

Annual *K*etreat 2025

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USCLusk Center
for Real Estate

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RICHARD K. GREEN

DIRECTOR | USC LUSK CENTER FOR REAL ESTATE

Richard K. Green, Ph.D. 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 (ULI). 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. More recently, he was a visiting professor of real estate at the University of Pennsylvania's Wharton School, and he continues to retain an affiliation with Wharton. 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.



KEVORK ZORYAN

FOUNDER & MANAGING PARTNER | ARSELLE INVESTMENTS
CHAIR, USC LUSK ADVISORY BOARD

Kev Zoryan is a Founder and Managing Partner of Arselle Investments. Prior to Arselle, Kev was a managing director at Morgan Stanley, responsible for the sourcing, execution, and asset management oversight of Morgan Stanley Real Estate Investing's (MSREI) various real estate private equity funds. From 2019 to 2024, he was Head of US Asset Management for MSREI. Before 2019, Kev was Co-Head of US Acquisitions and Head of West Coast for MSREI. Kev served on various MSREI Investment Committees, including the North Haven series of funds and Prime Property Fund (US). In total, Kev spent 25 years at Morgan Stanley and served in a leadership capacity overseeing many of MSREI's investments in the Americas.

Kev originally joined Morgan Stanley in 1997 and returned to the firm after completing business school in 2001 as a generalist in the firm's Investment Banking Division and later established the Los Angeles real estate investing office in 2005. Before joining Morgan Stanley, Kev worked at JE Robert Companies and Ernst & Young.

Kev received an MBA from Harvard Business School in 2001 and a BS from the University of Southern California in 1994. He serves as a Trustee of the Urban Land Institute (ULI) and is a member of the ULI Americas Executive Committee. Previously, he was a Global Governing Trustee for ULI and served as Chair of the ULI Los Angeles Advisory Board. Kev is a member of the USC Alumni Association (USCAA) Board of Governors and served on the USCAA Executive Committee. Additionally, he currently Chairs the USC Lusk Center for Real Estate Advisory Board and has been a member of its Advisory Board since 2006. Since 2011, he has been a member of the Policy Advisory Board of the UC Berkeley Fisher Center for Real Estate. Kev serves as the Chair of the Western US Region of the Armenian General Benevolent Union (AGBU), a global non-profit organization dedicated to serving Armenians worldwide through education, culture, humanitarian relief and socioeconomic development.



NADINE WATT

CHIEF EXECUTIVE OFFICER | WATT CAPITAL PARTNERS
VICE CHAIR, USC LUSK ADVISORY BOARD

Nadine brings over 25 years of real estate expertise and an entrepreneurial drive to her position, where she oversees day-to-day activities and strategic planning for all commercial investment activities including acquisitions, development, and asset management for the company's 3.5 million-square-foot portfolio.

Previously, Nadine served as President of Watt Companies. In 2011, she led a strategic reorganization of the company that moved the firm beyond traditional property management and leasing to a focus on acquisitions and real estate development, as well as joint venture opportunities.

Bio CONTINUED • NADINE WATT

Throughout her 20-year tenure at Watt Companies, Nadine has touched all facets of the company's operations, including the development of thousands of apartment units and numerous shopping centers. Nadine was also responsible for a widely celebrated multi-million-dollar renovation program at Watt Plaza, a 920,000 square foot, ClassA office building in Century City. The building was certified Platinum LEED and was recognized by BOMA International with an award for Outstanding Building of the Year.

Nadine is currently a member of the Board of Trustees of the University of Southern California and is the immediate past President of the Board of Governors. She also serves as Vice-Chair of the Lusk Center for Real Estate, as well as on the USC Associates Board of Directors. She was the first woman to be named Chair of the Los Angeles Business Council, a position she held for 7 years and is now the immediate past chair. She is currently a Board Member of Kennedy Wilson (KW). She is also a Board Member of Visionary Women and Chair of the Governance Committee, as well as a member of the City of Hope Los Angeles Real Estate & Construction Industries Council.

Nadine received the Century City Citizen of the Year award in 2017 and the EY Entrepreneur of the Year award in 2018. Nadine has also been the subject of a spotlight piece in the Los Angeles Times highlighting her career path and business success. She has also previously held Board Positions on several other publicly traded companies, The New Home Company (NWHM), 1st Century Bank, and Fisker, INC. (FSR).

A graduate of Georgetown University School of Foreign Service, Nadine also holds a Master of Arts degree from the School of Cinematic Arts at the University of Southern California.

Nadine currently resides in Beverly Hills with her husband Andrew Jameson and their two daughters, Keira and Reese Jameson.



RICHARD FLORIDA

FOUNDER | CREATIVE CLASS GROUP

Richard Florida, one of the world's leading urbanists, is a writer and journalist, having penned several bestsellers, including the award-winning *The Rise of the Creative Class* and *The New Urban Crisis*. He co-founded CityLab, the world's leading publication for cities and urbanism.

