



## LEONARD ASSOCIATES

**KEN LEONARD**  
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### **Background Summary of Leonard Associates**

Ken Leonard founded this diversified real estate consulting practice in 1988 to provide comprehensive advisory and implementation services to retailers and shopping center owners. Client list includes National Retailers, Mall REIT's, Law Firms and a variety of private equity funds. In 1999 the practice was expanded to provide Litigation Support services and Expert Witness testimony for both Plaintiffs and Defendants.

Expertise includes all matters pertaining to: malls, retail stores and shopping centers from site selection thru leasing, marketing, operations and ongoing management issues. Due to extensive experience as a senior executive at the "Boardroom" level, the firm is uniquely qualified to represent both landlords and tenants.

### **Background Summary of Kenneth Leonard**

Starting as a Market Research Analyst for the Walgreen Drug Co., he quickly progressed to Regional Director Of Real Estate and at various times was responsible for all real estate matters in each of their 5 regional offices.

He was then recruited by Federated Department Stores (now Macy's) to handle all real estate matters for the Bloomingdale's, Filene's and A&S divisions.

When Federated started a shopping center development subsidiary called Federated Stores Realty, Inc., (FSRI), Ken became V.P. of Development. His responsibilities included: development, land assembly, site planning, anchor tenant negotiations, governmental approvals, construction and leasing for over 4,000,000 square feet of company owned or joint ventured projects in PA, NY, CA, FL and MA.

After FSRI was sold, Ken was recruited to join Cole National as V.P. of Real Estate, Store Planning and Construction. At that time Cole National was a highly diversified retailer with over 1,700 stores in five separate divisions: Children's Palace, Eyelab, Original Cookie Company, Craft Showcase and Things Remembered.

After Cole was sold, Ken was recruited to join The Taubman Company as V.P. of Development and was again involved in the development of regional malls and mixed use projects, this time in OH, CO, FL, TX and ID.

Prior to forming his own firm, he was recruited to lead the real estate revival of Montgomery Ward & Co. as V.P. of Real Estate. In this capacity he was responsible for

the departments of: Real Estate, Property Management, Market Research, Asset Redevelopment and Property Disposition.

Ken holds a BA in Liberal Arts and an MBA in Economics and Finance from the University of Chicago. He has lectured at numerous universities and given seminars through the ULI, ICSC, AMA, GLG and NRMA.