

ELISABETH (LISA) MURAD ELLIS, J.D.

651.335.4525 | lisamuradellis604@gmail.com

www.linkedin.com/in/lisamuradellis

SUMMARY

Senior real estate executive/attorney with extensive experience in development, site selection, investment and project management. Proven advocacy, facilitation and presentation skills with the ability to motivate cross-functional teams.

Contract Negotiation | Market Strategy | Lease Administration | Asset Management | Site Development | Project Management | Due Diligence | Property Management | Team Leadership | Corporate Counsel

PROFESSIONAL EXPERIENCE

LEARNING CARE GROUP, INC. Novi, Michigan

www.learningcaregroup.com

A privately-held company and the second largest provider of early childhood education in North America, operating more than 900 schools across the United States with the capacity to serve 130,000 children between the ages of 6 weeks and 13 years.

September 2018-Present

Director of Real Estate

- Develop and execute new site selection in assigned markets
- Establish strategic priorities within assigned markets
- Responsible for deal sourcing, structure, site selection and project management for build to suit leases
- Lead cross-functional team of construction, design and legal in construction, development and delivery of projects
- Implement and manage broker network

MEIJER, INC. Grand Rapids, Michigan

www.meijer.com

The nation's 19th-largest privately held company and the pioneer of the "one-stop shopping" concept with over 77,000 team members, operating 242 hypermarkets and convenience stores, in addition to distribution centers and manufacturing facilities, across a six-state footprint in the Midwest.

August 2016-June 2018

Real Estate Manager

- Managed analysis, selection, negotiation and coordination of new store acquisitions
- Received approval for approximately \$80M in capital expenditure for five new stores with projected annual sales of \$46M to \$65M
- Developed project schedules, identifying key milestones and collaborated with legal, construction and store design partners to ensure successful execution of projects
- Responsible for deal sourcing, structure, site selection and project management of parcels ranging in size from 15 to 25 acres as well as small store format build to suit lease
- Led all aspects of public entitlement processes to ensure maximum operational flexibility by developing relationships with key project constituencies, including city council members, planning commission members and neighborhood associations

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COBORN'S, INC., St. Cloud, Minnesota

www.coborns.com

A \$1.5B privately held retailer with 8,500 team members, operating 125+ store formats of grocery, liquor, convenience, and pharmacies in the Upper Midwest, an online grocery ordering and home delivery service, a central bakery, dry cleaning facility and distribution center.

December 2013-April 2016

VP, Real Estate/Construction/Maintenance

Director, Real Estate/Construction/Maintenance

- Directed real estate, construction and facilities operations, led 16 member team and increased employee engagement by 32% annually, managed \$1.4M annual operating budget plus \$20M annual capital expenditure budget while providing legal services to company
- Developed, implemented and oversaw comprehensive real estate plan, including disposition of excess property, resulting in annual savings of \$200K and annual increase in accounts receivable of \$500K
- Delivered six new grocery stores, with separate convenience and liquor stores on adjacent outparcels, ranging from 6 to 10 acres, a 90,000 sf corporate office and led the real estate and legal portions of a grocery store chain acquisition
- Developed master project schedule with milestones for new store and remodel projects
- As member of Operating Committee, set policy, strategy and direction for company

TARGET CORPORATION, Minneapolis, Minnesota

www.target.com

A Fortune 50 company and the second largest discount retailer in the United States with annual sales of \$73B.

December 2004-November 2013

Regional Real Estate Manager

- Developed and executed real estate strategies for new and existing stores, including surplus property disposition, across the southern portion of the United States and select Canadian markets
- Responsible for deal sourcing and structure, site selection and project management for sites ranging in size from 10 to 15 acres, plus lease and shopping center acquisitions
- Presented 17 new domestic store projects, 14 Canadian store projects and 46 existing store remodel projects to senior management, resulting in the approval of approximately \$750M in capital expenditure and first year annual sales volume projections ranging from \$24M to \$60M
- Led cross-functional team of construction, design, finance and legal to develop, construct and deliver approved projects

Real Estate Manager-Expansions

- Responsible for all aspects related to expansions of 29 stores in the southeastern region of the U.S., including obtaining entitlements and managing in-house and consultant teams to ensure on schedule and on budget project delivery

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AFFILIATIONS

International Council of Shopping Centers

St. Cloud, MN Downtown Council, Vice Chair, 2014-2016

Community School Committee, Sartell-St. Stephens ISD, Sartell, MN, 2015-2016

EDUCATION

Admitted to Minnesota Bar

Juris Doctorate | Mitchell Hamline School of Law | St. Paul

- Top third of graduating class, Dean's Honor Roll
- Associate, *Journal of Public Law and Policy*
- Law Clerk, Target Corporation

Bachelor of Arts | University of Minnesota | Minneapolis