He is a researcher and professor, currently Visiting Distinguished Professor at Vanderbilt University as well as University Professor at the University of Toronto, and Kresge Foundation Visiting Senior Fellow. He previously taught at Carnegie Mellon University and has been a visiting professor at Harvard and MIT.

He is an entrepreneur, as founder of the Creative Class Group which provides strategic advice to companies, foundations, and governments worldwide, and serves on the boards of several real estate development firms, venture capital firms, and investment funds.



MARK ZANDI

CHIEF ECONOMIST | MOODY'S ANALYTICS

Mark Zandi is chief economist of Moody's, where he directs economic research. Moody's is a leading provider of economic research, data and analytical tools. Zandi was a co-founder of Economy.com, which Moody's purchased in 2005.

He is on the board of directors of MGIC, the nation's largest private mortgage insurance company; is the lead director of Policy Map, a data visualization company; and is on the board of the Coleridge Institute, a non-profit that facilitates the use of data across federal, state and local governments.

An influential source of economic analysis for businesses, journalists and the public, Zandi frequently testifies before Congress. He is the author of *Paying the Price: Ending the Great Recession and Beginning a New American Century*, which provides an assessment of the monetary and fiscal policy response to the Great Recession. His other

book, *Financial Shock: A 360° Look at the Subprime Mortgage Implosion, and How to Avoid the Next Financial Crisis*, has been described by the New York Times as the "clearest guide" to the financial crisis.

Zandi earned his BS from the Wharton School at the University of Pennsylvania and his PhD from the University of Pennsylvania, both in economics.



CLARE DE BRIERE

FOUNDING PARTNER | CATALYST PROPERTY COMPANY

Clare De Briere is a native Angeleno who has spent her 35-year career creating special places for the citizens and visitors of Los Angeles.

In joining Catalyst as a founding partner, Clare wanted to continue to develop teams that were trained and focused on building great places for people while providing unparalleled customer service. Prior to joining Catalyst, Clare served as Executive Vice President and Regional Manager in Los Angeles for Skanska USA Commercial Development. Over the course of seven years, she led the company's expansion into Los Angeles, developing the strategy for all acquisitions and development while sitting on the national Senior Leadership Team. While with Skanska, the LA team developed and divested the completed 9000 Wilshire, the first LEED Platinum building in Beverly Hills, and acquired and entitled 8633 Wilshire and 1811 Sacramento Street.

Clare began her development career in 1991 at The Ratkovich Company. She engaged in property and construction management, leasing, financing, and development management while earning her graduate degree at USC's Lusk Center for Real Estate. Over her 26-year career at the company, Clare served as Chief Operating Officer and Executive Vice President, and oversaw the acquisition, entitlement, planning, development, and/or disposition of millions of square feet from The Wiltern Theatre, 5900 Wilshire, 800 Wilshire, The Alhambra, The Hercules Campus in Playa Vista, and The Bloc in downtown Los Angeles.

Clare received her undergraduate degree in History from UCLA, and her masters of real estate development degree from USC. Clare sits on the UCLA Ziman Center Board, the USC Lusk Center Board, and is the Chair of the Executive Committee of the Central City Association. She is an active member of the Urban Land Institute serving on the Global Board, as the immediate past Chair of the America's Executive Committee, as a Global Governing Trustee, as a member of the governance committee and the Advisory Board of the Los Angeles District Council, is a member of the Urban Revitalization Product Council and sat on the national Advisory Committee for Building Healthy Places and Building Healthy Corridors. She has been named on the Los Angeles Business Journal's 500 Most Influential People in LA and their Women Making a Difference lists multiple times and has been on the Real Estate - Southern California's Women of Influence list for every year for over a decade. Clare is also on the Advisory Board of the UCLA History Department; and served on the Executive Committee of the Board of the Los Angeles Conservancy. She is a regular volunteer at the Downtown Women's Center.



JIM DILLAVOU

Co-FOUNDER, PRINCIPAL | PARAGON COMMERCIAL GROUP

Jim is co-founder and principal of Paragon Commercial Group where he focuses on corporate strategy, capital structuring and acquisitions. Jim also serves as National Head of Retail Investments and Retail Capital Markets for Lincoln Property Company, Paragon's west coast joint venture investment partner.

Jim began his career as a real estate and finance attorney with Latham & Watkins LLP where he represented developers, equity investors and lenders in capital structuring, acquisitions, dispositions, leasing and entitlements throughout the United States.

Jim co-founded Paragon in 2009 to capitalize on retail real estate investment opportunities resulting from the GFC market dislocation. Since that time, Jim has been honored by the Urban Land Institute as one of the "Top 40 Under 40" land use and real estate professionals

in the United States, by the Los Angeles Business Journal as one of the top 5 retail real estate professionals in Los Angeles, and twice recognized by the Los Angeles Times as a Commercial Real Estate Visionary.

