



Innovative Mattress Solutions (**iMS**) the management and parent company for many specialty sleep shops throughout the US. iMS has grown from 50 sleep shops in 2010 to more than 175 today and has improved its ranking since as one of the nation's Top 100 furniture stores, according to trade publication ***Furniture Today*** since their debut 2012. The iMS real estate department is a full-service provider of - but not limited to - market penetration and share strategy, site selection, lease negotiations, store design, construction, facility management and lease administration.

Gregory E. Newsome, Executive Vice President

A native of Pikeville, Kentucky, Greg is the Executive Vice President of Business Development. He joined iMS in 1994. Since Greg took over the real estate department, the company has more than tripled its store count over his 22 years of service.

Greg has held several top positions in the company such as Vice President of Sales, Vice President of Real Estate, etc. He is active in the real estate industry, speaking at many ICSC events and is creator of retailer-to-retailer "Share the Experience" that meets annually.

Steven M. Blair, Director Real Estate

As Director of Real Estate, Steve is responsible for all facets of real estate operations. His broad background in commercial real estate includes managing, leasing and developing millions of square feet of shopping centers, malls and mix use and single tenant developments throughout the country. Steve holds a business degree in real estate from Ashland College and is professionally licenses in several states.

A native of Ashland, Kentucky, Steve got his start in the real estate industry in 1994 working for George D. Zamias Developer, one of the original shopping mall developers in the country. When his Zamias portfolio was sold, Steve became the Regional Property Manager for Eggleston Associates a full-service commercial real estate company specializing in retail management, development, site selection, property management and leasing based in Cincinnati, OH.

Steve later became a multiple-state licensed commercial broker joining Charleston West Virginia based Mercantile Realty. He has represented landlords and retailers with clients such as Innovative Mattress Solutions, Dollar Tree, GameStop, GNC and Dunham's Sports, etc. Landlord representation has included many REIT's and regional companies such as Kimco Realty Corp., Zamias, and DDR, etc.

Dylan R. Sumpter, Real Estate Analyst

Dylan is the new face to the real estate department. He is a graduate from the University of Kentucky and has worked several marketing and human resource internships. Dylan's finance degree and strong work ethic will serve iMS well in years to come.

Dylan is a native of Lexington Kentucky and has aspirations to become a seasoned real estate professional.