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IMRAN AHMED

Executive Managing Director | CBRE Capital Advisors, Inc.

Imran Ahmed is an Executive Managing Director for CBRE's real estate investment banking business, CBRE Capital Advisors, Inc. At CBRE, he focuses on cross border capital flows into US real estate. Recent transaction activity includes:

- Advised Seera Investment Bank on the acquisition and financing of a 1.0 million SF Class A logistics facility in Phoenix, Arizona.
- Advised TruAmerica on the formation of its joint venture with Harel Insurance (Israel), Guardian Life and Allstate Insurance to acquire a \$546 million multifamily portfolio in southern California.
- Advised KFH Capital Investment Company on the acquisition and Shari'a compliant financing of two select service hotels in New York City, and a Class A multifamily property in Miramar, Florida.
- Advised BlackRock–Carbon Capital V and KFH Capital Investment Company on the discounted note purchase and restructuring of the financing for Florida Atlantic University R&D Park in Boca Raton, Florida, and restructuring of Ritz Carlton Residences, Chicago.



He is currently working with a number of offshore capital sources on their US commercial real estate investment strategies.

Mr. Ahmed brings significant advisory experience to CBRE having previously served as Co-Head of the Real Estate, Lodging and Gaming practice at KPMG Corporate Finance, where he advised Muthanna Investment Company and Nakheel United Real Estate Company on the restructuring of a large million square foot mixed-use development project in Bristol, UK, and advised the Oaktree and National Financial Realty joint venture on its acquisition of a 40 property Wells Fargo net leased portfolio. Prior to that, Mr. Ahmed served as Founding Partner and Chief Operating Officer of Ranieri Real Estate Partners LP raising a comingled institutional distressed debt fund, acquiring Berkshire Mortgage Company (now Berkeley Point Capital), an integrated multi-housing financing and servicing platform, and acquiring The Situs Companies, a real estate services platform.

Before Ranieri, Mr. Ahmed was a Managing Director in the Real Estate Investment Banking group at Deutsche Bank Securities where he was involved with over \$100 billion of transaction activity in principal investments, M&A, equity and debt capital markets, structured finance and corporate advisory. Mr. Ahmed led a number of high profile real estate deals including the Related Companies' sale of 25% non-voting minority interest, the Cosmopolitan Casino's restructuring, sale of The Rouse Company to GGP, privatization of Hilton Hotels and Toy's "R" Us, and various public and private capital raises for AIMCO, Avalon Bay, Corporate Office, First Industrial, iStar, Public Storage, and Vornado. He co-led the co-mingled fund raises for KTR Capital, Phillips Edison, and Kotak Real Estate (India). Mr. Ahmed was responsible for the Deutsche Bank real estate corporate and principal finance business in Middle East and South Asia, where he financed Jebel Ali Free Zone, Dubai, and listed Indian real estate funds like Unitech Corporate Parks and Ishaan Real Estate on the London Stock Exchange.

**SEAN ARMSTRONG**

Principal | Westport Capital Partners LLC

Mr. Armstrong is a founding Principal of Westport Capital Partners LLC. At Westport, he is a portfolio manager for certain Westport investment funds, which are a series of closed- and open- end funds principally focused on making core plus, opportunistic and distressed investments in real estate and financial assets backed by real estate. As of September 2017, the firm manages approximately \$2.0 billion. Westport invests in all property types, throughout the capital structure and at all parts of the life-cycle of a real estate asset. Investments include properties, distressed and sub-performing loans, syndicated bank loans and marketable securities. The firm maintains offices in

Connecticut, California, Montana and London.

Mr. Armstrong graduated in 1983 with a B.S. degree in Biomedical Engineering magna cum laude from the University of Southern California, where he was elected to Phi Beta Kappa. He went on to earn an M.B.A. in Finance magna cum laude, also from the University of Southern California, in 1992. Mr. Armstrong is a Chartered Financial Analyst.

Mr. Armstrong is a Trustee of the Providence Little Company of Mary Hospital Foundation and is a member of the Cathedral of Our Lady of the Angels Finance Council. He resides in Palos Verdes Estates, California.

WAYNE L. BARWISEExecutive Vice President, Development |
The Cadillac Fairview Corporation Limited

Wayne Barwise is Executive Vice President, Development at Cadillac Fairview and is a member of the corporation's Executive Committee. Wayne has 30 years' experience in real estate development and asset management both as a successful entrepreneur for 14 years and subsequently as a corporate executive. Wayne has completed several billion dollars of commercial properties in Canada and the United States. He is responsible for the leadership of CF's development group including the strategic planning, financial returns and execution of its office, retail and mixed-use development platform. Currently CF is completing a \$4.0 Billion development program in Canada. Cadillac Fairview owns and manages \$30 billion in real estate assets, on behalf of its sole shareholder Ontario Teachers' Pension Plan.



Wayne is a graduate of Harvard University (M.Arch.U.D), and the University of Toronto (B.Arch). Wayne also serves on a number of charitable boards and organizations including St. Michael's Hospital and is Chairman, Branksome Hall Board of Governors. Wayne has also served on the Advisory Board of the Real Estate Academic Initiative (REAI) at Harvard for a number of years.

**BRUCE BATKIN**

Vice Chairman | Terra Capital Partners

Bruce Batkin is Co-Founder and Vice Chairman (formerly CEO) of Terra Capital Partners, a private real estate investment management firm focused on mezzanine, preferred equity and bridge investments.

Mr. Batkin has 40 years' experience in real estate acquisition, finance, development, management and investment banking. Prior to founding Terra, he held senior management positions at Merrill Lynch, Donaldson, Lufkin & Jenrette, ABN Amro and several private real estate development partnerships. He has acquired major commercial properties nationwide and acted as managing partner in over \$5 billion of real estate investments.

He is a member of the Urban Land Institute, the Real Estate Academic Initiative at Harvard University, the Cornell Real Estate Council and the Committee for Economic Development. He is also on the Advisory Board of the Baker Program in Real Estate at Cornell. Mr. Batkin received his Bachelor of Architecture degree from Cornell University and an MBA degree from Harvard Business School.

Terra Capital Partners is a private real estate investment management firm focused primarily on originating "gap financing" - mezzanine loans, b-notes, preferred equity and bridge loans - backed by U.S. commercial properties. Since 2002, Terra has become a leader in providing gap financing to owners of high-quality, middle-market properties throughout the U.S. Terra finances income-producing properties, transitional properties and ground-up development.

Since its founding, Terra has originated and managed over 350 investments in 45 million square feet of U.S. property - office buildings, apartments, hotels, shopping centers, warehouses, manufactured home communities and mixed-use properties - with a value of over \$6 billion. It is the sponsor of Terra Income Funds, alternative income funds that are distributed to individual investors through domestic and international financial advisors.