Jim currently serves in various industry leadership capacities including the Executive Committee of the SMU Folsom Institute for Real Estate, Policy Advisory Board for the Fisher Center for Real Estate & Urban Economics at UC Berkeley, Executive Committee Board of the USC Gould School of Law Real Estate Law and Business Forum, immediate past Chairman of the Urban Land Institute's Small Scale Development Council, and lecturer at the University of Southern California Gould School of Law and the UC Berkeley Masters of Real Estate programs.

Jim's civic involvements include his current service as the Vice-Chairman of the Planning Commission for the City of Manhattan Beach, California, Advisory Board Member of the Talisker Club in Park City, Utah, and member of the Investment Committee for the SMU Cox School of Business Real Estate Impact Investment Fund, a student-driven investment vehicle focused on impact investing in underserved communities.



DAVID GERMAKIAN

SENIOR VICE PRESIDENT OF DEVELOPMENT | EDENS

David Germakian is the lead developer of several marquee projects across the company's portfolio, including the major redevelopment of Closter Plaza in Bergen County, New Jersey and Uptown Park in Houston. Germakian is also an integral member of the South Bay development team, a 750,000 square foot mixed-use project in Boston, which will bring a diverse, vibrant community gathering place to the city's historic Dorchester neighborhood.

Germakian first joined EDENS in 2007 as a Development Associate. During his tenure with EDENS, Germakian has played a critical role in overseeing the entitlement, design, leasing and construction of over \$500 million in development and redevelopment activity.

Germakian is also co-chair of EDENS' Intellect Committee, which focuses on attracting, connecting and inspiring the best and brightest

minds in real estate. As a part of that committee, David oversees the company's annual intern class.

Before joining EDENS, Germakian spent four years as an officer in the US Navy. During this time he served as First Lieutenant on the USS PREBLE (DDG-88), a guided missile destroyer out of San Diego, California and completed two deployments to the Persian Gulf. He holds a MS in Systems Technology from the Naval Postgraduate School in Monterey, California and a BA in Biology from Harvard University.



GAR HERRING

SENIOR VICE PRESIDENT, DEVELOPMENT | POAG SHOPPING CENTERS

Gar is responsible for sourcing development and redevelopment opportunities to grow Poag's retail and mixed-use platform, including securing debt and equity for their projects. Gar was raised in the real estate business, and has over 30 years of retail development and redevelopment experience. His extensive background and retail knowledge includes expertise in real estate acquisitions, leasing, and financing.

Gar transitioned to Poag as part of Poag's partnership with JLL, where Gar also served as SVP of Development. Prior to joining JLL, Gar was President and CEO of the MGHerring Group and was responsible for all aspects of property development and operations, as well as leading an in-house team of professionals in leasing, finance, construction management, architectural service, tenant coordination, asset management, marketing and operations. In this position, Gar led the development of over \$700 million of new mixed-use projects,

including partnership structuring, debt and equity financing, design, construction, governmental entitlements, leasing, and property management.

BIO CONTINUED • GAR HERRING

Over the past 35 years, the MGHerring has developed more than 30 regional shopping centers, primarily regional enclosed malls, comprising more than 25 million square feet. Prior to MGHerring, Gar was Development Manager at Donahue Schriber where he was responsible for acquiring and developing neighborhood retail shopping centers in California and Nevada. Previous real estate experience includes positions with The Staubach Company, Guaranty Federal Bank, and The Edward J. DeBartolo Corporation.

Gar earned a Master of Business Administration in Real Estate from The University of Texas at Austin, graduating with honors. He also holds a Bachelor of Science in Finance from Tulane University in New Orleans. His active membership in ICSC includes serving on the worldwide Board of Trustees, Southern Division Vice President, Executive Committee and Next Generation Advisory Board. Gar is also an active member of the Urban Land Institute, and is a Senior Certified Development, Design & Construction Professional.



LINDSAY PARTON

PRESIDENT | DJM CAPITAL PARTNERS, INC.

As President of DJM Capital Partners, Inc., Lindsay Parton is responsible for directing property acquisitions and supervising all construction and development activities. From project inception through completion, he leads a highly skilled and specialized staff responsible for all entitlements, governmental and community relations, architectural and land planning, construction management, marketing and positioning of development and redevelopment properties. Notable projects have included Bella Terra, Huntington Beach, Pacific City, Huntington Beach, Lido Marina Village Newport Beach, Ovation Hollywood, Hollywood California.

