors of two major statewide non profits - Maine Coast Heritage Trust and ClimateWork Maine. She is a committee member for the GPBR Sustainability Advisory Group, a GREEN-designated broker, and a participating member of 1% for the Planet.

Originally a New York City native, Nova found her forever home in Portland in 2009, where she lives with her husband, two kids, and a goofy golden doodle. She is a graduate from the University of Pennsylvania and formally a US Coast Guard Licensed Captain. She has sailed across the Pacific and Atlantic Oceans twice each during which she taught open ocean sailing and celestial navigation to students of all ages. However, her greatest lifetime achievement is solving a Rubik's Cube in under 4 minutes. These days if you're looking for her outside the office, you'll likely find her atop a mountain, along a river, bobbing in the ocean, climbing rock walls, or downtown ordering too many appetizers.

**Brit Vitalius**, is a Principal, Designated Broker of Vitalius Real Estate Group. Brit has been personally representing buyers and sellers of multi-unit investments since 2004. He opened Vitalius Real Estate Group in January of 2011 in Portland, and then in 2023, opened a second office in Bath. The brokerage is a boutique

## SPEAKER BIOGRAPHIES

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agency of residential and commercial agents. In 2024, Vitalius Real Estate Group was recognized by the Boston Globe as the Top Real Estate Brokerage in Maine.

Brit has served for more than a decade as President of the Rental Housing Alliance of Southern Maine (formerly the Southern Maine Landlord Association). He is a co-founder of the Quality Housing Coalition, recently renamed Project Home. He is the past President of the Portland Community Chamber of Commerce and is currently a Trustee at MECA&D.

Brit grew up in Yarmouth, Maine before he graduated from Harvard University in 1995. He worked in technology as a programmer and team manager at BBN, the company that developed the forerunner of the internet. Brit currently lives in Yarmouth with his wife, Yasmin, son, Coltrane and daughter, Allegra.

**Current Boards & Committees:** President, Rental Housing Alliance, President, Portland Community Chamber of Commerce, Co-founder and President, The Quality Housing Coalition, Trustee, Maine College of Art and Design, and Co-Chair, Greater Portland Board of Realtor's Legislative and Political Action Committee.

**Ashish Sangani** began his career as a front desk clerk. From that early experience, the vision for what would become Giri Hotel Management began to take shape.

Over the past 27 years, under Ashish's leadership, strategic vision, and deep operational expertise, Giri has grown with intention and discipline—from a single family-run hotel in 2002 to a portfolio of more than 55 hotels today. The company's unicorn by portfolio includes Marriott, Hilton, Choice, Wyndham, IHG, and Best Western brands, along with a collection of independent, boutique, and resort properties. Giri's operational depth, brand experience, and strong industry relationships have fueled its expansion and earned the trust and respect of hospitality leaders nationwide.

Throughout this growth, Giri has remained grounded in a people-first culture. The leadership team champions empowerment, innovation, integrity, and purpose, fostering an environment where employees feel valued, supported, and genuinely part of the Giri family.

Ashish resides in Quincy, Massachusetts with his wife, two daughters, and his parents.

**Nick Margitza** is Vice President of Leasing at WS Development, a leading, Massachusetts-based retail and mixed-use real estate developer that owns, operates, and leases more than 100 properties totaling over 22 million square feet across the United States.

In his role, Nick leads WS Development's leasing efforts for all retail assets in Maine and New Hampshire, driving tenant strategy and cultivating strong partnerships to maximize occupancy and deliver vibrant, community-focused destinations. WS Development's approach to leasing emphasizes curated tenant mixes, collaborative relationships with national, regional, and local brands, and a deep commitment to creating places where people want to be.

## SPEAKER BIOGRAPHIES

## SPEAKER BIOGRAPHIES

Originally from Waterville, Nick is a proud Bates College alum. He now lives in Boston with his wife, their two children, and the family dog, Crouton.

**Jason Howe** is an equity partner with PretiFlaherty's Portland office, where he chairs the firm's Real Estate & Finance Group. Jason represents clients locally, nationally, and internationally on matters related to real estate development, real estate investment structuring, CRE and asset-backed financings, commercial leasing, and ultimate disposition of properties. He is often involved in projects prior to the start of the permitting process, providing strategic guidance related to entitlements and approvals. Jason's real estate practice is unique for Maine, as it includes not only mid- to large-scale residential development, but also development and financing of hotels, resort properties, and large "3PL" and logistics warehousing facilities. He is one of just three Maine-based Fellows in the American College of Mortgage Attorneys.

PretiFlaherty is a Chambers-ranked regional law firm, with offices in both Portland and Augusta Maine, Concord NH, Boston MA, and Washington DC. The firm is full services, and regularly provides comprehensive services for clients across the country and around the globe, including the areas of real estate, tax, energy, environmental, complex litigation, and mergers & acquisitions.

**Lauren Hasson** is Senior Vice President of Workplace Strategy for JLL in Boston where she partners closely with brokers and clients to help them successfully navigate this new era of work. She spends most of her time with tenants who are questioning how much space they need or haven't yet refined their vision for the future of work. Lauren's background in anthropology, health, and strategy is a powerful blend in today's real estate climate where clients are hyper-focused on culture and wellbeing.

Lauren's experience spans geographies and industries (tech, finance, legal, life science, and more). When she's not in the room with clients, Lauren works closely with JLL's research team to understand how disruptive technology is transforming the way we use commercial real estate. She remains incredibly optimistic about the future of office design and workplace experience. In many ways, Lauren believes this is the golden era of the office.

She was named 2024 "Workplace Strategist of the Year" by the Boston Real Estate Times, holds a B.A. in Anthropology from The George Washington University and a M.Ed. from Boston University. Lauren is also a passionate yogi (RYT 200 certified) and supporter of the local arts scene as a Board of Advisors member for Artists for Humanity.