JOHN BUCKSBAUM

CEO | Bucksbaum Retail Properties LLC

John Bucksbaum, CEO and founder of Bucksbaum Retail Properties, LLC, a private real estate owner and developer of shopping centers and mixed-use projects. He previously served as chairman and CEO of General Growth Properties, Inc., which had ownership and management interest in over 200 regional and super regional shopping malls in 44 states. The company portfolio totaled approximately 200 million square feet of space.



Bucksbaum received his bachelor's degree in economics from the University of Denver, Denver, Colorado in 1978. Professional affiliations include the following: past Chairman of the International Council of Shopping Centers (ICSC); past Chairman of the Zell/Lurie Real Estate Center at The Wharton School; Trustee of the Urban Land Institute (ULI). In addition Bucksbaum serves on the boards of The Bucksbaum Institute at the University of Chicago, The Field Museum, Navy Pier, Inc., U.S. Ski & Snowboard Team, USA Cycling and is a member of the Paralympics Advisory Committee to the U.S. Olympic Committee, Chicago Sports Commission, Young Presidents Organization and is the Campaign Chair for the Chicago Chapter of the American Jewish Committee. John and his wife, Jackie, are the parents of Max and Eli Bucksbaum.



PATRICK CHRAGHCHEAN

President | Adept Architecture/Development

Patrick Chraghchian is the president and CEO of Adept, a vertically integrated architectural and construction firm based in Pasadena, CA. Patrick graduated from the University of Southern California with a Bachelor of Science in Civil Engineering from the Viterbi School. Having accumulated over 30-years of experience in the real estate industry, Patrick's unique skills include design expertise, technical engineering, construction management, finance and entitlement experience.

A suite of development services, Adept is an expert in tightly coordinated design and construction projects for maximum efficiency. Adept provides architectural services to 3rd party clients, as well as development for fee on project such as the Seven and Lifan tower in Los Angeles' City West District, the 388 in Pasadena, and others in Culver City, West Hollywood, and Glendale.

LINC COLEMAN

President | U L Coleman Companies

Linc Coleman, President of the U.L. Coleman Companies, has over forty-five years' experience in commercial and investment real estate services, including commercial brokerage and leasing, asset and property management, construction, and development. He holds both Bachelor and Master degrees from Centenary College. Linc also graduated from Harvard University Graduate School of Design Office of Executive Education's Advanced Management Development Program in Real Estate. Linc has achieved the CCIM® (Certified Commercial Investment Member) designation by the REALTORS® National Marketing Institute, and the CPM® (Certified Property Manager) designation by IREM® (Institute of Real Estate Management).



Under his direction, the U.L. Coleman Companies have successfully competed against large nationally recognized companies to develop and manage facilities for, among others, IBM and Federal Express Corporations. His management expertise is exemplified by the diversification of development types which include: Multi-Use, Office Buildings, Service Centers, Industrial Buildings, Retail Centers, and Multifamily Communities.

Linc Coleman has served on numerous boards and committees for various civic and community service organizations, as well as those in the real estate profession. His professional affiliations and designations include:

- Licensed Real Estate Broker in Louisiana, Texas, Arkansas, Mississippi, and Oklahoma
- Louisiana REALTORS® Association, Board of Directors
- REALTORS® National Marketing Institute
- Institute of Real Estate Management, IREM®
- Urban Land Institute – Serves on Multifamily Council
- International Building Owners and Managers Association, President and Board of Directors
- Northwest Louisiana Association of REALTORS®, Board of Directors
- Institute of Real Estate Management's Certified Property Manager, CPM®, and Louisiana CPM® Chapter
- REALTORS® National Marketing Institute's Certified Commercial Investment Member, CCIM®, and Louisiana CCIM® Chapter
- International Council of Shopping Centers

**JOHN DAVENPORT**

Partner | Davenport Partners

John Davenport is a Partner and Co-Founder of Davenport Partners. He is also the Manager and Investment Advisor for Davenport Advisors Stock Fund.

Davenport Partners, based in Newport Beach, CA, owns and manages properties in Southern California and Hawaii. The Company focuses on multi-tenant office, industrial and retail properties.

Davenport Advisors Stock Fund is an open-ended stock fund that invests in publicly traded REITs and other real estate related companies.

Prior to the formation of Davenport Partners in 2002, Mr. Davenport was the President of Spieker Properties (SPK: NYSE) and served on the Spieker Properties Management Committee. Mr. Davenport began his career in real estate in 1983 with the Trammell Crow Company in San Francisco and Silicon Valley. In 1986, as a Partner, he established the Sacramento Region where he acquired and developed numerous office, industrial and retail projects throughout Sacramento and the Central Valley.

In 1987, Mr. Davenport was one of the founding partners of Spieker Partners, and then in 1993 helped take the company public as Spieker Properties, a REIT. In 1995, Mr. Davenport established the Southern California Region which grew to 175 employees in 25 offices, with over 12 million square feet in 60 projects. In July 2001, Spieker Properties merged into Equity Office Properties (EOP: NYSE) in a transaction valued at \$7.2 billion.

Mr. Davenport maintains an active California Broker's license and is a Registered Investment Advisor. He received his B.S. in Mechanical Engineering from U.C. Berkeley in 1979 and an MBA from Harvard Business School in 1983.

JORGE DE LA ROCA

Director of Research | USC Lusk Center for Real Estate

Jorge De la Roca is an Assistant Professor at the USC Sol Price School of Public of Policy and the Research Director for the USC Lusk Center for Real Estate. His research interests include urban economics, labor economics, economic geography and real estate. His research focuses on understanding the benefits of working in big cities and studying urban migration across cities of different sizes, where he has published articles in the Review of Economic Studies and the Journal of Urban Economics. He has also studied the consequences of racial segregation on minorities in the United States, co-authoring articles on the subject in Regional Science and Urban Economics and Journal of Housing Economics.



He has recently received international recognition for his research and was awarded the prestigious August-Lösch prize in regional science. Dr. De la Roca earned his doctorate and master's in Economics at CEMFI in Spain and his Bachelor Degree at Universidad del Pacífico in Peru. Before joining the Price School, he was a research fellow at New York University's Furman Center for Real Estate and Urban Policy.

**JOHN B. DiNAPOLI**

President | JP DiNapoli Companies Inc

John B. DiNapoli serves as President of JP DiNapoli Companies, Inc, a commercial real estate investment and development company with a property portfolio of 3 million square feet. He manages the daily operations and overall strategy of the company, including development, asset and property management, property acquisitions and dispositions.

John began his career in real estate at Essex Property Corporation in Palo Alto, California, where he oversaw the pension fund equity financing and became the Portfolio Manager responsible for acquisition and disposition of RTC pool assets. He assisted in the Essex Property Corporation's IPO at the time it became a real estate investment trust.

John is on the Board of Directors of National Association of Industrial Office Properties (NAIOP) Silicon Valley Chapter where he served as past President.

John holds a BS in Urban and Regional Planning from the University of Southern California.