He is founder and chairman of Parton & Edwards Construction, a successful Santa Barbara based company that has, since 1980, developed a broad range of residential and commercial properties as a developer and as a General Building Contractor throughout California, as well as institutional and public works projects in excess of two billion. With an entrepreneurial background and a strong commitment to the philosophies of responsible, smart growth and sensitivity to consumers' ever-changing preferences and tastes, Parton possesses a mastery of all phases of the development process in the highly competitive Southern California real estate environment.

Parton lives in Santa Barbara with his wife, where his passions include surfing, tennis and spending time with his sons and 9 grandchildren. He is involved with numerous service and community organizations, including the Young Life Board and the Westmont Men's Baseball and Tennis teams. He holds a B.A. in economics from Westmont College in Santa Barbara.



CHRISTOPHER CASHDAN

MULTI-FAMILY OPERATIONS | GID/WINDSOR COMMUNITIES

Chris Cashdan is on the Data Strategy & Operations team at GID/Windsor Communities, where he leverages business intelligence and analytics to optimize multifamily real estate operations. With the growing interest in AI, Chris has taken the initiative to explore how AI can be applied to his role and to GID, researching and testing ways to enhance leasing performance, market analysis, and operational efficiencies.

Prior to GID, he worked at Skanska, where he conducted investment analysis and built data infrastructures used to analyze internal processes. He holds a Master's in Economics from USC and has a strong interest in the intersection of AI, data analytics, and real estate.



CONNIE CHAN

BOARD PARTNER | ANDREESSEN HOROWITZ

Connie Chan is a Board Partner at Andreessen Horowitz. Connie joined the firm in 2011 as a deal partner on the investment team before becoming a general partner in 2018. She now serves as a Board Partner and oversees her investments in companies such as Whatnot, Kobold Metals and Cider.

Before joining Andreessen Horowitz, Connie worked at HP leading its webOS efforts in China. She started her career as a private equity investor at Elevation Partners, investing in media and entertainment.

Connie is well-known across Silicon Valley for her deep knowledge of the Chinese consumer technology landscape and is often tapped as an expert to translate how trends may move from Asia to the west.

Connie won a Sidney award for her writing on WeChat and is a Young Global Leader at the World Economic Forum. She received her B.A. in

Economics and M.S. in Management Science and Engineering from Stanford University.



AMIT KOREN

CHIEF EXECUTIVE OFFICER, LEASING AND CAPITAL MARKETS TECHNOLOGY | JLL

Amit joined JLL in 2020 and serves as CEO of Leasing and Capital Markets Technology within JLLT. He brings a deep background in both enterprise and consumer technology that he is excited to apply to the CRE industry as it undergoes a major technology transformation. Prior to JLL, Amit was Co-founder and Chief Product Officer of Sudo Technologies Inc, a venture-backed software start-up at the intersection of AI and Enterprise workflow management. Before that, he led the product team for Groupon's Local business, a multi-billion dollar business unit focused on connecting consumers with local businesses through price promotions. In his personal life, Amit is the very busy father of 5 young children: 3 girls (10-14yo), and rambunctious twin boys (6yo). He greatly enjoys snowboarding, strives to improve his golf game, and aspires to become a surfer.



WAN LI ZHU

CO-FOUNDER AND MANAGING DIRECTOR | SUFFOLK TECHNOLOGIES

Wan Li Zhu is the Co-Founder and Managing Director of Suffolk Technologies, a built environment venture capital firm investing in and accelerating construction, real estate, and infrastructure innovations. Affiliated with tech-forward construction leader Suffolk, Suffolk Technologies has backed over 30 ConTech, PropTech, and InfraTech startups across AI & automation, sustainability, supply chain, financial services, and smart building themes. Suffolk Technologies also runs the BOOST startup accelerator, providing hands-on company-building support, and access to industry-wide partnerships and piloting for early stage companies.

Wan Li is an experienced technology investor and was previously a Partner at Fairhaven Capital, a Boston-based VC firm that has invested over \$430M in enterprise software and deep tech. Wan Li also founded and runs MIT Alumni Angels, which has backed over 100 MIT-affiliated startups in technology and life sciences. Prior to venture capital, Wan Li held product and marketing leadership roles at Microsoft in Dynamics CRM. Wan Li holds an MBA from Harvard Business School and Bachelor's and Master's degrees from MIT in Computer Science.



GRACE BUCCHIANERI

AMERICAS HEAD OF GLOBAL INVESTMENT & PORTFOLIO STRATEGY | GIC

Dr. Grace Bucchianeri is the Americas Head of Global Investment & Portfolio Strategy at GIC Real Estate. In her role, she is responsible for investment strategy, underwriting guidance, and portfolio construction.

Grace is a voting member of the investment committee. She leads the Open-End and Closed-End Fund Programs for Real Estate, and serves as a board member of Store Capital, one of the largest and fastest-growing NNN platforms in the US.