**Dominic Endicott** is co-author of Knowledge Towns: Colleges and Universities as Talent Magnets (Johns Hopkins University Press, 2023). A venture investor and strategist, he has helped build and scale companies from startup to \$800M exits and led U.S. operations for Nauta Capital, a \$500M global venture firm.

Today, Dominic is focused on bringing the Knowledge Towns vision to life across New England in partnership with universities, local leaders, and private capital—building new neighborhoods that combine housing, innovation, wellness, and AI-enabled productivity. He sees Knowledge Towns as a platform capable of

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# SPEAKER BIOGRAPHIES

channeling hundreds of billions of dollars into decentralized micro-innovation districts across the U.S. and globally, transforming how prosperity is created and shared.

**Dan Koloski** is the head of learning programs and professor of the practice in the College of Professional Studies (CPS) at Northeastern University's Roux Institute. At the Roux Institute, Koloski carries administrative responsibility for all learning programs across degree and non-degree contexts. Professor Koloski's own teaching is in analytics and software development and the application of both to business, and in addition to his work within various Northeastern degree programs, he works with the Roux partnerships team to develop and teach custom non-degree courses to partner employees. Beyond his CPS teaching, Koloski serves as an adjunct faculty member with the College of Engineering's Multidisciplinary Graduate Engineering (MGEN) unit and is also a faculty affiliate of Northeastern's Center for Technology Management and Digital Leadership.

Koloski joined Northeastern after spending over twenty years in the IT and software industry, working in technical and business management roles across large and small companies. Most recently, Koloski was vice president of product management and business development at Oracle. Before Oracle, he was CTO and director of strategy of the web business unit at Empirix, which he helped spin out and sell to Oracle.

Koloski holds a bachelor's from Yale University and an MBA from Harvard Business School.

Koloski has lived in Portland for several decades with his wife and two daughters. He is an avid sailor and skier and maintains an active performing schedule in the Portland-area music and theater scene. He is also the founder and leader of the Roux Institute's Department of Music, a student, faculty, and staff choral group.

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Speaker Presentations and other related materials from today's event are available on the MEREDA website using this QR Code.



<https://mereda.org/resources/documents/>

This QR code will provide you with a map of the Casco Bay Exhibit Hall.



<https://mereda.org/wp-content/uploads/2026/01/2026-Exhibitors-Confirmed.pdf>

## JOIN THE CONVERSATION



Maine Real Estate &  
Development Association

**Supporting Responsible Development**

## 2025 Recognition Awards

*Each year MEREDA is proud to recognize the individuals, businesses and organizations that have made a significant and lasting contribution to responsible real estate development in the state of Maine.*

### **Robert B. Patterson, Jr. Founders' Award:** Jason Favreau, CPA, BerryDunn

*This career recognition award is to acknowledge members of MEREDA who have distinguished themselves by making significant contributions to the real estate industry and/or to MEREDA over many years. Jason Howe of BerryDunn has been selected to receive this year's Robert B. Patterson, Jr. Founders' Award.*



With over twenty years of experience providing federal and state tax consulting and compliance services, Jason works with the leaders of closely-held businesses across the country to minimize their overall tax burden. A skilled Certified Public Accountant, he provides technical expertise to clients focused in the real estate development and senior living industries as well as a variety of businesses operating within private equity structures.

Jason is a Principal in BerryDunn's Tax Services team leading the Real Estate practice for the firm with services including Historic Tax Credit planning, §1031 Like-kind exchanges, and cost segregation studies. He specializes in Partnership taxation and Mergers & Acquisitions providing proactive advice and transactional consulting to his clients with complex equity structures.

Jason recently served as a contributing member of MEREDA's Board of Directors for 12 years. During this time, Jason was named as chair of the Membership & Marketing Committee, a position he held for 10 years. He was awarded MEREDA's Volunteer of the Year Award in 2015 and appointed Vice President of the organization in 2023. Jason's hands-on approach and willingness to take on additional responsibilities made him an invaluable asset to both the board and the broader MEREDA community.

### **Volunteer of the Year Award:** Jessamine Pottle, Haley Ward

*MEREDA's success is largely based on the support and commitment from its volunteer members. Each year MEREDA presents its Volunteer of the Year Award to an individual who enthusiastically volunteers time and energy over the past year furthering MEREDA's mission. This year's award goes to Jessamine Pottle of Haley Ward.*



Jessamine "Jessie" Pottle, CPSM, serves as Vice President and Marketing Director at Haley Ward, an employee-owned consulting firm headquartered in Bangor, Maine. She leads and oversees the firm's marketing and business development initiatives for the entire company which spans five states throughout New England and Florida. Prior to joining Haley Ward, Jessie worked at the Maine Department of Environmental Protection and for US Senator Susan M. Collins whom she worked for after graduating from the University of Aberdeen, Scotland.

Committed to helping Bangor thrive, Jessie is the current Chair of Heart of Maine United Way, a past Chair of Fusion: Bangor, and has served on boards for the Downtown Bangor Partnership, Society of Marketing Professional Services, and the Bangor Region Chamber of Commerce.

Jessie has been an invaluable addition to MEREDA's Conference Committee. The time and energy she has devoted to helping craft and bring to fruition MEREDA's last couple of Bangor events has not gone unnoticed, and we greatly appreciate her contributions! Jessie has gone above and beyond for MEREDA, and we are truly grateful for the expertise and time she has shared with our organization this past year. This award is well-deserved, and we look forward to seeing the impact Jessie continues to make in the future!