DAVE DOLLINGER

Principal | Dollinger Properties

David B. Dollinger graduated with honors from the University of California at Los Angeles in Economics/Business in 1986. He obtained a Master's Degree in Real Estate Development from the School of Urban and Regional Planning of the University of Southern California in 1987 and in 2012 the program was endowed by Mr. Dollinger and subsequently renamed the Dollinger Master of Real Estate Development. Mr. Dollinger is a licensed General Contractor and Real Estate Salesman. Originally founded in 1946, the Dollinger group of privately-held companies consists of some thirty-five interlocking entities of construction, property management, leasing and development concerns which develop, acquire and manage only their own portfolio of close to six million square feet of industrial/R&D/office properties in Silicon Valley and retail shopping centers throughout California.



The present portfolio consists of properties worth well in excess of \$2.5 billion.

Mr. Dollinger also serves on the boards of several nonprofits, including the UCLA Athletics' Centennial Campaign Leadership Committee, the UCLA Northern California Centennial Campaign Committee, The USC President's Leadership Council, and as trustee of the U.S. Olympic and Paralympic Foundation.



KEMPER FREEMAN

Chairman & CEO | Kemper Development Company

Kemper Freeman is the principal owner and hands-on leader of Kemper Development Company which has developed a total of 4 million square feet of real estate in the Bellevue, Washington CBD. This portfolio of real estate called “The Bellevue Collection” is comprised of Bellevue Square, a super-regional shopping center and three mixed-use projects: Bellevue Place, totaling 1.2 million sf comprised of two office buildings, retail space and a 733 room Hyatt Regency Hotel, Lincoln Square totaling 1.4 million sf comprised of 310,000 sf of retail, a 42 story tower featuring The Westin Bellevue with 337 luxury rooms and meeting space, 148 luxury condominiums on the upper 22 stories, and a 28 story class “A” office building and the newly opened expansion of Lincoln Square a 1.5 million sf mixed use development with 180,000 sf of retail space, 231 luxury residences, a 245 room W Hotel and 710,000 sf of class “A” office space. The four projects are connected via sky bridges. Kemper Freeman is a past Chairman of the International Council of Shopping Centers (ICSC). He serves as a Board Member of the Tateuchi Center – Performing Arts Center Eastside. Mr. Freeman has a long history of involvement in political and civic activities. He is a former Washington State Legislator, and has served on the boards of numerous business and civic organizations. In 2002, Kemper announced his intention to donate land valued at over \$8 million for the the Tateuchi Center to preside. He has continued his father’s legacy by offering retail space inside to Bellevue LifeSpring (formerly Overlake Service League) to house their thrift store for the annual rent of \$1.00 since 1947.

TYLER GOODWIN

Founder and CEO | Seaforth Land

Tyler is the Founder and CEO of Seaforth Land. He has 30 years of global real estate experience including 20 years in Asia working through both the Asian Financial Crisis and the Global Financial Crisis. Tyler has worked in property development, advisory and investment banking, principal investment, and investment management and has lived and worked in North America, Asia and Europe. He has a deep knowledge and understanding of sovereign and institutional real estate investors.



Most recently Tyler was the CEO of Lodha UK, where he was their first hire. Lodha UK was awarded Deal of the Year for their acquisition of One Grosvenor Square at the Property Week Resi Awards 2014. That same year Tyler was ranked #35 in the “Estates Gazette 2014 Power List 50” as one of the 50 most influential people in the UK property industry.

Prior to Lodha, Tyler was based in Hong Kong and was a Managing Director in JPMorgan’s Global Real Assets business where for over 3 years he was Head of Asian Client Strategy responsible for advising Asia’s largest sovereign and institutional investors on allocation and strategy related to real estate and infrastructure. He has been an investor in both Deutsche Bank’s and JPMorgan’s Real Estate balance sheet investing businesses where he invested in real estate through equity and debt. He spent five years at Urban Land Capital in Hong Kong, Shanghai and Vancouver investing in real estate and private equity and worked in real estate development in Indonesia for seven years. During his final two years at JPMorgan Tyler sat on the Asset Management Global Advisory Council, and also sat on the Urban Land Institute’s North Asia Executive Committee 7 years.

He has a Masters Degree in Real Estate Development from the University of Southern California’s (USC) Price School of Public Policy and has been a member of the Price School’s Board of Councillors for 8 years.



RICHARD K. GREEN

Director, and Lusk Chair in Real Estate | USC Lusk Center for Real Estate

Dr. Green holds the Lusk Chair in Real Estate and is Professor in the Sol Price School of Public Policy and the Marshall School of Business. He recently finished a year as Senior Advisor for Housing Finance at the US Department of Housing and Urban Development, and as of July 1, 2016 became a Trustee of the Urban Land Institute. Prior to joining the USC faculty, Dr. Green spent four years as the Oliver T. Carr, Jr., Chair of Real Estate Finance at The George Washington University School of Business. He was Director of the Center for Washington Area Studies and the Center for Real Estate and Urban Studies at that institution. Dr. Green also taught real estate finance and economics courses for 12 years at the University of Wisconsin-Madison, where he was Wangard Faculty Scholar and Chair of Real Estate and Urban Land Economics. He also has been principal economist and director of financial strategy and policy analysis at Freddie Mac. He is or has been involved with the Lincoln Institute of Land Policy, the Conference of Business Economists, the Center for Urban Land Economics Research, and the National Association of Industrial and Office Properties. Dr. Green also is a Weimer Fellow at the Homer Hoyt Institute, and a member of the faculty of the Selden Institute for Advanced Studies in Real Estate. He was recently President of the American Real Estate and Urban Economics Association.

Dr. Green earned his Ph.D. and M.S. in economics from the University of Wisconsin-Madison. He earned his A.B. in economics from Harvard University. His research addresses housing markets, housing policy, tax policy, transportation, mortgage finance and urban growth. He is a member of two academic journal editorial boards, and a reviewer for several others. His work is published in a number of journals including the American Economic Review, Journal of Economic Perspectives, Journal of Regional Science, Journal of Real Estate Finance and Economics, Journal of Urban Economics, Land Economics, Regional Science and Urban Economics, Real Estate Economics, Housing Policy Debate, Journal of Housing Economics, and Urban Studies. His book with Stephen Malpezzi, A Primer on U.S. Housing Markets and Housing Policy, is used at universities throughout the country, and he recently published a book, Introduction to Mortgages and Mortgage Backed Securities. His work has been cited or he has been quoted in the New York Times, The Wall Street Journal, The Washington Post, the Christian Science Monitor, the Los Angeles Times, Newsweek and the Economist, as well as other outlets. He spoke at the 31st annual Federal Reserve Bank of Kansas City Economic Symposium, and he has testified before US Senate and House Committees, as well as California Assembly Committees. The National Association of REALTORS, the Ford Foundation, and the Lincoln Institute for Land Policy have funded grants to support some of Dr. Green's research. He consults for the World Bank.

