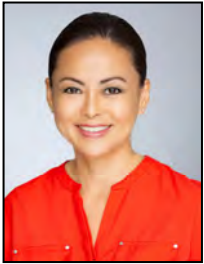


# Industrial Panel Update on the Future of Logistics

The post-pandemic industrial land grab in Hawaii and across the globe is not over. With eCommerce representing only 14% of total retail sales, we will take a look at how this ever-increasing demand driver will impact the industrial market across the globe, in particular supply-constrained markets like Hawaii.

Wednesday, September 14, 2022 \* 4:00 p.m. \* The Pacific Club

## Panelists



**Christine Camp**  
President & CEO  
Avalon Group

**Christine Camp** is the president & CEO of Avalon Group, a real estate development and brokerage services firm she founded in 1999. Avalon has acquired over 177-acres of industrial land in Kapolei and has developed notable industrial projects that include Kapolei Business Park West, and Kapolei Enterprise Center.

With over 25 years of industry experience and leadership, Christine has gained recognition as an expert in real estate and finance issues. Her insights are frequently solicited and quoted by local and national publications and she has been a speaker at various media and industry groups. She was vice president of Development and Acquisition for A&B Properties (NYSE: ALEX) and senior project coordinator for the Planning & Engineering division of Castle & Cooke.



**Duff Janus**  
Senior Director of  
Development  
Alexander & Baldwin

**Duff Janus** is the Senior Director, Development at Alexander & Baldwin, a Hawai'i based diversified REIT (NYSE: ALEX) where he is responsible for facilitating the development team's growth initiatives within Hawai'i. Alexander & Baldwin has 1.2 million sq. ft. of industrial GLA within it's portfolio spread across 11 assets and is actively advancing the development of several build-to-suit and spec industrial projects.

Prior to joining Alexander & Baldwin, Duff was a Director of Planning & Development at Kamehameha Schools. Before Kamehameha Schools, Duff was a Director of Investments at Alexander & Baldwin and a founder of Form Partners LLC, a real estate development, investment and management firm based in Honolulu, Hawai'i and Phoenix, Arizona.

Duff is the current District Chair of ULI Hawaii and a member of the Small-Scale Development Council (black flight) national product council. Duff has an MBA from the Thunderbird School of Global Management where he was awarded its two highest awards in a graduating class, the Barton Kyle Yount Award and Alfred K. Knight Award (highest GPA) along with being elected to Beta Gamma Sigma. For his undergraduate degree Duff graduated Magna Cum Laude from Boston College with a degree in Finance, where he was elected to Beta Gamma Sigma, and attended the London School of Economics.



**Steve Kelly**  
President  
James Campbell  
Company

**Steve Kelly** is President of the Kapolei Properties Division of the James Campbell Company LLC, a Hawai'i-based diversified real estate investment company with over \$4.8 billion in assets held nationwide. The Kapolei Properties Division is responsible for investments in the Company's 2,600-acre portfolio in the Kapolei, Hawai'i region. Steve is responsible for a variety of investment activities with the Company including overseeing its Kapolei development portfolio located in the fastest growing and most dynamic region in the State of Hawai'i. With the Company, he has overseen major investment, governmental, financing and venture initiatives involving industrial, retail, office, residential, hospitality and undeveloped real estate, creating linkages between private, public, community and industry sectors.

## Moderator



**Mark Bratton**  
Senior Vice President,  
Investment Properties  
Division  
Colliers

**Mark Bratton** is with Colliers International, Hawaii's largest commercial real estate organization. He specializes in the sale of investment properties in Hawaii. Mark is also a member of the Colliers Investment Services Group, an elite team of sales professionals who work with institutional-quality properties. Members of the group transact business in key markets around the United States, and work collaboratively with their counterparts in Europe, Asia and Latin America.

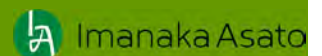
Coming from a family of developers, Mark's introduction to the development world came in the late 70's working as a carpenter on family developments both in California and Hawaii. After obtaining a formalized education in Real Estate Investment and Development from San Diego State University, Mark moved to Hawaii to begin his career.

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