Prior to her current role, Grace was the Deputy Chief Economist at Freddie Mac, and an Assistant Professor of Real Estate at the Wharton School of the University of Pennsylvania. Her research has been published in top peer-reviewed journals and frequently cited by the media. She holds a PhD degree in Economics from Princeton

University as well as MSc and BSc degrees in Economics (First-Class Honors) from the London School of Economics.



MARY LUDGIN

SENIOR ADVISOR (INVESTMENT RESEARCH) & GLOBAL INVESTMENT COMMITTEE MEMBER | HEITMAN

Mary Ludgin is an equity owner of the firm. She is a member of the firm's Global Investment and Global Management Committees. She serves as editor of the series on climate risk that Heitman authors in collaboration with the Urban Land Institute (ULI). The fifth report in that series was released in 2024; it focuses on climate risk and the rising cost of property insurance. Prior to transitioning into her role as an advisor, Mary was Senior Managing Director and Heitman's Head of Global Investment Research, a position she held for over 25 years.

Mary served as a Global Governing Trustee of ULI and as chair of ULI's Chicago District Council. She is a member of the board of the Randall Lewis Center for Sustainability in Real Estate and was its chair.

She presided as Chair of the Pension Real Estate Association, President of the National Council of Real Estate Investment Fiduciaries, and President of the Real Estate Research Institute.

Mary is the recipient of several industry awards, including the 2019 PREA James A. Graaskamp award, which recognizes researchers whose work contributes to the common body of knowledge regarding real estate investment, and the 2023 Goldie Initiative Shero Award for her career achievements in commercial real estate and commitment to helping other women succeed in the industry.

Mary holds an AB from Vassar College and an MA and Ph.D. from Northwestern University.



MICHAEL L. MATKINS

FOUNDING PARTNER | ALLEN MATKINS

Michael L. Mathkins is a founding partner of the firm and one of the country's leading lawyers in real estate development and finance. For more than 40 years, he has advised institutional investors, lenders, property owners, and developers in all aspects of purchase, sale, and financing of properties ranging from office and retail to recreational and mixed-use projects. He guides institutional lenders and investors through the complexities of real estate investing, offering established expertise in loans, joint ventures, partnerships, sale-leasebacks, and other forms of financing and investing. Michael has been involved in numerous multi-hundred-million-dollar real property asset portfolio acquisitions and dispositions. He has also represented institutional investors in the restructuring of substantial investments in California real property, as well as institutional developers in acquiring, entitling, and developing master-planned communities.

Michael is a frequent speaker on real estate and finance trends for various professional organizations. Memberships and Boards include University of Southern California, Lusk Center for Real Estate, advisory council member; Stanford's Professionals in Real Estate, Board of Governors member; Urban Land Institute, Board of Governors member; Urban Land Institute, Los Angeles, Board of Advisors member; Dermody Properties, Advisory Board member; Dedeaux Properties, Advisory Board member; Dansk Investments, Advisory Board member; and PeerStreet, Inc., Advisory Board member.

He is consistently ranked as one of the best real estate lawyers in California by Chambers USA; Continuously designated a "Leading Individual," as a California real estate lawyer, the highest ranking given by Practical Law Company. Michael has been featured in the Los Angeles Business Journal's Special Report on Who's Who in Real Estate, listed in Best Lawyers in America (1987-2017), selected for inclusion in Southern California Super Lawyers (2004-2016), and Selected as Co-Chairman of Urban Land Institute's Fall Meeting; 75th Anniversary (2011).

Michael is a graduate of Stanford University and received his J.D. from the University of Southern California Gould School of Law in 1970. Bar Admissions | California.



ERIC SAMEK

FOUNDER, MANAGING DIRECTOR | BRASA CAPITAL MANAGEMENT

Eric Samek is responsible for deal origination, transaction execution, portfolio management and overall management of the Firm's operations.

Prior to forming Brasa in 2018, Samek worked at AEW Capital Management for over 10 years, most recently as Head of the Western US for AEW's Opportunity Fund. Prior to joining AEW, Samek served as Director for real estate private equity investments at Broadreach Capital Partners. He started his career as an investment banking analyst at Goldman Sachs in New York.

Samek earned a Bachelor of Science in Economics from The Wharton School at the University of Pennsylvania and a Master of Business Administration from the Stanford Graduate School of Business.



ZIV COHEN

CHIEF INVESTMENT OFFICER | THE RESMARK COMPANIES

Cohen joined Resmark in 2001. With more than 30 years of real estate experience, he has been involved in the financing and development of over 70,000 residential units in the United States and Israel. Cohen's responsibilities include overseeing all of Resmark's investment, underwriting and asset management activities. Under his leadership since 2011, Resmark's multifamily division has acquired and developed over 5,900 units through joint venture and direct investments. Previously, Cohen established the firm's Northern California division in 2003 and successfully expanded its Northern California operations. His responsibilities included evaluating and formulating strategy for the acquisition of large distressed bank portfolios. In late 2007, he also led Resmark's emergence as a key player in the area of direct investments in land portfolios.