TONY GREEN

Managing Partner | Pinehills

Tony Green is Managing Partner for The Pinehills, an award-winning, smart growth, walkable community in Plymouth, Massachusetts.

The desire for walkable places is not just an urban phenomenon, but one that applies to suburban and rural residents as well. The Pinehills, as the newest village center in Plymouth, just 7 miles from where the Pilgrims landed 400 years ago, feels like a traditional New England town with a two acre Green (park). The 175 acre new town center and its mix of retail, office, hotel, civic and residential uses today total over 550,000 SF and 700 residences as the heart of the larger place.



TONY GREEN CONTINUED

Though The Pinehills is bigger than many Massachusetts towns, with zoning for 1.3 MSF of mixed-use and 3,065 homes on 3,243 acres of forested hills, over one third of the homes are within walking distance to the Village Green. The density in the Village Green exceeds 100 times underlying zoning density by preserving 70% of the land as open space.

The Pinehills builds on only 30% of the land and approaches land and trees as historically and environmentally significant. We site homes based on topography, existing vegetation, and views. Roads are winding and narrow, (20' to 24',) with trees right at the edge and a separate trail network for pedestrians. Except in the Village, we light the trails, not the streets - cars have headlights, people do not.

Rural and suburban large lot single family zoning rarely allows such places, but collaboration between Plymouth Town Meeting and The Pinehills to enact innovative zoning has led to one of the nation's most celebrated examples of thoughtful community planning and design. In exchange for private infrastructure –roads, water, sewer and open space– the Town permitted incredible flexibility for homes to be sited for views of woods, water, golf, horizon and ocean. Smaller dimension and frontage requirements allow a variety of lot sizes, not based on large lot grid geometry, but rather based on views of that preserved open space. The result is more than 100 major national and regional awards, including 2015 Community of the Year for the entire country from the NAHB Best in American Living Awards.

This new, walkable village center and the neighborhoods of The Pinehills are a huge tax positive for Plymouth adding in the aggregate over \$1.25 billion in new assessed value. (As of 12/31/2016.) According to the Town's study, the fiscal benefit to Plymouth was the highest percentage return (net tax revenue after expenses) their consultant has ever encountered. This year alone, Pinehills generated over \$20 million in net-tax revenue after expenses.

Eleven builders construct homes ranging from condominiums and apartments to custom and cottage, mixed together like towns used to be, with prices from \$400,000 to over \$2 million. Over 2,600 families, 550,000 SF of mixed-use, ten miles of trails, and 2200 acres of open space and trees, all call The Pinehills home.

Green received his undergraduate degree and a Master's in Planning from Harvard. He is past chairman of the Residential Neighborhood Council at ULI and has lectured at MIT, Harvard, Tufts, Duke and the EPA.

EMILE HADDAD

Chairman and CEO | FivePoint Holdings, LLC

Emile Haddad is Chairman and Chief Executive Officer of FivePoint Holdings, LLC. FivePoint, which is the largest developer of mixed-use communities in coastal California, owns and manages Great Park Neighborhoods in Irvine, Newhall Ranch in Los Angeles County and The San Francisco Shipyard and Candlestick Point in San Francisco. Combined, these four mixed-used communities will include approximately 40,000 residential homes and 23 million square feet of commercial space. All total, these developments will generate approximately 288,000 jobs during construction and \$54 billion in activity for the California economy.



Prior to founding FivePoint, Emile was the Chief Investment Officer of Lennar Corporation, one of the nation's leading homebuilders, where he was in charge of the company's real estate investments and asset management. Emile was a founding member of Lennar in California, and was instrumental in its growth.

Emile has over 30 years of development experience in the United States and overseas. Prior to joining Lennar, Emile was a senior executive in charge of land for Bramalea, which was part of the Canadian real estate conglomerate in the 80's and early 90's.

EMILE HADDAD CONTINUED

Active in the community, Emile serves as Chairman of USC's Lusk Center for Real Estate and as a member of the USC Price Planning Program Advisory Board. He is a member of Chapman University's Board of Trustees and is the Immediate Past Chair of the Board of Trustees at the University of California, Irvine. He also serves on the board of Spain-based AEDAS Homes.

Emile has received numerous honors, including the UCI Center for Real Estate Lifetime Achievement Award, the Boy Scouts of America Construction Industry Good Scout Award, and the American Diabetes Association Father of the Year Award. In 2017, he received the Ellis Island Medal of Honor, presented annually to American citizens whose accomplishments in their field and inspired service to the United States are cause for celebration.

Emile holds a civil engineering degree from the American University of Beirut. Emile and his wife Dina started their journey together in the United States 31 years ago.

LAWRENCE EUGENE HARRIS

Fred V. Keenan Chair in Finance | USC Marshall School of Business

Larry Harris holds the Fred V. Keenan Chair in Finance at the USC Marshall School of Business. His research, teaching, and consulting address regulatory and practitioner issues in trading, in investment management, and real estate. He has written extensively about trading rules, transaction costs, and market regulations. Many practitioners regard his introduction to the economics of trading, *Trading and Exchanges: Market Microstructure for Practitioners* (Oxford University Press: 2003), as a "must read" for entrants into the securities industry.



Chairman Harvey Pitt appointed Dr. Harris to serve as Chief Economist of the U.S. Securities and Exchange Commission in July 2002 where he continued to serve under Chairman William Donaldson through June 2004. As Chief Economist, Harris was the primary advisor to the Commission on all economic issues. He contributed extensively to the development of regulations implementing Sarbanes-Oxley, the resolution of the mutual fund timing crisis, the specification of Regulation NMS (National Market System), the promotion of bond price transparency, and numerous legal cases. Harris also directed the SEC Office of Economic Analysis in which 35 economists, analysts, and support staff engage in regulatory analysis, litigation support, and basic economic research.

Professor Harris currently serves as lead independent director of Interactive Brokers, Inc. (ticker: IBKR), director of the Selected Funds, research coordinator for the Institute for Quantitative Research in Finance (the Q-Group), executive director of the Financial Economists Roundtable, member of the SEC Fixed Income Market Structure Advisory Committee, and member of the CATS NMS, LLC Advisory Committee. He is a former director of CFALA, the Los Angeles Society of Financial Analysts, and a former associate editor of the *Journal of Finance*, the *Review of Financial Studies*, and the *Journal of Financial and Quantitative Analysis*. Other professional service has included year-long assignments to the U.S. Securities and Exchange Commission and to the New York Stock Exchange following the Stock Market Crash of 1987. Dr. Harris also worked at UNX, Inc., an electronic pure agency institutional equity broker, and at Madison Tyler, LLC, a broker-dealer engaged in proprietary electronic trading in various markets.

Dr. Harris received his Ph.D. in Economics from the University of Chicago in 1982 and is a designated CFA charterholder.