Maine Real Estate &  
Development Association

**Supporting Responsible Development**

## 2025 Recognition Awards

*Each year MEREDA is proud to recognize the individuals, businesses and organizations that have made a significant and lasting contribution to responsible real estate development in the state of Maine.*

### **Public Policy Award:** Jason Howe, Preti Flaherty

*This award is presented each year to those whose efforts have had a significant impact on public policy changes to benefit responsible real estate development in Maine. MEREDA is honored to present this year's Public Policy Award to Jason Howe of Preti Flaherty.*



Jason's work as Chair of MEREDA's Public Policy Committee has distinguished him as not only a brilliant legal mind, but a savvy political navigator. His willingness to help craft critically important legislation to advance housing policy in Maine has led to some significant achievements in advancing predictability and practicability for developers. Jason's positive attitude, limitless depth of knowledge (on matters ranging far beyond housing), and his tireless advocacy for housing creation in Maine has been a powerful factor in MEREDA's ability to achieve better policy outcomes across the state. Jason's continued efforts in helping craft and advocate for MEREDA's WIN Act are a further demonstration of commitment to helping solve Maine's housing crisis.

### **President's Award:** Joe Wishcamper, The Wishcamper Companies

*The President's Award is given by MEREDA's current President in recognition of someone who has made significant contributions to Maine and/or MEREDA. This year's President's Award is awarded to Joe Wishcamper, The Wishcamper Companies, Inc.*



As one of MEREDA's founding figures, Joe has been actively shaping and supporting responsible development in Maine for more than 45 years. His impact is both profound and enduring. Our organization simply would not be what it is today without his steadfast commitment, thoughtful leadership, and unwavering belief in building a stronger future for Maine's communities. From MEREDA's earliest days to the complex challenges we face today, Joe has been a constant source of wisdom and vision, helping to ensure that development in our state remains both economically vibrant and community-centered.

Over the course of his career, he has been an owner and developer of more than 15,000 units of affordable housing across 25 states, with experience spanning new construction, renovation, rural and urban development, and historic affordable housing projects. His companies are widely respected for their commitment to resident services, ethical partnerships, and long-term stewardship of housing communities. Beyond development, Joe has been a dedicated advocate for affordable housing policy at the federal and state levels and an active participant in national industry organizations. He has also demonstrated a longstanding commitment to civic leadership and philanthropy, serving as chair or board member for numerous institutions, including the Maine State University System, Maine Public Broadcasting Network, The Nature Conservancy (Maine Chapter), Maine Medical Center, and other nonprofit and public organizations.

Joe, we are grateful for your passion for housing initiatives and your recognition of the critical work ahead. The conversations you've fostered—and the people you've brought together—speak volumes about your continued influence and the respect you command in this field. Your ability to bridge diverse perspectives and build consensus has been instrumental in advancing solutions that truly serve Maine's future.



Maine Real Estate &  
Development Association

**Supporting Responsible Development**



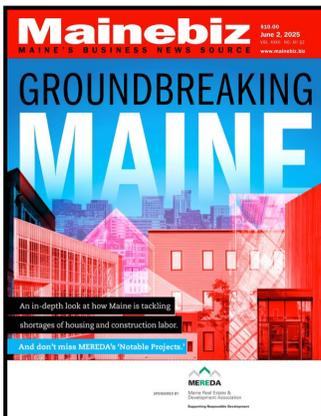
**\*\* Mark your Calendar for April 30th! \*\***

*A Notable Night... A Social Celebration of 2025's Notable Projects!*

Each year, MEREDA identifies and recognizes the most noteworthy and significant Maine commercial development projects from the previous year. These Notable Projects embody MEREDA's mission of responsible development.



MEREDA has chosen, and is excited to recognize and honor, the 2025 Notable Project Recipients at a very special awards ceremony and networking event on **April 30, 2026** at USM's Hannaford Hall - Abromson Community Education Center, 88 Bedford Street, Portland, ME



MEREDA is excited to be partnering once again with **Mainebiz** on the 2026 "**Groundbreaking Maine**" publication to be distributed in the 6/1/26 issue of Mainebiz focused on reporting on the real estate industry.

**One of the items featured will be coverage on MEREDA's Notable Project Recipients!** They'll review each project, tell their story, and shine a spotlight on the innovators, general contractors, engineers, architects, and the developments that showcase responsible development in action!

**Interested in Participating as a Supporter of this "Notable Night"?**

Please reach out to Shelly R. Clark at the MEREDA Office.

**A NOTABLE NIGHT WITH MEREDA**

# Want to Become More Involved in MEREDA's Initiatives? Consider Joining a Committee!



Maine Real Estate &  
Development Association

**Supporting Responsible Development**

Participation on any one of MEREDA's volunteer committees gives members yet another opportunity to raise their profile within Maine's real estate community, and help the association meet its goals. Committee work allows members to play an active role in the association's affairs and all members are encouraged to participate. Committee work also provides an opportunity to work alongside others in the real estate

industry and is a good networking opportunity in itself.

- ◆ Our **Public Policy Committee** meets bi-weekly during legislative sessions. This committee reviews pending bills and regulations, identifying those of interest to our members, and works to ensure the real estate industry's concerns are considered. The committee labors to influence and shape the final form of proposed laws and regulations, and initiates new ones when circumstances warrant.
- ◆ The **Conference & Seminar Committee** meets monthly to develop ideas for upcoming conferences, seminars, and social events, suggesting possible topics, guest speakers, sponsors, formats, venues, and so on.
- ◆ Our **Membership & Marketing Committee** meets monthly to review membership statistics and trends, develops ways to retain current and recruit new members, looks for ways to further enhance the effectiveness of MEREDA's publications and other communications media and entertains ideas for new products and services that could be offered to the membership.
- ◆ The **DevelopME Committee** meets monthly to engage membership and create professional development opportunities within MEREDA for the next generation of industry professionals.
- ◆ The **Local Issues Committee** meets up to six-times per year to monitor and timely engage on local land use and development matters.

We encourage anyone who is interested in becoming involved in one, or more, of our committees, to reach out to Shelly R. Clark, Executive Director at MEREDA by calling 207-874-0801 or sending an email to [info@mereda.org](mailto:info@mereda.org).

## *Our Members are Invested in What we Do*

MEREDA's strength has always come from the support and participation of its valued members. Their generous support is critical to continuing MEREDA's advocacy work, educational programming, and other services that are so vital to those in Maine's real estate industry

Thanks to their generosity, we have become the leading voice for responsible real estate development in Maine, representing hundreds of commercial real estate owners, developers and related businesses, from architects and engineers to property managers.