Prior to joining Resmark, Cohen was a member of Fieldstone Communities' management team, where he was responsible for land acquisition and entitlements, product design, construction management, and sales and marketing operations for multiple projects. Before arriving in the United States, he served as an operations manager for Peled Residential Construction, overseeing the day to day development of several master planned communities in Southern Israel, and prior to that as an officer in the Israeli Defense Forces.

Cohen chairs the National Association of Home Builders Multifamily Leadership Board. He received a Bachelor of Arts in Political Science from Tel Aviv University, and a Master of Business Administration from Pepperdine University.



FREDERICK N. COOPER

SENIOR VICE PRESIDENT - STRATEGIC PARTNERSHIP | TOLL BROTHERS

Toll Brothers (NYSE:TOL) operates in 24 states and over 60 markets in the U.S. Projects include urban and suburban for-sale single-family and townhome, rental, student, urban high-rise, condo, 55+, single-family build-to-rent, and master planned communities, and numerous land development, urban redevelopment, and mixed-use projects ranging from \$10 million to over \$1 billion.

Fred Cooper is Senior Vice President - Strategic Partnerships. He focuses on developing and expanding new and existing domestic and international relationships for equity and debt, as well as establishing institutional-level relationship opportunities to help drive the growth of Toll's various platforms. In addition, he works to identify and engage with lenders, owners, and investors with whom Toll Brothers can collaborate to reposition or repurpose challenged sites, property and loan portfolios.

Fred joined Toll Brothers in 1993 to launch, lead and grow its Finance and Investor Relations Departments. As Senior Vice President - Finance, International Development, & Investor Relations for over 30 years, he has led teams that raised more than \$30 billion in corporate and project finance capital from the public, institutional and bank markets and from domestic and international

BIO CONTINUED • FREDERICK N. COOPER

institutions to fuel the firm's growth from a regional homebuilder with \$200 million in revenues to a national residential developer with over \$10.5 billion in revenues.

Fred has been financial point for creation of Toll Brothers City Living, which has built over 6,000 urban condos in 50 buildings, Toll Brothers Apartment Living, which has developed over \$4 billion of urban and suburban rental assets nationally, and several other start up initiatives. Fred has also led exploration of international development and partnering opportunities with investors and developers in Asia, Latin America, Europe, the Middle East and elsewhere. He has raised significant joint venture capital from international partners investing in over \$1 billion of major U.S. development projects.

Fred is a graduate of Brown University and holds a Master of Public Policy degree in Finance and International Development from Harvard University's Kennedy School of Government. Prior to joining Toll Brothers, he was Senior Vice President for Finance and Business Development at the New York City Economic Development Corp., (formerly NYC Financial Services Corp.) - New York City's economic development bank - and Director of Corporate Finance and Planning at DKM Properties, the real estate arm of a Forbes Private 50 Family Office. Previously, he also held positions at several New York City community-based economic development and affordable housing organizations in Brooklyn, and the South Bronx.

Fred serves on the Harvard Alumni Real Estate Board, and the University of Wisconsin Graaskamp Center Real Estate Advisory Board, and is a member of the ULI Global Exchange Council. He is an active mentor and lecturer at a variety of graduate-level real estate programs, including the Wharton International Housing Finance Program, and works with a number of for-profit and non-profit organizations focused on affordable housing in the U.S. and emerging markets in Asia, Africa, and Latin America.



ADAM LARSON

CHIEF FINANCIAL OFFICER | COTTONWOOD COMMUNITIES

Adam Larson has served as the Chief Financial Officer of Cottonwood Communities since October 2018, overseeing the financial strategy and operations of the firm's \$2.3 billion multifamily REIT. As a key member of the Executive Committee, he plays an integral role in capital markets, acquisitions, and the structuring and execution of financing and refinancing strategies. His leadership extends across all aspects of the firm's financial and investment decisions, ensuring long-term growth, stability, and value creation for investors.

Before becoming CFO, Larson was Senior Vice President of Asset Management at Cottonwood Residential, Inc., where he provided strategic oversight in asset management, financial planning and analysis, and property operations. Prior to joining Cottonwood in 2013, he worked in the Investment Banking Division at Goldman Sachs, advising clients on mergers, acquisitions, and capital raising in the real

estate, consumer/retail, and healthcare sectors. His experience also includes roles at Barclays Capital, Bonneville Real Estate Capital, and Hitachi Consulting.

A frequent speaker at industry conferences, Larson holds a Master of Business Administration from the University of Chicago Booth School of Business and a Bachelor of Science in Business Management from Brigham Young University.