**SCOTT HECHLIK**

President | Coatue Companies

Scott Hechlik has more than 20 years' experience in commercial real estate, property management, construction, development, asset management, acquisitions, and investments. He is President/Founder at Coatue Companies (Coatue Investments, Coatue Management, and Coatue Development) a full-service commercial real estate firm in Sarasota, Florida.

Prior to founding Coatue Companies, Mr. Hechlik was the Director of Asset Management / Managing Director of a privately held real estate group. In this role, he was directly responsible for daily asset, property, project, and development management of more than 6MM sf of real estate assets in Florida, Michigan, and North Carolina. He began his career as Project Manager with Turner Construction in their Detroit and Chicago offices.

As Managing Principal for Coatue Companies, Mr. Hechlik is responsible for the overall strategy, guidance, and management of the properties. Providing daily hands-on senior asset management involvement and utilizing his skills to minimize risk and maximize return for the ownership. He is involved in many of the area's most distinguished and high-profile lease/development transactions. He is also a key player in the development of an influential condo project in excess of \$120M and has most recently directed the site selection and project development for a prestigious block of private family offices.

Mr. Hechlik holds a B.S. in Construction Management, with a minor in Accounting from Michigan State University, and an MBA from the Ross School of Business at the University of Michigan. In 2016, he completed his AMDP at the Graduate School of Design at Harvard University.

Mr. Hechlik serves as a two term member of the Michigan State University School of Planning, Design, and Construction (SPDC) Alumni and Advisory Board (MSU CAAB). He is a member of Building Owners & Managers Association (BOMA), Construction Financial Managers Association (CFMA), and Urban Land Institute (ULI).

LYNN JOCHIM

Co-Chief Operating Officer | FivePoint Holdings, LLC

Lynn Jochim is Co-Chief Operating Officer of FivePoint Holdings, LLC. FivePoint, which is the largest developer of mixed-use communities in coastal California, owns and manages Great Park Neighborhoods in Irvine, Newhall Ranch in Los Angeles County and San Francisco Shipyard and Candlestick Point in San Francisco. Combined, these four mixed-use communities will include approximately 40,000 residential homes and 23 million square feet of commercial space. All total, these developments will generate approximately 288,000 jobs during construction and \$54 billion in activity for the California economy.



Prior to becoming Co-COO, Ms. Jochim was Executive Vice President in charge of Great Park Neighborhoods. Before moving to Orange County, Ms. Jochim worked for Lennar for 10 years, including as President of Lennar Communities in the San Francisco Bay Area. Prior to joining Lennar, she worked for Ernst & Young San Francisco Real Estate Consulting, where her assignments included financial and feasibility analysis for base reuse projects in the San Francisco Bay Area and corporate real estate analysis for Fortune 500 companies.

In the early 1990s, Ms. Jochim founded and was president of a minority and woman-owned business that contracted with the Resolution Trust Corporation and successfully managed and disposed of a large portfolio of commercial and hotel assets and loans.

Ms. Jochim has previously served on the board of the Oakland Children's Hospital and as a president and board member of the Building Industry Association (BIA) in northern California. She also founded the BIA Women's Education Council and currently serves on the USC Lusk Center for Real Estate Executive Committee.

Lynn holds a Bachelor of Science degree in Business from California State University, Sacramento with an emphasis in real estate, land use and finance.



PETER JUNGBACKER

Managing Member | Alexander & Bishop

Peter Jungbacker is Managing Member of Alexander & Bishop Real Estate Capital Markets LLC with responsibility for development strategy, portfolio debt capitalization and operations.

From 1993 to present, Mr. Jungbacker has acted as Managing Member of Alexander & Bishop Real Estate Capital Markets LLC, real estate development, investment, and mortgage banking company in Oshkosh, WI. Mr. Jungbacker has also been an Adjunct professor of real estate at the University of Wisconsin, Oshkosh College of Business Administration, teaching Real Estate Finance and Capital Markets since 2000. Mr. Jungbacker earned his JD, MBA, MS, and BA from the University of Wisconsin-Madison.

RICHARD A. KESSLER

Chief Operating Officer | Benenson Capital Partners

As Chief Operating Officer and a member of the Investment Committee, Mr. Kessler is the Senior Officer responsible for developing the Company's strategic direction and overseeing its day-to-day operations. In addition to his executive management responsibilities, he is a key leader in developing, evaluating and pursuing the Company's investment, develop, joint ventures, financing and acquisitions. Since joining the company in 1977, he has served in several capacities including development, finance and acquisitions. He was named Chief Financial Officers and Managing Director in 1989 and was appointed Chief Operating Officer in 1998. Throughout his tenure with the Benenson family, he has been responsible for completing \$2.5 billion in real estate transactions.



Mr. Kessler was a member of the International Advisory Board of the Harvard Real Estate Academic Initiative (REAI) and was a Co-Chair of the Alumni Advisory of the Advanced Management Development Program (AMDP) at Harvard's Graduate School of Design. As a faculty member of the Master's Program in Real Estate Development and Investment at New York University, he has Co-Chaired its Capital Markets Conference. Mr. Kessler is a member of the Board of Advisors of the Interlink Group and a Trustee of Phipps House for which he serves on its Real Estate and Finance Committee.

Mr. Kessler is the immediate past chair of the New York District Council of the Urban Land Institute and an active participant in its national leadership. Additional real estate activities include the real estate roundtable, Young Men's/Women's Real Estate Association, Real Estate Board of New York and the NYU Real Estate Round Table.

Mr. Kessler complete the AMDP Program at Harvard in 2003 and earned a diploma in Real Estate Finance and Investment Analysis from NYU in 1983 where he was a Mortgage Banker's Scholarship Award recipient. He holds a BA in Finance and Accounting from Boston University.

**EVAN LINKNER**

Managing Director | Ackman-Ziff

Evan Linkner is a managing director at Ackman-Ziff, which he joined in 2011. Founded in 1927, Ackman Ziff is considered a global leader structuring and raising institutional capital for real estate related assets. Since 2002, Evan has led over \$10 billion of real estate related transactions as either a capital advisor or principal investor. At Ackman-Ziff, Evan leads the sourcing, structuring and construction of equity, debt and mezzanine capital stacks on behalf of institutional investors and operating companies. Evan is additionally the co-head of Ackman-Ziff's Special Situations Group and a leader in its institutional innovative product team.

In 2006, Evan founded First Atlantic Capital Management, a contrarian investment fund, where he successfully forecasted the collapse of the real estate markets and built a platform to profit from the market inefficiency. Prior to First Atlantic, Evan led the acquisitions and development team for a Midwest real estate family. Evan's professional experience also includes developing new paradigms for the Center for Venture Capital and Private Equity Finance at the University of Michigan.

Evan is the Chair of the Harvard Alumni Real Estate Board, sits on the Board of Directors of the Harvard Alumni Association, sits on the Board of Directors for the Harvard Real Estate Alumni Organization, and sits on the Investment Committee for the Youth Renewal Fund.

