



2023 ANNUAL LUNCHEON

SEPTEMBER 28

10:30 am - 11:30 am | All Council Networking Reception and Expo
11:30 am - 1:30 pm | Annual Luncheon
Doubletree by Hilton Hotel Chicago | Oak Brook

Our Speakers



G. Joseph Cosenza, Vice Chairman, The Inland Real Estate Group, LLC, President, Inland Real Estate Acquisitions, LLC

G. Joseph Cosenza is a Vice Chairman, Director and one of the four original principals of The Inland Real Estate Group, LLC, which celebrated its 50th anniversary in 2018. Joe has held his real estate broker's license since 1968, the year Inland incorporated. As Vice Chairman of The Inland Real Estate Group, LLC and President of Inland Real Estate Acquisitions, LLC, he currently supervises an extensive staff engaged in property acquisitions and due diligence. Also a consultant to other real estate entities and lending institutions, Joe has personally overseen, and/or negotiated, the purchase of more

than \$54 billion of income-producing real estate, in over 3,900 individual deals, of which over 700 are in the Greater Chicagoland Area.

Career Summary

Joe's one-of-a-kind, high-volume deal making has received many awards in the industry. Most recently he was inducted in the Chicago Association of REALTORS® (CAR) Hall of Fame at the organization's 128th Inaugural Gala and the Midwest Real Estate News 2015 Hall of Fame. The Inland Real Estate Group of Companies, Inc. was equally honored by the Chicago Association of REALTORS® as the first Corporate Hall of Fame award inductee at CAR's 131st Inaugural Gala. In addition to real estate, Joe has been prominent in the banking industry. Starting in 1982, while still operating Inland, Joe was Director of Continental Bank's branch in Oakbrook Terrace, then Chairman of the Board of American National Bank of DuPage, owned by Inland's principals. He

served as a Director on the Board of Inland Bancorp, Inc. and Chairman and a Director of Inland Bank & Trust, which has multiple Chicagoland locations.

Joe earned his bachelor's degree from Northeastern Illinois University and master's degree from Northern Illinois University. Initially, he was a teacher and an assistant principal in the LaGrange and Wheeling school districts while operating Inland on a part-time basis with Messrs. Dan Goodwin, Bob Baum and Bob Parks. As a Director and member of the management committee of Inland Real Estate Corporation (NYSE: IRC), he helped to ring the New York Stock Exchange bell instead of a school bell. Joe's career also spans activity with the Chicago Association of REALTORS®, Illinois Association of REALTORS® and National Association of REALTORS®. His charity of choice is Saint Vincent de Paul Society, taking care of those in need.



Susana A. Mendoza, Illinois State Comptroller

Susana A. Mendoza serves as Illinois' Chief Fiscal and Accountability Officer. She first won the office of Illinois Comptroller in 2016 after a special election was held due to the death of her good friend, former Comptroller Judy Baar Topinka. Mendoza was re-elected in 2018 and again in 2022 – when she was the top vote getter in Illinois. She is the proud daughter of immigrant parents and is the first Hispanic person independently elected to a statewide office in Illinois. As Comptroller, Mendoza has been a vocal advocate for stability, comprehensive budget solutions and transparent financial reporting. She has remained a steady voice for nursing homes, hospice centers,

schools, and the state's most vulnerable citizens.

In 2022, Comptroller Mendoza eliminated the state's bill backlog – which rose to a record high of nearly \$17 billion in 2017 under the previous governor. That is now an Accounts Payable that has stayed generally under \$3 billion.

State vendors used to wait an average of 210 business days to get paid. Now, the Comptroller's office pays bills in about 15 days. Comptroller Mendoza strategized and advocated for the state's eight credit upgrades earned since July 2021, the first upgrades in two decades.

Mendoza has worked to increase the transparency of the office. During her first term she passed the Debt Transparency Act – the most significant reform bill in the history of the Comptroller's Office. It requires monthly, rather than yearly, reporting on the amount of bills being held at state agencies.

Prior to holding statewide office, Mendoza was the first woman elected Chicago city clerk. She championed a huge technology overhaul, shifting more than 1.3 million Chicago city vehicle sticker customers from an inefficient and archaic seasonal sales program to year-round sales.

Prior to serving as city clerk, Mendoza served six terms between 2001 and 2011 in the Illinois House of Representatives.

Starting as the youngest member of the 92nd Illinois General Assembly, she quickly earned a reputation as a tenacious and effective legislator who embraced a bipartisan approach to governing. She was routinely recognized for her leadership in the areas of social services, education, law enforcement, job creation, and animal welfare.

Comptroller Mendoza lives in Chicago's Portage Park neighborhood with her husband, David, her son, David, her mother, the original Susana Mendoza, and her brother, Joaquin.



Kelly Edwards, State Counsel for Illinois and Indiana, State Farm

As a native of Mt. Zion, Illinois, Kelly Edwards felt like she came home when she returned to central Illinois in October 2020 to join State Farm as a member of the Corporate Law Department. Currently, Kelly serves as State Counsel for Illinois and Indiana. Kelly also currently serves on the Government Affairs Committee of the Coalition Against Insurance Fraud and serves on the Boards of Directors for the Illinois Insurance Association and the Indiana Insurance Institute.

Prior to joining State Farm, Kelly lived in downtown Indianapolis, where she was an attorney with the Indiana Legislative Service Agency's Office of Bill Drafting and Research. In that role, she represented all 150 members of the Indiana General Assembly and served as staff attorney to the Senate Judiciary Committee and House Labor & Employment Committee. While at LSA, she was extremely involved in the National Conference of State Legislatures (NCSL), having served as Staff Vice-Chair and Staff Co-Chair of the Communications, Financial Services, and Interstate Commerce Committee. Before joining LSA, she served as Assistant Section Chief of the Civil Litigation Section of the Indiana Office of the Attorney General under Attorney General Gregory Zoeller.

She started her legal career in private practice in Fort Wayne, Indiana, where she spent over a decade as a civil rights defense litigator. In that time, she tried over a dozen federal jury trials, all resulting in defense verdicts. Kelly received her Bachelor of Science degree from Ball State University in Muncie, Indiana, majoring in elementary education and musical theatre. She received her Juris Doctorate from Indiana University McKinney School of Law in Indianapolis. Kelly and her husband, Joe, live in Bloomington with their 12 year-old lab mix, Booker.