

Annual Retreat Sponsors 2025



USC Lusk Center
for Real Estate



Platinum Dinner Sponsor



William A. Witte
Chairman & CEO
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 34 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 19,500 residential units completed or under construction totaling more than \$9.3 billion in assets, and over 4,200 affordable and over 7,300 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 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. Mr. 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, Mr. Witte sits on the board of the Shelter Partnership in Los Angeles.



Platinum Dinner Sponsor



Gino A. Canori
President
Related California

As President of Related California, Mr. Canori leads Related California's market rate, luxury and mixed-income residential development and strategy throughout California. He is currently overseeing a \$6 billion pipeline of 7,000 multifamily and senior units, and over 1 million square feet of commercial space located in San Francisco, Silicon Valley, Los Angeles and Orange County. He oversees an integrated development team that encompasses all aspects of development, including financial analysis, acquisition, planning and design, deal structuring, entitlements, public and private financing, construction, marketing and asset management.

For the past 21 years, Mr. Canori has played a lead role in building the company's substantial portfolio of mixed-use and mixed-income developments. He is responsible for the growth of the Related California pipeline, including the development of 4,000 multifamily units with development costs in excess of \$3 billion.

Mr. Canori is a graduate of the University of Southern California Marshall School of Business. He serves on the Executive Committee for the Lusk Center for Real Estate at the University of Southern California and the Policy Advisory Board for the Fisher Center for Real Estate and Urban Economics at the Haas School of Business at the University of California at Berkeley. He is also a member of the Urban Land Institute.



Bruce Fischer
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Bruce Fischer is the Chair of the West Coast Real Estate Practice and Co-Managing Shareholder of the firm's Orange County office. He focuses his practice on working with real estate funds, real estate investment trusts (REITs) and institutional owners, and their advisors, in connection with the purchase and sale, ground-up development, and financing of commercial properties (including multi-property and multi-state portfolio sales and acquisitions), directly or through the formation of joint ventures with local operators and/or developers.

Bruce also represents institutional lenders and institutional owners in connection with workouts involving complex loan restructuring, foreclosures, deeds in lieu of foreclosure, and the appointment of receivers. Additionally, his practice includes the representation of institutional lenders and borrowers regarding the origination of construction loans, permanent loans and credit enhancement involving commercial projects, multi-phase residential projects, and affordable housing projects. Concentrations • Real estate funds, REITs, Acquisitions and dispositions, Joint ventures, Commercial real estate financing, Complex loan restructuring and workouts

Beginning in 2010, the year in which Bruce joined Greenberg Traurig, the deal flow for him and his team in Orange County has included over 108 separate acquisitions, including portfolios, ranging in size from \$7.5 million to \$655 million and aggregating an amount in excess of \$7 billion. These acquisitions have been structured in a variety of ways, including the acquisition of equity interests (including REIT shares) in the underlying asset owner and the formation of joint ventures with the sellers of the property and have included a variety of real estate classes, including office and high rise buildings, industrial buildings, retail buildings, condos, apartments, hotels, and vacant land.

Bruce's experience in representing his clients in connection with the disposition of commercial real estate in the United States is similar to his experience in the acquisitions, both in terms of reach throughout the United States and volume. His team's deal flow in Orange County of dispositions during the last nine years has included over 141 separate dispositions, some of which were portfolios, ranging in size from \$4.6 million to \$1.2 billion and aggregating an amount in excess of \$7.7 billion.

Bruce's experience in commercial real estate financing includes documenting and counseling clients in connection with many forms of finance, including construction loans, mini-permanent loans, permanent loans, and mezzanine financings, including multiple layer mezzanine financings. Of his 38 years of experience in real estate, Bruce spent most of the first 15 years of his practice representing institutional lenders and closing more than 1000 commercial loans. Currently, Bruce represents borrowers and lenders in connection with commercial real estate financings throughout the United States. Over the last nine years, he and his team have counseled borrowers on over 147 separate commercial mortgage financings (many of which also included a layer of mezzanine financings and some of which were to be securitized) from over 20 different lenders in 29 states, ranging in size from \$8.5 million to over \$1 billion and aggregating an amount in excess of \$13 billion. Bruce and his team also have skill in representing lenders in connection with their origination of mortgage loans and mezzanine loans. This experience enables the team to provide strategic advice to clients regarding loan deal terms.

Over the last nine years, Bruce and his team have also represented clients in numerous workout and restructure transactions, including large portfolio restructurings.



Benefactor Sponsor

Emile Haddad

Founder and Chairman Emeritus, FivePoint Holdings, LLC

Emile Haddad is the founder and Chairman Emeritus of FivePoint Holdings, LLC, a leading real estate development company specializing in large mixed-use communities along California's coast. With over three decades of experience, Haddad has significantly influenced the state's urban landscape.