Evan holds two Master's Degrees from Harvard University where he studied finance and real estate. Evan additionally has a Bachelor's of Business Administration. Evan has received numerous awards and honors including the Marshal Award for graduating first in his class at Harvard.

**D. SCOTT MCLAIN**

Managing Broker | Coldwell Banker Commercial McLain Real Estate

D. Scott McLain, CCIM, of Huntsville, Alabama, is Principal and Managing Broker of Coldwell Banker Commercial McLain Real Estate. McLain is a retail developer, advocate for downtown redevelopment, and proponent of adaptive reuse of existing real - estate improvements. His firm is engaged in brokerage, management, investing, and development. McLain is a graduate of the Harvard University Graduate School of Design, Advanced Management Development Program (AMDP) designation in commercial real estate. McLain also graduated from Duke University with a degree in Public Policy and he holds a Juris Doctor degree from Cumberland School of Law. He clerked for a U.S. District Judge

and practiced law for four (4) years. McLain is very active in professional, civic, cultural, political, educational, and charitable organizations at the local, state, and national levels and he serves as a speaker, board member, and participant. McLain is an alumnus of Leadership Alabama Class 1, and he has served or chaired the boards of Leadership Alabama, the A+ Foundation, the Huntsville Schools Foundation, and the Huntsville Committee of 100, among many other organizations.



KRIS MILLER

President | Ackerman & Co.

Kris Miller, Ackerman & Co.'s President since 1998, sets the strategic direction for the firm's investment, management and leasing initiatives. Under his leadership, the company has experienced consistent growth and diversified earnings, solidifying its standing as one of the leading full-service commercial real estate firms in the Southeast. To date, Ackerman & Co. has developed and acquired nearly 35 million square feet of office, medical, industrial, retail and mixed-use space; maintains an investment portfolio valued at \$1 billion; and has 8 million square feet under management.

Prior to joining Ackerman & Co., Miller was a Vice President at Citicorp, where he managed Citicorp's Atlanta real estate office. During his tenure, he negotiated, structured, and closed more than 100 major transactions including investments and joint ventures in multi-family, office, industrial, retail, and mixed-use properties involving public and private debt capitalization deals.

Miller is a Certified Commercial Investment Manager (CCIM), a Certified Public Accountant (CPA) and a Licensed Real Estate Salesperson in the State of Georgia. He serves on the Perimeter Community Improvement Districts Board, the Real Estate Investment Advisory Council (REIAC), the Carter Center Board of Councilors and the Ashton Woods Homes Board. He is a Forum Leader of the Young Presidents Organization (YPO), past Program Chair of the Harvard University Real Estate Academic Initiative and President of the Silver Lake Association, an 80-acre, old-growth urban forest dedicated to green space preservation. He is also an active member of NAIOP and ICSC.

Miller is a magna cum laude graduate of Harvard University with an A.B. in Economics. He attended the London School of Economics & Political Science and Citicorp's Institute of Global Finance and Management Program for MBA's focusing on corporate finance, capital structuring risk management, and public and private capital markets.

ANITA PARYANI RICE

Senior Vice President Capital Markets | IPA/Marcus Millichap

Anita Paryani-Rice is a senior vice president of IPA Capital Markets based in Los Angeles. Ms. Rice has more than 25 years of experience in the commercial real estate industry. She is primarily responsible for the placement of debt and equity transactions throughout the United States and has placed more than \$4 billion in transactions and more than \$500 million in debt and equity transactions within the past year.

Prior to joining Marcus & Millichap Capital Corporation (MMCC)/IPA Capital Markets, she was with Holliday Fenoglio Fowler (HFF), where she was involved with closing more than \$1 billion in commercial real estate transactions. Additionally, she has worked at other prominent institutions such as Lincoln Property Company and American Realty Advisors.

Mrs. Paryani-Rice has received six national achievement awards. Additionally, she was named a "Rainmaker" by Real Estate Forum the past two years. This ranking compiles the nation's top debt and equity originators. Mrs. Paryani-Rice was the recipient of Marcus & Millichap's national achievement award; was an Honoree of Bisnow's Power Women: Los Angeles and was named a "Women of Influence" by LA Biz Journal.

Mrs. Paryani-Rice received Master of Science and Bachelor of Science degrees in urban planning and real estate from the University of Southern California. She also serves on the board for Progressive Osseous Heteroplasia Association (POHA). The POHA was formed to raise awareness and funds for a very rare bone disease, which Ms. Paryani-Rice's son is afflicted with.





ONAY PAYNE

Managing Director | Clarion Partners

Ms. Payne is an equity owner and Managing Director of Clarion Partners. She is a Senior Portfolio Manager in Clarion's Separate Account business with responsibility for accounts exceeding \$7 billion in assets under management, and for closed-end fund investments in Mexico. Ms. Payne currently sits on Clarion's Investment Committee and Career Management Committee. Ms. Payne joined the firm in 2003 and began working in the real estate and finance industries in 1997.

Ms. Payne's oversight of separate account mandates includes portfolio- and property-level investment strategy covering all major property types and markets throughout the United States. In overseeing Clarion's Mexico platform, Ms. Payne manages the firm's asset management, dispositions, structuring, restructuring, arbitration, litigation and risk management activity in the country, where Clarion has invested \$1 billion since 2006. Ms. Payne is a magna cum laude graduate of Harvard College, from which she received an A.B. in 1997. She received an M.B.A. from the Harvard Business School ("HBS") in 2003, where she was a Robert Toigo Foundation ("RTF") Fellow. Ms. Payne is fluent in Spanish.

Ms. Payne was featured in the Pace Common Ground Campaign for Gender Equality in 2017, and in HBS' "why do you do what you do?" portrait project honoring the 50th anniversary of women students at the school in 2013. That year she was also named one of the Toigo Foundation's inaugural "40 Under 40". She was recognized as one of Real Estate Forum Magazine's "Women of Influence 2010" and has co-authored research articles published in relevant industry periodicals, including The Institutional Real Estate Letter and Immobiliare Magazine. Ms. Payne currently serves as Vice Chair of the RTF Alumni Endowment Board. She is also a member of the Harvard Alumni Real Estate Board; WX New York Women Executives in Real Estate; and the Urban Land Institute, where she sits on the Commercial Retail Council and the Executive Committee of the Women's Leadership Initiative.

RICHARD B. PEISER

Michael D. Spear Professor | Harvard Design School

Richard B. Peiser, Ph.D., is the first Michael D. Spear Professor of Real Estate Development in the Department of Urban Planning and Design at the Harvard Graduate School of Design (GSD). Prior to coming to Harvard in 1998, he was Associate Professor of Urban Planning and Development at the University of Southern California where he founded and directed the Lusk Center for Real Estate Development, and the Master of Real Estate Development Program.