*We are pleased to give special recognition to our Cornerstone and Sustainer Level Members. If you are interested in learning more about these levels of membership, please contact the MEREDA office.*

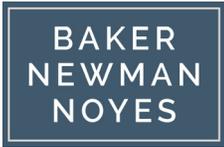
### *Cornerstone Level Members:*



**J. B. BROWN & SONS**

# Our Members are Invested in What we Do

## Sustainer Level Members:



# LEGISLATIVE ADVOCACY

WINTER 2026



MEREDA's Public Policy Committee continues to stay engaged on critical matters impacting our members.

## **Mills' State of the State Highlights Funding for Housing, "Affordability Agenda"**

On Tuesday, January 27, 2026, Governor Janet Mills delivered her final State of the State address, centering her remarks on affordability — and, importantly for our members, on housing. Below are highlights of the Governor's "affordability agenda," which includes \$70 million for housing, \$300 individual checks, and permanent free community college. A specific breakdown of the housing funding proposal is below. [Affordability Agenda \(PDF\)](#)

- \$55 million for new housing production, including:
  - \$15 million for the Rural Affordable Rental Program (83 new apartments).
  - \$7.5 million for the Affordable Homeownership Program (88 homes).
  - \$10 million for a new MaineHousing pilot to create 100 homes for middle-income Mainers (rental or ownership).
  - \$7.5 million for a new MaineHousing pilot to create 429 affordable homes via mobile home park expansion and infill.
  - \$15 million to leverage federal housing tax credits (125 new rental apartments).
- \$15 million to support proven, existing housing programs, including:
  - \$12 million for the Emergency Housing Relief Fund (short- and long-term solutions for homelessness and imminent risk).
  - \$2 million for the Community Aging in Place Program (upgrade 645 homes so older Mainers can age in place).
  - \$1 million to the Maine Office of Community Affairs to help communities implement recent zoning and land use reforms.

These exciting proposals will help bolster critical affordable housing programs, aid in attainable housing goals for the state, and preserve critical housing for Mainers. MEREDA applauds the Governor for her proposal and looks forward to advocating for passage of these proposals before the legislature's Appropriations and Financial Affairs Committee. The proposals will be finalized in the Governor's supplemental budget, which has not yet been printed.

# LEGISLATIVE ADVOCACY

WINTER 2026

## **WIN Act – Update on Recent Housing Committee Vote**

The Joint Standing Committee on Housing and Economic Development (HED) voted a divided report on LD 1926 on January 20, 2026. The majority report is Ought Not To Pass. Importantly, there is a one-person minority report – Ought To Pass As Amended – signed by Representative Amanda Collamore.

MEREDA helped propose LD 1926 because it is exactly the kind of supply-focused reform Maine needs: a practical no-cost tool to allow increased housing density or reduced minimum lot sizes for middle housing – so communities can create more attainable homes without waiting years for the next comprehensive plan rewrite, or a change in interest rates, or some other magic bean.

Unfortunately, legislators are facing opposition from communities and community leaders regarding the statewide land use laws recently passed by the legislature in LD 1829 (now Public Law 2025, Ch. 385). This pushback has made legislators unwilling to advance more statewide land use solutions to the housing crisis.

While the WIN Act may not pass this session, MEREDA and Build Homes will continue to apply pressure to elected leaders and officials to encourage statewide policy changes that will make it easier to build housing, grow the market, and lower costs.

## **Build Homes: Top Issues for 2026**

Build Homes, Build Community is also working hard in our Maine communities and through media outlets and social media to raise awareness of the need for housing creation in Maine. Additionally, Build Homes is working to support legislative initiatives that will help pave the path for housing construction in our communities. This year's top priorities include:

1. Regulatory Reform, Arising from LD 1375 (now Public Law 2025, Ch. 64).
  - a) Bill language TBD. Encourage adoption of report recommendations and beyond to reduce friction that drives cost and delay: permitting predictability, clear timelines, modernized standards, and fewer duplicative reviews.
2. Support for Middle Housing – up to 220% of Area Median Income (AMI)
  - a) Multiple bills, supplemental budget. Expand opportunities for duplexes, triplexes, townhomes, ADUs, and small multi-family where Maine people already want to live – near jobs, services, and downtowns. Encourage broad income range options for middle housing programs.

# LEGISLATIVE ADVOCACY

WINTER 2026

## 3. Housing Bond

- a) Bill language TBD. Strategic bonding for housing support, including middle housing, infrastructure, and additional dollars to unlock key affordable housing construction.

## 4. Permanent State Low Income Housing Tax Credit (SLIHTC)

- a) LD 2116 and the supplemental budget. Move SLIHTC from temporary/renewal mode to a permanent tool that provides predictability for investors and developers, supporting long-term affordable rental production.

## What's Next

The Governor put real housing dollars on the table. The question now is whether the Legislature will pair those investments with the policy reforms needed to actually produce units at scale — in the places Maine people need them most. MEREDA will continue to stay at the table, keep members informed, and push relentlessly for common-sense solutions that build homes.

## HELP US MAKE A DIFFERENCE

MEREDA members can have a real impact on these important issues. We encourage our members to become involved in our legislative affairs, to attend our meetings, receptions and outreach opportunities.

MEREDA makes advocacy a high priority and we work hard throughout the year to give our members a voice in the legislative process. If you are interested in becoming involved please contact MEREDA's Executive Director, Shelly R. Clark at the MEREDA office at (207) 874-0801.

## Listen Up! MEREDA Matters Podcast!



The organization known for bringing people together for insightful discussions on all things related to real estate and development has a podcast! **MEREDA Matters** highlights the people, stories, and relationships behind the responsible development happening in Maine.