Early Life and Education • Born and raised in Beirut, Lebanon, Haddad witnessed firsthand the challenges faced by religious minorities during the Lebanese Civil War. This experience fostered a deep appreciation for community and resilience. He earned his civil engineering degree from the American University of Beirut, equipping him with a strong foundation for his future endeavors in real estate development.

Professional Career • Before founding FivePoint, Haddad served as the Chief Investment Officer at Lennar Corporation, one of the nation's leading homebuilders. He played a pivotal role in establishing Lennar's presence in California, overseeing real estate investments and asset management.

In 2009, Haddad founded FivePoint, which has become the largest developer of mixed-use communities in coastal California. The company's notable projects include:

- Great Park Neighborhoods in Irvine: A transformative development on the site of the former El Toro Marine Corps Air Station, featuring 9,500 homes and 5 million square feet of commercial space.
- Valencia (formerly Newhall Ranch) in Los Angeles County: A master-planned community offering a blend of residential, commercial, and recreational spaces.
- The San Francisco Shipyard and Candlestick Point in San Francisco: Urban revitalization projects aimed at creating vibrant residential and commercial areas.

Collectively, these developments are projected to include approximately 40,000 residential homes and 23 million square feet of commercial space, generating around 288,000 jobs and contributing \$54 billion to California's economy during construction.

Community Engagement and Honors • Haddad is deeply committed to community service and education. He serves as Chair Emeritus of the USC Lusk Center for Real Estate and is involved with the real estate advisory boards of both the University of California, Irvine, and the University of California, Berkeley. His philanthropic efforts extend to roles such as trustee of Chapman University and board member of PBS SoCal.

His contributions have been widely recognized, earning him awards like the Ellis Island Medal of Honor, the UCI Center for Real Estate Lifetime Achievement Award, and the Boy Scouts of America Construction Industry Good Scout Award.

Personal Philosophy • Reflecting on his journey from a war-torn country to leading major development projects in the U.S., Haddad emphasizes the importance of community and resilience. He believes in the transformative power of well-planned communities to enhance quality of life and drive economic growth.

Emile Haddad's vision and leadership continue to shape California's urban development, creating spaces that blend residential, commercial, and recreational elements to foster thriving communities.



Benefactor Sponsor

NEWMARK

Kevin A. Shannon

Co-Head of U.S. Capital Markets
Newmark Group, Inc.

Kevin A. Shannon is widely considered to be one of the premier investment sales brokers in the United States. As the Co-Head of U.S. Capital Markets for Newmark, along with Rob Griffin, Doug Harmon and Adam Spies, Kevin leads a team of 31 professionals focused on arranging the disposition, financing, and joint ventures of investment properties on behalf of domestic and offshore investors throughout the Western United States. Kevin has been involved in over \$86 billion since 2010 of office, industrial, self-storage, multifamily, land and mixed-use transactions. His experience includes structuring fee simple and partial interest sales, as well as recapitalizations and joint venture transactions.

Mr. Shannon joined Newmark after ten years at CBRE, where he served as Vice Chairman and Managing Director for the West Coast Institutional Investment Group and led the Western United States Office Vertical. Prior to CBRE, Mr. Shannon served as a Senior Vice President with the Institutional Investment Group of Grubb & Ellis. He began his real estate career at Colliers Seeley, where he rose to Managing Director and started their Investment Division in 1996.

Kevin attended the University of Southern California, with an emphasis in Real Estate Finance and Development and frequently is a guest lecturer. He is a long-standing Board Member on the USC Lusk Center and serves as Vice Chairman of the Board for the USC Caruso Catholic Center. Kevin is also the Vice Chair of Urban Land Institute's ULI (IOPC) Silver Flight and is on the Fisher Center for Real Estate & Urban Economics Policy Board. He has long been an avid supporter and served on the board of the Catholic Big Brothers Big Sisters Los Angeles for over 25 years and is the treasurer/supporter of the Missionary Sisters of the Eucharist.



Seth Davis
Managing Director
Arixa Capital

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Seth Davis joined Arixa Capital, a private real estate lender and investment manager with a specific focus on residential, multifamily, and mixed-use real estate properties, in 2021 and serves as Managing Director. He co-leads the firm, is responsible for the portfolio management of Arixa's institutional fund vehicles, and is on the firm's investment committee.

Mr. Davis is based in Phoenix, AZ. He established Arixa's office in Arizona and continues to expand the firm's origination platform across major Western U.S. real estate markets. His management capabilities and depth of experience have been critical to building out Arixa's Phoenix-based lending team.