CHARLES McKEAG

PRESIDENT, CALIFORNIA | BRIGHTSKY RESIDENTIAL

McKeag joined BrightSky in 2023 and is a seasoned real estate executive with over twenty years of experience in the acquisition, entitlement, and development of residential and mixed-use communities throughout California and Colorado.

Prior to joining BrightSky, McKeag was President of MLC Holdings, Inc., a subsidiary of Meritage Homes Corporation (NYSE: MTH) focused exclusively on the acquisition and entitlement of development opportunities throughout the Western U.S. During his tenure at MLC, he established operations in Northern California, Southern California, and Colorado, and the MLC team successfully developed 30 new communities encompassing over 4,000 residential units and \$2.8 billion in retail value.

Prior thereto, McKeag spent 13 years in leadership positions at The New Home Company (NYSE: NWHM) and SCS Development Company, where he led the acquisition and development of over 6,000 residential units.

Before starting his real estate career, Mr. McKeag earned a Juris Doctorate with Distinction from the University of the Pacific McGeorge School of Law and a Bachelor of Arts from the University of Oregon.

McKeag is a past Director of the Building Industry Association of the Bay Area and a current member of the Steering Committee for the Bay Area Chapter of Women's Housing Leadership Group.



EMILE HADDAD

FOUNDER & CHAIRMAN EMERITUS | FIVEPOINT HOLDINGS, LLC

Emile Haddad is Founder and Chairman Emeritus of FivePoint Holdings, LLC (NYSE: FPH). FivePoint, headquartered in Irvine, California, designs and develops large mixed-use communities in Orange County, Los Angeles County, and San Francisco County that combine residential, commercial, retail, educational, and recreational elements with public amenities, including civic areas for parks and open space.

FivePoint's communities include the Great Park Neighborhoods® in Irvine, Valencia® (formerly known as Newhall Ranch®) in Los Angeles County, and Candlestick® and The San Francisco Shipyard® in the City of San Francisco. These communities are designed to include approximately 40,000 residential homes and approximately 23 million square feet of commercial space. All total, it is projected that these developments will generate approximately 288,000 jobs during construction and \$54 billion

in activity for the California economy.

Haddad most recently served as Chairman and CEO of FivePoint. Prior to founding FivePoint, Haddad 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. Haddad was a founding member of Lennar in California and was instrumental in its growth.

Haddad 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 80s and early 90s.

BIO CONTINUED • EMILE HADDAD

To address issues and propose solutions surrounding the COVID-19 pandemic, Mr. Haddad was appointed to the California Business and Jobs Recovery Task Force by Gov. Gavin Newsom, where he also serves as Co-Chair of the Capital Markets & Infrastructure subcommittee. He also serves or has served on the boards of several universities, including serving as: Chairman Emeritus of USC's Lusk Center for Real Estate; a member of the USC Price Planning Program Advisory Board; a member of Chapman University's Board of Trustees; and past Chair of the Board of Trustees at the University of California, Irvine. He also serves on the Executive Committee and Board of Directors at technology accelerator Octane, and previously served on the Board of Directors at Spain-based AEDAS Homes and the Board of Directors of CHOC Children's Foundation in Orange.

Haddad has received numerous honors, including the UCI Center for Real Estate Lifetime Achievement Award, the Chapman University Argyros Medal, 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. Haddad holds a civil engineering degree from the American University of Beirut.



WILLIAM A. WITTE

CHAIRMAN AND CHIEF EXECUTIVE OFFICER | RELATED CALIFORNIA

Witte is Chairman and CEO of Related California, one of the largest developers of urban and multifamily housing in the state, overseeing both the affordable and market rate divisions.

For the past 36 years, and since the founding of Related California, he has been responsible for the strategic direction of the company, overall management of the firm, pursuit of new development opportunities and oversight of planning, financing and construction of a development portfolio of over 21,000 residential units completed or under construction totaling more than \$11.7 billion in assets, and over 7,950 affordable and over 6,800 market rate units in pre-development.

Prior to founding Related California in 1989, Witte served as Deputy Mayor for Housing and Neighborhoods under Mayor Art Agnos where he oversaw all housing, development and redevelopment activities for the City of San Francisco. He was Director of Housing and Economic

Development under Mayor Dianne Feinstein and served as an appointed Commissioner of the San Francisco Housing Authority.

Witte previously served as Executive Assistant to Assistant Secretary for Housing/Federal Housing Commissioner Lawrence B. Simons at HUD in Washington, as Legislative Director for the National Association of Housing and Redevelopment Officials and with the Philadelphia Office of Housing and Community Development.