**The Real Estate Podcast with Insider  
Conversations You'll Want to Hear!**

**Check it out!** <https://mereda-matters.simplecast.com/>



**We need 80,000 units by 2030.  
It is up to all of us.**



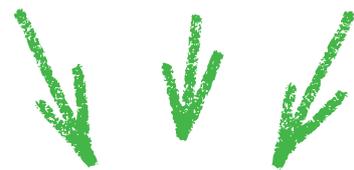
## **The Answer: More Housing, of All Types and Sizes**

A strong Maine economy requires housing every generation of Maine and creating a workforce to support our entrepreneurs and employers. However, Maine faces a community crisis today - housing has become so expensive that Maine is simply not an option for many hoping to build a life here. We all lose when expensive housing pushes Mainers away.

### **OUR PLAN**

- Lower the cost of housing construction by reducing unnecessary regulations
- Encourage communities to welcome housing through targeted state assistance
- Promote convenient, connected communities where services are close and Mainers can thrive
- Accelerate permit approvals at the local and state level
- Fund affordable housing construction for those who need it

**Visit our website and  
sign up for our mailing  
list for updates**



## **About us**

In the Maine tradition of civic pride resourcefulness, Build Homes Build Community is founded and led by these respected State-wide organizations and their members. We are non-partisan and research oriented.



**BUILD  
HoMES**

**BUILD  
CoMMUNITY**

Say YES to Housing

# 2026 LEGISLATIVE AGENDA

## Real solutions to address Maine's housing crisis

*A strong Maine economy requires housing every generation of Maine and creating a workforce to support our entrepreneurs and employers. However, Maine faces a community crisis today - housing has become so expensive that Maine is simply not an option for many hoping to build a life here. We all lose when expensive housing pushes Mainers away.*

- ✔ **Streamline state permitting to remove barriers and reduce delay**  
*LD 128 supports a clearer, more workable permitting path for certain multifamily housing developments under Maine's Site Location of Development laws. The point is simple: if a project meets the standards, it should not get stuck in limbo.*
- ✔ **Create a faster, fairer path to resolving housing disputes**  
*LD 1921 as amended would take lawmakers and stakeholders to study the best way to implement a Statewide Housing Resolution Board. New Hampshire's Housing Appeals Board has demonstrated a track record of efficiently reviewing housing decisions with consistency and expertise. We should be able to resolve conflicts without years of uncertainty that kill projects before they start.*
- ✔ **Remove regulatory barriers based on recommendations from experts**  
*The working group on regulatory barriers to housing construction (LD 1375) produced concrete recommendations to help Maine build more housing while keeping health and safety front and center. At the same time, the housing innovation working group (LD 1453) produced recommendations to expand the toolbox. Their work presents new models and approaches that can speed up production, reduce costs, and bring more attainable housing online. The legislature should pass the accompanying legislation that turns these smart recommendations into action.*
- ✔ **Unlock "missing middle" housing with a scalable tool**  
*LD 1926 helps solve the "missing middle." The bill is a no-cost, market-driven solution that creates a flexible, scalable tool to support density incentives for middle housing. Passage of LD 1926 would substantially increase the pace of development, so we can build more homes at price points Maine people can actually afford.*
- ✔ **Make a major investment in housing**  
*Maine needs a serious housing investment this session, both in the state budget and through a statewide bond. These are complementary tools, and Maine should advance both to meet the scale of the crisis.*
- ✔ **Continue proven programs**  
*LD 2116, which would remove the sunset on the Maine Affordable Housing Tax Credit. This is a proven, practical tool that helps projects pencil out and helps more homes get built.*

**Build Homes Build Community** is a non-partisan, research-oriented statewide coalition focused on building a strong pro-housing voice, educating Mainers about proven solutions, and reducing barriers to housing production. Our founding organizations are the Maine Affordable Housing Coalition (MAHC), the Maine Real Estate & Development Association (MEREDA), the Maine State Chamber of Commerce, and the Portland Regional Chamber of Commerce



# MEREDA BOARD MEMBERS

## Officers:

President: **Shannon Richards**  
*Hay Runner*

Executive Director / Board  
Secretary: **Shelly R. Clark**  
MEREDA

Vice President: **Jennifer Small**  
*Malone Commercial Brokers*

Vice President: **Paul Peck**  
*Drummond & Drummond, LLP*

Vice President: **Ben Brennan**  
*KONE Elevators & Escalators*

Treasurer: **Mark Stasium**  
*Camden National Bank*

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*BerryDunn*

**Lisa Beeler**  
*PC Construction*

**Anthony Calcagni**  
*Verrill*

**Roxane A. Cole**  
*Roxane Cole Commercial Real Estate*

**Nick Cormier**  
*PM Construction*

**Tiffany Dembowski**  
*Chicago, Commonwealth &  
Fidelity Title Insurance*

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**Ron Dovich**  
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**John Finegan**  
*The Boulos Company*

**Rick Flagg**  
*Norway Savings Bank*

**Theresa Hodge**  
*Bath Savings Institution*

**Jason Howe**  
*Preti Flaherty*

**Gwen Hulit**  
*Bar Harbor Bank & Trust*

**Erik Jorgensen**  
*MaineHousing*

**Justin Laverriere**  
*Maine Community Bank*

**Shawn McKenna**  
*Bangor Savings Bank*

**Tyler Norod**  
*Westbrook Development Corp.*

**Matthew Pitzer**  
*Simpson Gumpertz & Heger*

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*The Prentice Organization*

**Mark Schaub**  
*NBT Bank*

**Josh Soley**  
*CORE*

**Gary Vogel**  
*Drummond Woodsum*

**Matthew Worthen**  
*Preti Flaherty*

## Council of Directors Emeritus:

*Peter Anastos*, Maine Course Hospitality Group | *Joseph Boulos*, The Boulos Company | *Carol Epstein*, Epstein Commercial Real Estate | *Richard McGoldrick*, Commercial Properties, Inc. | *Tim O'Neil*, Monks O'Neil Development | *Stephen Kasprzak*, Kasprzak Builders, Inc. | *Joseph Wishcamper*, Wishcamper Companies  
*Larry Wold*, Bar Harbor Bank & Trust | *Drew Swenson*, Swenson & Co.  
*Renee Lewis*, Bloomfield Capital | *Dana Totman*, Avesta (ret.)

