

Katie Falvey Bio:

Katie Falvey is vice president of real estate for Milwaukee-based Marcus Corporation. She joined Marcus in 1997 as director of real estate marketing and property management, was promoted to director of real estate in 2005 and to her current role in 2015. Katie implements location and asset strategies for both Marcus Theatres and Marcus Hotels & Resorts as well as for the company's real estate holding company, B&G Realty LLC. In addition to executing organic growth initiatives for the operating divisions, Katie oversees the sale/lease/management of the corporation's 1.5 million square feet of surplus properties and non-operational, income-producing assets. Katie was Marcus' team leader for the development of *The Corners of Brookfield*, a world class mixed-use shopping center now open in Brookfield, WI. She is responsible for attracting Von Maur department store and numerous other national retailers to locate their first Wisconsin stores in the project and she led all aspects of *The Corners'* implementation, including land assemblage, entitlements, design, leasing and financing. Katie's work at Marcus currently involves new development and m&a activities in cities and neighborhoods throughout the country as well as spearheading several impactful real estate development projects in her hometown of Milwaukee. In addition, she is assisting MSO and WAMDC with the transition of the Grand Cinema on West Wisconsin Avenue to the future home of the MSO, and is responsible for bringing new retailers and businesses to Marcus properties in Milwaukee's central business district. Katie serves on the Board of Directors for Downtown Milwaukee's Business Improvement District #21 as well as on its Economic Development Committee, and was recently recognized as a "Woman of Influence" by The Business Journal of Milwaukee.

Years in Industry: 27

Education: Marquette University, Bachelor of Arts – Communications

July/2017

Katie Falvey
Director of Real Estate
The Marcus Corporation

A 16-year Marcus Corporation veteran, Katie has been responsible for Marcus Theatres' real estate portfolio currently comprising 55 movie theatre locations in 7 states. Leading the theatre division's organic growth initiative, Katie performs all market analysis, site selection and acquisitions, transaction negotiation, development approvals and entitlements for new Marcus Theatres.



In addition, Katie oversees the sale/lease/management of the corporation's 1.3 million square feet of surplus properties and non-operational, income-producing assets (such as office buildings, strip malls and restaurants) located throughout the Midwest.

Katie is responsible for attracting Von Maur department store to locate its first Wisconsin store in *The Corners of Brookfield*, an upscale mixed-use shopping center currently under development by The Marcus Corporation in Brookfield, WI. She is leading all aspects of that project's implementation, including real estate assemblage, entitlements, design, leasing and financing. Katie was recently recognized as a "Woman of Influence" by *The Business Journal of Milwaukee*. She serves on the Board of Directors for Downtown Milwaukee's *Business Improvement District #21* as well as on its Economic Development Committee.

Katie is a 1991 graduate of Marquette University with a BA in Communications, and a lifelong Milwaukee-area resident. Early in her career she held public relations and marketing positions for Lutheran Social Services and Patrick Media Group (now Clear Channel Outdoor Advertising). She fell in love with commercial real estate while serving for three years as Marketing Manager for MLG Commercial prior to being recruited by Marcus Corp in 1997. Katie lives in Brookfield, WI with her husband and two children.