Mr. Davis brings over twenty-five years of banking industry experience. Prior to joining Arixa Capital, Mr. Davis was a Managing Director within Western Alliance Bank's Specialized Mortgage Services team. During his tenure at WAB, he built the newly created Note Finance division of the bank, where he originated more than \$2 billion in loan commitments while maintaining exceptional credit quality for the loan portfolio.

Mr. Davis received his Bachelor of Science degree in Accounting from California Lutheran University and his Master of Business Administration degree from the University of Southern California's Marshall School of Business. Mr. Davis is a Licensed AZ Real Estate Broker and AZ Commercial Banker. He serves on the board of the USC Lusk Center for Real Estate and is an active volunteer with Junior Achievement, teaching financial literacy and other important life skills to children.



Phil Mader
President
Kingsbarn Capital & Development

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As President of Kingsbarn Capital & Development, Phil leads the private equity and real estate development business. Phil has a proven business acumen focused on leadership, strategy, investment analysis, and execution.

Phil has 30 years of experience in real estate development, investment management, acquisitions, multifamily development, homebuilding, land development and urban planning. Phil has deep experience as an investor, developer and operator for prominent international and domestic private equity, homebuilding, and multifamily firms.

Phil's career has spanned being a Managing Director and Senior Portfolio Manager at BlackRock, Division President for Taylor Woodrow Homes, Senior Project Manager for Prometheus Real Estate Group, and Project Manager for Essex Property Trust. He has directed the overall development of 45 developments, spread across 8,000+ lots, homes, condominiums, and apartments, valued at over \$3 billion.

Phil serves on the Executive Committee of the Lusk Center for Real Estate at the University of Southern California. He also serves on the Dean's Advisory Council at the University of California at Davis Graduate School of Management. Phil is a Full Member of the Urban Land Institute and is on the Residential Neighborhood Development Council.

He holds a Master of Real Estate Development from the University of Southern California, A Master of City & Regional Planning from the University of North Carolina at Chapel Hill, and a Bachelor of Arts from the University of California at Davis.



Daniel J. Epstein
Founder
The ConAm Group

Silver Sponsor



Daniel J. Epstein is the founder of the ConAm Group. Under his direction, ConAm has grown to be among the top apartment management/ownership firms in the United States. ConAm presently manages more than 60,000 apartments throughout the United States valued at over \$15 billion and has developed and constructed in excess of 35,000 units. In addition to its management activities, CONAM is developing apartments and mixed-use projects in Santa Barbara and San Diego.

Epstein serves on several boards, including the University of Southern California board of trustees and the USC School of Engineering. He also serves on the USC advisory committee of the engineering school's Daniel J. Epstein department of Industrial and Systems Engineering and is on the board of trustees for Sanford Burnham Prebys Medical Discovery Institute, the UC San Diego Foundation and the Cal State University San Marcos Foundation. He serves as the lead donor for the USC-UCSD Epstein Family Alzheimer's Research Collaboration, the UCSD Epstein Family Amphitheater, and the Cal State San Marcos University Campaign. Additionally, he has played a pivotal role in the establishment of the UCSD Homelessness Hub as well as significant contributions to USD Veterans and Military Students. He is a member of the Chief Executives' Organization and the Young Presidents' Organization.

Epstein holds a Bachelor of Science degree in Industrial and Systems Engineering from the University of Southern California.



Silver Sponsor

Lincoln

Robert Kane

Senior Executive Vice President
Lincoln Property Company

Rob Kane serves as the Senior Executive Vice President for Lincoln Property Company's Southern California region and is responsible for all business operations throughout Los Angeles, Orange County and San Diego. This includes implementation of all service lines and oversight on acquisitions, development and redevelopment activities across all major product types.

Rob also co-leads Lincoln's Corporate Advisory & Solutions platform which provides real estate advisory and implementation services for over 100 million sq. ft. of occupier clients including entertainment, media, technology, banking, healthcare companies, sports franchises, and universities.

Rob joined Lincoln in 2012, and since then has facilitated more than \$7 billion in acquisition, development, and leasing transactions including securing approvals for the largest project ever approved by the City of Pasadena at 100 West Walnut, a 6.4-acre multi-phase mixed-use campus.

Prior to Lincoln Rob served as Vice President at Thomas Properties Group, where he focused on the acquisition and development of office, multi-family, and mixed-use properties across the U.S.

Education • B.S. in Corporate Finance from the University of Southern California; Licenses/affiliations; Los Angeles Headquarters Association (LAHQ); USC Hybrid High School, College Prep (Ednovate); and Ketchum-Downtown YMCA of Metropolitan Los Angeles.