# MEREDA's Upcoming Events

<p><b>February 26, 2026 - 8:30 AM - 5:00 PM</b></p> <p><b>2026 Annual Forecast Conference &amp; Member Showcase</b></p> <p><b>RETURNING TO:</b>                  Holiday Inn By the Bay                  88 Spring Street                  Portland, ME</p> 	<p><b>March 19, 2026 - 8:30 AM - 10:00 AM</b></p> <p><b>Morning Menu Breakfast Seminar</b></p> <p>Finding the Green for a Brownfield</p> <p>McGoldrick Career &amp; Student Center                  35 Bedford Street                  Portland, ME</p> 
<p><b>April 2, 2026 - 5:00 PM - 7:00 PM</b></p> <p><b>MEREDA Heads to Bangor for Networking Social!</b>                  Another great "meet-and-greet" opportunity, this time in the Queen City!</p> <p>Heart of Maine United Way                  700 Mount Hope Ave.                  Bangor, ME</p> 	<p><b>April 8, 2026 - 8:30 AM - 10:00 AM</b></p> <p><b>Morning Menu Breakfast Seminar</b></p> <p>Mid-Season Housing Refresher</p> <p>McGoldrick Career &amp; Student Center                  35 Bedford Street                  Portland, ME</p> 
<p><b>April 30, 2026 - 5:00 PM - 7:30 PM</b></p> <p><b>A Notable Night...A Social Celebration of 2025's Best Projects</b></p> <p>Hannaford Hall, Abromson Community Education Center                  88 Bedford Street                  Portland, ME</p> 	<p><b>May 7, 2026 - 5:00 PM - 7:00 PM</b></p> <p><b>MEREDA's Strikes for Scholars Bowl-a-Thon Fundraiser!</b></p> <p>Bayside Bowl                  58 Alder Street                  Portland, ME</p> 
<p><b>May 21, 2026 - 8:30 AM - 10:00 AM</b></p> <p><b>Morning Menu Breakfast Seminar</b></p> <p>The Costs of Code: IBC 2021</p> <p>McGoldrick Career &amp; Student Center                  35 Bedford Street                  Portland, ME</p> 	<p><b>June 4, 2026 - 8:30 AM - 10:00 AM</b></p> <p><b>Morning Menu Breakfast Seminar</b></p> <p>Understanding Maine's Economy: Statewide Drivers and Local Impact</p> <p>Hollywood Casino                  500 Main Street                  Bangor, ME</p> 

Dates Subject to Change - Please visit [www.mereda.org](http://www.mereda.org) for the latest updates.

# JOIN MEREDA TODAY!



Maine Real Estate &  
Development Association

**Supporting Responsible Development**

*Legislative advocacy*

*Educational programs*

*Networking opportunities*

The **Maine Real Estate & Development Association (MEREDA)** is the state's leading organization of commercial real estate owners, developers and related service providers. Founded in 1885, MEREDA now has nearly 360 members who employ thousands of Maine citizens and invest millions of dollars in the Maine economy each year.

Our mission is to promote an environment for responsible development and ownership of real estate throughout the state of Maine. MEREDA achieves its mission through legislative advocacy, regulatory oversight, educational programs and conferences, and networking opportunities for members of the commercial real estate industry.

Our membership encompasses a wide array of companies and organizations, including developers, builders, property managers, brokers, attorneys, lenders, engineers, land use consultants, architects, appraisers, affordable housing advocates, housing authorities and municipalities.

In uncertain times like these it is more important than ever that we work together as real estate professionals. MEREDA makes sure our legislators understand the role of responsible real estate development in the overall health of our economy. We are a valuable business development and networking tool for our members. And our monthly educational seminars provide members with timely and useful information.

**Join MEREDA today.** Visit us at [www.mereda.org](http://www.mereda.org) or call Shelly Clark at (207) 874-0801.

# MEREDA MEMBERSHIP BENEFITS



## Cornerstone \$5,500+

MEREDA's Cornerstone membership level includes exclusive benefits to member organizations that contribute significant amounts of both time and money to support MEREDA and its mission. For more information on the Cornerstone membership, please contact the MEREDA office at (207) 874-0801.



## Sustainer \$2,750

Members at this level receive  
**Advocate** benefits, PLUS:

- Up to 2 attendees FREE per annual conference
- Logo displayed at all MEREDA events
- Forecast Conference Exhibitor booth at a reduced price of \$650 (regularly \$1100)
- Logo on website / social media promotion
- Name listed on MEREDA letterhead



## Advocate \$1,350

Members at this level receive  
**Supporter** benefits, PLUS:

- Forecast Conference Exhibitor booth at a reduced price of \$950 (regularly \$1100)
- Eligibility to be considered for the MEREDA Board of Directors
- Logo on website
- Unlimited attendees at the member rate for MEREDA events



## Supporter

**Corporate** \$600 (includes up to 5 individual members at the member rate)  
**Individual** \$425 | **Municipal / Government** \$300 | **Full-Time Student** \$0

All members at the **Supporter** level and above receive:

- Advocacy – Legislative and regulatory lobbying efforts
- Education & Insight – Breakfast events and annual conference, *Maine Real Estate Insider* e-newsletter published by MaineBiz, and MEREDA Index
- Networking – Breakfast events, annual conferences and socials
- Inclusion in members-only events
- Opportunity to submit and place an article for consideration in the MaineBiz Insider newsletter
- Opportunity to reserve a Forecast Conference Exhibitor booth at \$1100