At Harvard, he founded and served as the first director of the university-wide Real Estate Academic Initiative. He also founded and the Advanced Management Development Program. He currently serves as Director of the Urban Planning Program at GSD.

Professor Peiser has published over 100 articles in academic and professional journals. His primary research focuses on developing an understanding of the response of real estate developers to the marketplace and to the institutional environment in which they operate, particularly in the areas of urban redevelopment, affordable housing, and suburban sprawl. He is currently editing two books – the Companion to International Real Estate Development and Towards 21st Century New Towns: Past, Present, and Future. He recently completed a major study with Raymond Torto on the question, Is there a premium for mixed-use development?



RICHARD B. PEISER CONTINUED

Professor Peiser wrote one of the Urban Land Institute's all-time best selling books, Professional Real Estate Development: the ULI Guide to the Business. The third edition received the silver award for Best Real Estate Book published in 2012 by the National Association of Real Estate Editors. The International Council of Shopping Centers recently published Prestige Retail: the Design and Development of High End Luxury Retail. He teaches introductory and advanced courses in real estate development and finance as well as field studies on complex interdisciplinary urban development problems, focusing on town center redevelopment, sustainability, new towns, and large-scale mixed use development.

Professionally, he has owned a development company building affordable housing in Texas and California and has been a partner in a fund acquiring and managing industrial properties in California. He started an investment company with two other partners which invested institutional money in property in China from 2004-2007. He also has been designated as a valuation and economic damage expert in selected litigation cases on low income housing, takings, and community development. From 2003-2015, he served as an independent director on the board of Berkshire Income Realty, a publicly traded company based in Boston, and currently serves on the Board of Overseers for the New England Wildflower Society. He holds a B.A. from Yale University, and MBA from Harvard University, and a Ph.D. from Cambridge University.

KRISTINA RASPE

Vice President, Global Real Estate & Facilities | Apple Inc

Kristina Raspe serves as Vice President of Real Estate & Facilities for Apple Inc. In this role, she has global responsibility for corporate and data center real estate transactions, administration, and construction, environment, health & safety, facilities operations & maintenance, strategic workplace planning, renewable energy, recycling, and commute services. Kristina has been with Apple since 2013. Prior to joining Apple, she served as the Vice President for Real Estate Development & Asset Management at the University of Southern California, where she continues to serve as a member of the Sol Price School of Public Policy Board of Councilors. Throughout her career she has been actively involved in a variety of organizations, including the Design-Build Institute of America (regional president), the Los Angeles Economic Development Corporation (Infrastructure Committee member), California Fair Employment & Housing Commission (commissioner), Urban Land Institute (Advisory Board Member), and Century City Bar Association (president).



**REON ROSKI**

Managing Director | Majestic Realty Co.

Reon Roski joined Majestic Realty Co. in March 2007 as Senior Counsel. She was named Managing Director in September 2007 and is responsible for the company's day-to-day operations and growth of the Majestic Realty Co. portfolio.

A member of Majestic's Board of Directors since 1997, she is the granddaughter of the company's late founder, Edward P. Roski Sr., and the daughter of its current Chairman and CEO, Edward P. Roski Jr.

Prior to coming in-house, Reon served as outside counsel to Majestic for more than 15 years. As a real estate attorney, she has handled many large, complex and innovating real estate transactions, averaging more than 18 million square feet of transactions per year.

A graduate of the University of Southern California and Loyola Law School, she completed extensive studies abroad, including graduate school in China. Fluent in Mandarin, Reon worked for the Chinese government with respect to real estate matters. A recognized expert in real estate law, she teaches continuing legal education classes to other attorneys through CLE International and Lorman Education Services.

Reon was named one of the "Women at the Top" by Commercial Real Estate Women (CREW) and Bisnow's L.A. Power Women. She is a member of YPO, a member of the Board of Leaders for the University of Southern California (USC) Marshall School of Business and a member of the Leadership Council on the Board of Directors of the Lusk Center for Real Estate at USC.

DONALD D. SHEETS

Managing Director | Clarion Partners, LLC

Donald is Managing Director at Clarion Partners, LLC ("Clarion"), serves as Portfolio Manager of the Special Situations Debt Group ("SSDG"), and has nearly 20 years of leadership, property acquisition, asset management, capital formation, and restructuring experience across a variety of capital structures, asset types, and geographies. SSDG was created upon Clarion's acquisition of AlumCreek Holdings LLC ("ACH"), a private equity platform that Donald established in 2014. SSDG's mandate includes the acquisition of performing/sub-performing/nonperforming commercial real estate mortgage debt from a variety of entities including banks, special servicers, life insurance companies, government agencies, specialty lenders, and investment funds. The platform's in-house team proactively underwrites, services, and resolves its investments.

Prior to founding ACHUM private equity fund, Donald co-led the transaction team and identified, structured, and negotiated non-traditional commercial real estate investment opportunities. During his tenure with SMCM, Donald sourced, underwrote, and closed the acquisition of over 130 mid-balance commercial mortgages across several transactions aggregating approximately \$2.1 billion in outstanding principal balance. Among other investments, Donald sourced, negotiated, executed, and managed the day-to-day strategic oversight of two complex portfolio transactions with the FDIC to acquire over 100 controlling interests in \$1.3 billion of performing and non-performing mid-balance commercial mortgage debt formerly held by a failed U.S. banking institution. Donald co-led each of the two ventures and served as the primary interface to the FDIC and over 120 community and regional participant banks. Donald also sourced, negotiated, executed, and oversaw the day-to-day strategic management of a portfolio

DONALD D. SHEETS CONTINUED

acquired from a money center bank that contained 23 mid-balance performing and non-performing commercial mortgages aggregating over \$630 million in outstanding principal balance. Donald pioneered a proprietary financing mechanism that produced, for the first time since the RTC Era, a liquidating trust pass-through securitization secured primarily by performing and sub-performing commercial mortgage debt and led two of these capital markets transactions.

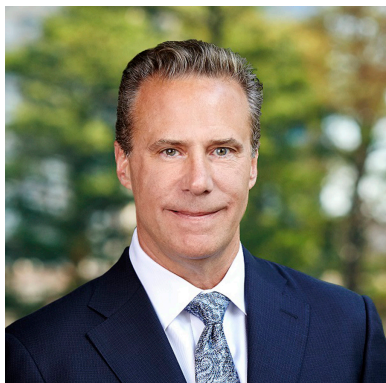
Prior to his role at SMCM, Donald initiated a special-situation commercial real estate investment platform and built a team at Davidson Kempner Capital Management (“DKCM”), a \$20 billion AUM multi-strategy hedge fund. While at DKCM, Donald sourced, underwrote, and managed over \$1.1 billion in profitable risk-based capital exposure across dozens of transactions. Prior to DKCM, Donald worked for The Carlyle Group, EastBanc, and Starwood Urban Investments.