Witte graduated from the University of Pennsylvania with a bachelor's degree in Urban Studies and a Master in City Planning. He is Chairman Emeritus of the Lusk Center for Real Estate Advisory Board at the University of Southern California and until recently a member of the Board of Overseers of the Graduate School of Design at University of Pennsylvania. Witte serves on the Advisory Boards of the Fisher Center for Real Estate and Urban Economics Policy at the Haas School of Business at University of California at Berkeley and the Orange County Human Relations Community Partners. In addition, Witte sits on the board of the Shelter Partnership in Los Angeles.



CHRIS BAISE

DIRECTOR OF INVESTMENTS | PRIMARY DIGITAL INFRASTRUCTURE

Chris recently joined PDI as a Director of Investments. Before joining PDI Chris was with Harrison Street for 3.5 years where he was responsible for executing the digital investment strategy and building the platform.

Prior to Harrison Street, Chris was at Digital Realty for 7 years where he led and executed the acquisition process as a member of the Investments team.

Chris has 13 years of investment experience in the data center industry and has been involved in data center transactions valued at more than \$10 billion. Data center transaction and asset management experience includes colocation buildings, powered shells, hyperscale buildings, carrier hotels, interconnection assets, operating companies, land, and joint ventures. Chris also has 12 years of experience investing and managing other property types.

Chris earned a BS in Business Administration from the University of Southern California.



JAY FRANK

PRESIDENT | CANTOR FITZGERALD ASSET MANAGEMENT

Cantor Fitzgerald Asset Management is a division of Cantor Fitzgerald, a global financial services, investment banking, and asset management company. Frank joined Cantor in 2015 to launch the private wealth distribution business now accounting for \$13 billion in assets under management.

He oversees distribution, has an active role in product construction and leads strategic initiatives including leading the creation and launch of the first '40 Act fund focused on private infrastructure as well as the integration of the firm's mutual fund, ETF and SMA platforms with their private markets platform. Throughout his career, Frank has been involved in the creation, structuring, launch, capital formation, management, and monetization of dozens of real asset and private credit strategies with over \$35 billion in aggregate value.

He has worked closely with wealth management, accounting, tax and legal firms on the education, due diligence and implementation of sophisticated real assets, and private credit solutions including Real Estate Investment Trusts, Interval Funds, Business Development Companies, 1031 and 721 Tax Deferred Exchanges and Qualified Opportunity Funds. Frank earned a B.S. in Business Economics with an emphasis in Accounting from the University of California, Santa Barbara. He holds FINRA Series 7, 24, and 63 licenses and is an Investment Banking Representative. Frank currently serves on the board of the Institute for Portfolio Alternatives (IPA). Jay lives with his wife and two daughters in Santa Monica, California. Since 2012, Jay has been actively involved in Happy Trails for Kids, a non-profit organization committed to improving the lives of foster youth across Los Angeles.



JASON C. JENKINS

MANAGING DIRECTOR | PATHWAY CAPITAL MANAGEMENT

Jenkins joined Pathway in 2004 and is a managing director in the California office. He is responsible for investment analysis and conducting due diligence on primaries and co-investments; negotiating and reviewing investment vehicle documents; and client servicing. Jenkins oversees Pathway's infrastructure program, which pursues global infrastructure and real asset investment opportunities, and is a member of the firm's Investment Committee. Additionally, Jenkins serves on the advisory boards of several private market partnerships. Prior to joining Pathway, Jenkins worked at State Street IMS as a transitions associate. He received a BS in finance, summa cum laude, from Northern Arizona University and an MBA, with a concentration in finance, from the Orfalea College of Business at California Polytechnic University. Jenkins is a CFA charterholder and a member of the CFA Society of Los Angeles, Inc.



RAUL SAAVEDRA

VICE CHAIR, HEAD OF DATA CENTER ADVISORY, AMERICAS | COLLIERS

Raul is a market expert in the data center sector, leading Colliers' national advisory practice based in San Francisco. Before his time at Colliers, he was the Northern California Data Center practice lead for JLL and a Co-Chair for the Data Center Practice Group. Before that, he was a Senior Asset Manager for Digital Realty, a leading publicly traded international data center operator where he ran a portfolio of over 30+ data centers and had profit and loss responsibility.

Raul is a data center transactional specialist who also focuses on capital markets in the sector. He has over 15 years of experience in acquisitions/dispositions and leasing, extensive experience with site selection, joint ventures, and financing, and has completed over 600MW of transactions throughout the U.S., Western Europe, and Asia.

Accomplishments: Raul has received the Colliers' Everest Award for being the top Global Producer in 2023 & 2024. He is also a three-time recipient of JLL's Top Gun award, recognizing top performers.

Saavedra holds a memberships or involvements with Northwestern University, Weinberg College Board of Visitors; Northwestern University, Bay Area Regional Board Member; Tiburon Peninsula Club, past Vice President and Board Member; and REED School Foundation, past Board Member.

Saavedra holds degrees from B.A., University of Illinois @ Urbana-Champaign MBA; and The Kellogg School of Management at Northwestern University.