*See over for details.*

# MEREDA MEMBERSHIP BENEFITS

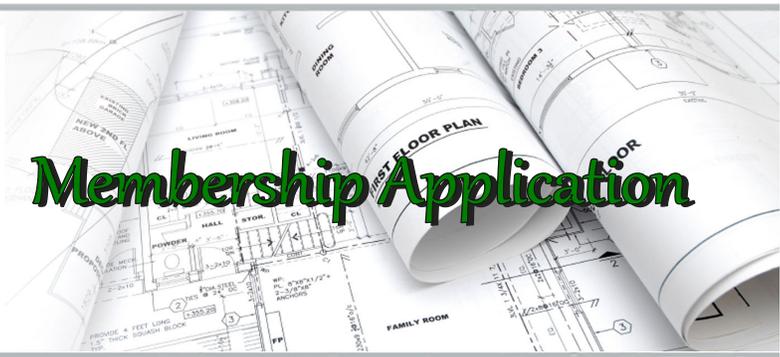
Cornerstone \$5,500+	Sustainer \$2,750	Advocate \$1,350	Supporter \$50 - \$600*	Benefits
√				Thanks/mention at all MEREDA events
√				Exclusive invitation to “Cornerstone Circle” events
√				Legislative monitoring and updates on real estate-related bills
√				First right of refusal for sponsorship opportunities
5	2			Number of attendees FREE per annual conference
√	√			Logo displayed at all MEREDA events
√	√			Social media promotion
√	√			Logo or name listed on letterhead
√	√	√		Logo on website
√	√	√		Eligibility for consideration for MEREDA Board of Directors
FREE	\$650	\$950	\$1100	Opportunity to reserve a Forecast Conference Exhibitor Booth (\$1100 value)
√	√	√	√	Advocacy – Legislative and regulatory lobbying efforts
√	√	√	√	Education – Breakfast events and annual conferences
√	√	√	√	Industry Insight – Maine Real Estate Insider e-newsletter published by Mainebiz
√	√	√	√	Inclusion in members-only events
UNLIMITED	UNLIMITED	UNLIMITED	5	Networking – Member rate for attendees to MEREDA events
√	√	√	√	Opportunity to submit an article for consideration in the <i>Mainebiz</i> Maine Real Estate Insider e-newsletter

*\*See over for details.*



Maine Real Estate & Development Association

Supporting Responsible Development



Date / /

Name of Company or Organization

Mailing Address City State Zip

Street Address City State Zip

( ) -- ( ) --

Telephone Fax

Type of Business (See Key to Business Type Categories) Number of Employees

Contact Person / Title Authorized By

Contact Person Email Address Company Web Site / Twitter Handle

Feel free to list others in your company (with email addresses) interested in receiving MEREDA Mailings

Business Type Categories:

AC Accountants / AD Advertising & Marketing / AP Appraisers / AR Architects / AR / CM Architects / Construction Management / AR / EN Architects / Engineers / AU Auction Companies / BA Banks/Mortgage/Finance Companies / BR Brokers / BR / DE Brokers / Developers / CB Contractors/Builders / CLN Cleaning Services / CM Construction Management / CO Consultants / DE Developers / EN Engineers / ENV Environmental / ENV / CO Environmental / Consulting Services / GH Gasoline & Heating Products Distribution / INS Insurance/Securities / LA Law Firms / LSA Landscape Architects / ME Media / MO Membership Organizations / MU Municipalities / NPD Non-Profit & Economic Development Corp. / PC Paper Companies / PMG Property Management / PMT Property Maintenance / REI Real Estate Investment/Management / RSE Research/Education / RET Retailers / SP Suppliers / ST State / SUR Surveyors / SVC Service Companies / TTL Title Companies / TTL / INS Title / Insurance Companies / UTIL Utilities / WD Wholesale Distributors / WM Waste Management/Recycling / Other: Please Describe

New Member Interests Please state your reasons for joining MEREDA and emphasize any issues that are of particular concern to you and your company. Attach additional sheet if necessary.

Four horizontal lines for writing member interests.

(please complete reverse side)

**Membership Directory** Active member companies will be featured in our Membership Directory located on the MEREDA web site at [www.mereda.org](http://www.mereda.org), with a brief description of the company's products and services. There is no additional fee for this listing. (Only member companies with current dues are eligible to be featured in our Membership Directory.) Please use the space below for your company's profile. *Attach additional sheet if necessary.*

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**MEREDA Dues Structure:** MEREDA has four levels of membership: Supporter, Advocate, Sustainer and Cornerstone. All members will receive the same foundational benefits of a MEREDA membership: Advocacy, Networking, and Education & Insight, however, this structure rewards members for their support of the organization with added benefits at each level. *Please see attached for details.*

<i>2025 Membership Benefit Levels</i>	<i>Minimum Annual Dues</i>
<input type="checkbox"/> I = Full Time Student	\$50
<input type="checkbox"/> II = Municipal / Government	\$300
<input type="checkbox"/> III = Individual	\$425
<input type="checkbox"/> IV = Corporate ( <i>Includes up to 5 individual members</i> )	\$600
<input type="checkbox"/> V = Advocate	\$1350
<input type="checkbox"/> VI = Sustainer	\$2750
<input type="checkbox"/> VII = Cornerstone	\$5500+

*Check Here to Request an Invoice be Emailed to the Address Provided on Front*

**For Your Convenience, we also Accept Visa or MasterCard**

Card # \_\_\_\_\_ Exp. \_\_\_\_\_

**Committee Participation** Committee work allows members to play an active role in the association's affairs. I (*and / or one of my colleagues*) would like to join one or more committee.

- Conference & Seminar  
  Membership & Marketing  
  Public Policy Committee  
 DevelopME  
  Local Issues Committee

Name(s) & Email(s) \_\_\_\_\_

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MEREDA expects members to adhere to its mission of developing Maine responsibly. Application is subject to review of MEREDA Board and/or executive committee. MEREDA is organized under IRS Section 501 (c) (6) rules.