Throughout his career, Donald has recruited, trained, and managed multiple teams of transaction and portfolio management professionals. He has sourced and directly managed over \$3.6 billion in approximately 75 transactions including the acquisition of performing, sub-performing and non-performing commercial mortgage claims, distressed real estate-related debt, long/short public real estate equities, high-yield preferred real estate securities, mezzanine financing, and real estate enterprise liquidations. Donald has overseen all stages of the investment cycle including proprietary research, sourcing, execution, financing, asset management, and disposition with a profitable track record in the U.S., Canada, and Australia.

Donald was appointed in 2009 to the faculty of both Columbia University and New York University, where he developed and continues to teach the first graduate-level distressed real estate investing coursework within each university’s curriculum. He serves on the Harvard Alumni Real Estate Board and has actively lectured at The Massachusetts Institute of Technology, The George Washington University, Georgetown University, and Harvard University.

Donald is a Board Member and Member of the Audit Committee of Educational Housing Services, which is New York’s largest student-housing provider. Donald has served on the Board of Governors of the Commercial Real Estate Finance Council (“CREFC”), is Co-Chair of the CREFC Education Committee, and previously served as Co-Chair of the CREFC High Yield and Distressed Realty Assets Forum.

Donald received a B.B.A. in Accounting and Real Estate Finance from The George Washington University magna cum laude and received an M.B.A. from Harvard Business School.



BRIAN P. WARD

Global Chief Executive Officer | Trimont Real Estate Advisors

With more than \$127 billion of our clients' AUM, and having served our clients as trusted partner on more than 20,000 transactions in 64 countries, Trimont is the global leader in third-party commercial real estate asset management, underwriting and advisory services. We are highly rated by Standard & Poor's, Fitch and Kroll, and we serve our clients from major offices in Atlanta, Dallas, Los Angeles, New York, London and Amsterdam.

Mr. Ward serves as the CEO of Trimont Real Estate Advisors and Trimont Global, and is responsible for all functions of the company and its affiliates worldwide.

Mr. Ward has spent the bulk of his career managing debt and equity investments into a wide range of institutional-grade core, core-plus and opportunistic real estate assets.

Mr. Ward is an active member of the Washington Bar, the Urban Land Institute (ULI), where he serves on the Global Exchange Council, the Commercial Real Estate Finance Council (CREFC) in both the United States and Europe, and is on the President's Council for the Real Estate Roundtable (RER). Mr. Ward also serves on the Harvard Alumni Real Estate Board and the New York University Schack Institute of Real Estate Board.

Mr. Ward is passionate about advancing workplace diversity and the careers of young professionals worldwide, and is an active supporter of the Feinstein Institute for Medical Research and the Atlanta Opera.

Mr. Ward is an alumnus of Harvard Business School and Willamette University.

CLARK WELTON

West Real Estate Leader | Ernst & Young

Clark is a Partner with Ernst & Young and serves as the West Real Estate Leader. He has more than 22 years of experience providing complex tax planning solutions including entity formation and structuring, REIT formations and conversions, inbound and outbound investment platforms, mergers and acquisitions, debt modifications, like-kind exchanges, and land development projects.



RELEVANT EXPERIENCE

He specializes in providing tax, accounting, and consulting services to homebuilders, land developers, publicly traded and private REITs, real estate funds, private equity, commercial property owners, homebuilders, land developers, and hospitality companies.

EDUCATION AND MEMBERSHIPS

Clark is a licensed Certified Public Accountant, Real Estate Broker and Attorney for the State of California.

Clark is on the Board of Directors for NAIOP SoCal and is an active member of National Association of Real Estate Investment Trusts (NAREIT), Urban Land Institute (ULI), and American Institute of Certified Public Accountants (AICPA).

Clark holds a Juris Doctorate from Pepperdine University School of Law and a Bachelor of Arts from University of California, Santa Barbara.

KEVORK ZORYAN

Managing Director | Morgan Stanley Real Estate Investing

Kev Zoryan is a Managing Director of Morgan Stanley. He is Head of Western U.S. Investing for Morgan Stanley Real Estate's various private equity real estate funds. He is responsible for the sourcing, execution and asset management of real estate investments.

Kev joined Morgan Stanley in 1997, starting in the Los Angeles office in the private equity investing area of the Firm's real estate businesses. He has been involved in many of the Morgan Stanley Real Estate investments on the west coast and in Mexico. After returning from business school in 2001, he rejoined the Firm in the Investment Banking Department in Los Angeles as a generalist in Corporate Finance. Kev established the Firm's Los Angeles real estate investing office in 2005. Prior to Morgan Stanley, Kev was employed by the JE Robert Companies.

Kev is actively involved in the California real estate community. He received an MBA from Harvard Business School and a BS from the University of Southern California. Kev is a member of the Executive Council of the USC Lusk Center for Real Estate, the Policy Advisory Board of the Fisher Center at Berkeley, and the Urban Land Institute Los Angeles Advisory Board.

**DONALD E. CONOVER**

Founder | Conover & Associates, LLC

Donald E. Conover launched Conover & Associates in 2013 to provide strategic advisory services on real estate matters, the workplace of tomorrow, the integration of complex acquisitions and global procurement challenges. The firm is currently engaged in a number of activities: Consulting / Coaching at the C-Suite Level on Organizational Change and Alignment; Graduate Level Lecturing on the Workplace and Office Design Efficiencies; Advising on the Marketing Strategy and Operations of two early stage Start-Ups; Optimization of Site Management and Fund Raising for several Non-Profit Organizations.



Mr. Conover joined State Street in 1998 to launch The Tuckerman Group, an independently managed venture with State Street. As Chairman and CEO, he grew this start-up real estate investment firm to \$1.2 billion under management. In 2002, Mr. Conover was appointed head of the Program Management Office, responsible for the global integration of the Deutsche Bank GSS acquisition and the integration of the acquisition of Investors Financial. He assumed responsibility for Global Realty Services at State Street in 2004 and was appointed head of Global Procurement Services in 2009. While at State Street, Mr. Conover chaired both the Flex Schedule Program and the Workplace of the Future Initiative. Prior to joining State Street, Mr. Conover was the Chairman and CEO of Greystone Realty Corporation, a real estate investment firm which he founded in venture with New York Life and grew to \$2.3 billion under management.

Previously, Mr. Conover was the head of business development and planning for Eastdil Realty and a Consultant with the strategic research firm Greenwich Associates. He began his career in the Investment Complex at Equitable Life. He was a founding member of the real estate advisory boards of the Columbia University Graduate School of Business, The Nature Conservancy and the Trust for Public Land. Mr. Conover served on the Boards of the Boston Chamber of Commerce and the Massachusetts Business Roundtable.

Today, Mr. Conover serves on the Board of the YMCA of Boston and works closely with Metro Housing|Boston. A frequent lecturer, Mr. Conover holds an M.B.A. from the University of Chicago and a B.S. from Boston University.