For federal income tax purposes, dues paid to the Maine Real Estate & Development Association (MEREDA) are deductible as a business expense, not as a charitable contribution. A portion of dues, however, is not deductible as an ordinary and necessary business expense to the extent that MEREDA engages in lobbying. The non-deductible portion of dues is 30 percent. MEREDA is tax exempt under IRS Section 501(c)(6).

## MEREDA Mission Statement

*The Maine Real Estate & Development Association (MEREDA) is an organization whose mission is to promote an environment for responsible development and ownership of real estate throughout the State.*

### MEREDA'S GUIDING PRINCIPLE:

*Practicality, Predictability, and Clarity in Regulation*

### Invest Wisely.

#### MEREDA's Membership Returns:

Advocacy for Responsible Real Estate Development

Legislative Representation | Regulatory Monitoring

Business Networking Opportunities

Publications | Seminars & Conferences

Reap <sup>the</sup> Dividends.



Maine Real Estate &  
Development Association

Supporting Responsible Development

6 City Center, 3rd Floor | Portland, ME 04101

Phone (207) 874-0801 | Fax (207) 899-4870

[www.mereda.org](http://www.mereda.org) | [info@mereda.org](mailto:info@mereda.org)

### MEREDA OFFICERS:

*President*

Shannon Richards

Hay Runner

*Executive Director*

*Board Secretary*

Shelly R. Clark, MEREDA

*Vice President*

Jennifer Small

Malone Commercial Brokers

*Vice President*

Paul Peck

Drummond & Drummond

*Vice President*

Ben Brennan, KONE

*Treasurer*

Mark Stasium

Camden National Bank





Maine Real Estate & Development Association

Supporting Responsible Development

# Thank-You to Our Event Sponsors!

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CITY OF BANGOR



LANDRY/FRENCH CONSTRUCTION



Maine Redevelopment Land Bank



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## Keynote Sponsor:



## Bronze Sponsors:



Wright-Ryan Construction Building Maine's Great Spaces

*Please Give us Your Evaluation of each Panelist & Session*

**PANELISTS:**

<b>Shannon Richards</b> <i>Introductions</i>	_____	Excellent	_____	Good	_____	Fair	_____	Poor
<b>Steve Weikal</b> , <i>Keynote AI in Real Estate</i>	_____	Excellent	_____	Good	_____	Fair	_____	Poor
<b>Elizabeth Frazier</b> <i>Legislative Agenda</i>	_____	Excellent	_____	Good	_____	Fair	_____	Poor
<b>Michael Coster</b> <i>Global Real Estate Capital Flows</i>	_____	Excellent	_____	Good	_____	Fair	_____	Poor

**1:00 PM Afternoon Sessions**

<b>Construction Outlook</b>	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Dave Thomas	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Ron Milley	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Drew Wing	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Marieke Thormann	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
<b>Office &amp; Industrial Outlook</b>	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Nate Stevens	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Sam LeGeyt	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Jennifer Small	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A

**2:00 PM Afternoon Sessions**

<b>Residential &amp; Multifamily Outlook</b>	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Nova Tower	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Brit Vitalius	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Shannon Richards	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
<b>Retail &amp; Hospitality Outlook</b>	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Ashish Sangani	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Nick Margitza	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A
Jason Howe	_____	Excellent	_____	Good	_____	Fair	_____	Poor	_____	N/A

**3:00 PM Afternoon Session**

<b>Artificial Intelligence Panel</b>	_____	Excellent	_____	Good	_____	Fair	_____	Poor
Lauren Hasson	_____	Excellent	_____	Good	_____	Fair	_____	Poor
Dominic Endicott	_____	Excellent	_____	Good	_____	Fair	_____	Poor
Steve Weikal	_____	Excellent	_____	Good	_____	Fair	_____	Poor
Dan Koloski	_____	Excellent	_____	Good	_____	Fair	_____	Poor

**\*\* See Reverse Side \*\***

*Please Return this Form to the Registration Table Upon Completion*

**STUDENT EVALUATION OF CONTINUING EDUCATION PROGRAM**

DEPARTMENT OF PROFESSIONAL & FINANCIAL REGULATION  
OFFICE OF PROFESSIONAL & OCCUPATIONAL REGULATION

**MAINE REAL ESTATE COMMISSION**

**RETURN THIS EVALUATION TO YOUR PROGRAM INSTRUCTOR**

You have just completed a program recognized by the Real Estate Commission as complying with the educational requirement for renewal or activation of your real estate license. The Commission is committed to excellence in real estate education and in that interest encourages your comments regarding the quality of this program. Your constructive comments on the instructor, course content and classroom environment will help us improve future programs. The Commission values your opinion and offers its sincere thanks for your cooperation in our effort to ensure quality real estate education. In addition to this evaluation feel free to contact the Commission directly with your comments.

PROGRAM SPONSOR/SCHOOL Maine Real Estate & Development Association (MEREDA)  
 PROGRAM TITLE MEREDA's 2026 Real Estate Forecast Conference  
 DATE M/02 D/26 Y/2026 LOCATION Holiday Inn By the Bay, Portland INSTRUCTOR Multiple Presenters

**PLEASE CIRCLE YOUR RESPONSE TO THE FOLLOWING:**

**COURSE MATERIAL:**

- Course objectives were clear.
- Course objectives were met.
- Course material was well organized.
- Course material was presented in sufficient depth.
- Course is professionally beneficial.

I would recommend this program to my colleagues.

**COMPLETE IF LIVE/CLASSROOM SETTING:**

- The instructor was knowledgeable in the subject.
- The teaching methods used by the instructor were effective.
- Instructor communicated subject matter well.
- Instructor supervised course well.

**COMPLETE ONLY IF DISTANCE LEARNING PROGRAM:**

- The course website was easy to navigate.
- Instructions for using course materials were clear.
- Technical support was readily available.

Strongly Disagree					Strongly Agree	
1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		
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1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		
1	2	3	4	5		

What did you like most about this program? \_\_\_\_\_  
 What did you like least about this program? \_\_\_\_\_  
 Additional Comments \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_