

# » CONFERENCE PRESENTERS

## KEYNOTE PRESENTER:



### JEFF DEBOER

*PRESIDENT AND CEO, REAL ESTATE ROUNDTABLE*

Mr. DeBoer is the founding president and CEO of The Real Estate Roundtable. The Real Estate Roundtable represents the leadership of the nation's top 150 privately owned and publicly held real estate ownership development, lending, and management firms, as well as the elected leaders of the 16 major national real estate industry trade associations. Collectively, Roundtable members' portfolios contain over 5 billion square feet of office, retail, and industrial properties valued at more than \$1 trillion; over 1.5 million apartment units; and nearly 2 million hotel rooms. Mr. DeBoer has served as president and CEO of The Real Estate Roundtable since 1997 and, through a variety of positions, he has been at the forefront of every major piece of legislation affecting the real estate industry during the last 30 years.

In addition to his position at the Roundtable, Mr. DeBoer serves as chairman of the Real Estate Industry Information Sharing and Analysis Center (RE-ISAC), an organization dedicated to enhancing the two-way communication between the industry and federal policymakers on matters relating to building security, terrorist threats, and incident reporting. He is chairman of the National Real Estate Organizations and he held advisory positions with RAND Corporation's Center for Terrorism Risk Management Policy and the Coalition to Insure Against Terrorism (CIAT).

Mr. DeBoer has discussed real estate and economic policy issues on FOX News, Bloomberg Television, and CNBC, and his editorials have been published in the Wall Street Journal and USA Today. In 2011, GlobeSt.com voted Mr. DeBoer a "Top 10 Industry Newsmaker of the Decade" and, in 2013, Commercial Property Executive selected him as one of the "30 most influential people in real estate." Mr. DeBoer is a member of the Virginia Bar Association and the American Bar Association. He earned a law degree from Washington and Lee University in Lexington, Virginia and an undergraduate degree from Yankton College in Yankton, South Dakota.

## SPECIAL REMARKS ON THE IRGENS ENDOWMENT:



### MARK IRGENS

*PRESIDENT AND CEO, IRGENS*

Mark F. Irgens is CEO/president and manager of Irgens Partners, LLC (Irgens). In March 1998, he purchased the assets and hired the employees of a predecessor firm which he managed since its inception in 1983 and formally established Irgens as a comprehensive real estate developer, property manager, and advisory solutions provider. Mr. Irgens has been directly responsible for over 200 major real estate projects in the office, research and development, industrial, urban mixed-use, senior housing, and healthcare market sectors valued at more than \$2 billion. He is responsible for overseeing strategy and real estate development for the organization. The company is active and has offices in the metropolitan areas of Milwaukee, Chicago, and Phoenix. The company also pursues the development of medical office buildings and ambulatory centers around the country.

A member of the Counselors of Real Estate (CRE), Mr. Irgens is a past recipient of Wisconsin Builder Magazine "Developer of the Year" and an inductee in the Real Estate Forum's Commercial Developer Hall of Fame. He is a current board member of the James A. Graaskamp Center for Real Estate, United Way of Greater Milwaukee, Froedtert Foundation, and the Walter Schroeder Aquatic Center; has held board positions with the Waukesha Family YMCA, the Waukesha County Economic Development Corporation, and the Legacy Redevelopment Corporation; and maintains active organizational affiliations with NAIOP-Wisconsin, Commercial Association of Realtors Wisconsin, and Urban Land Institute. Mr. Irgens graduated with a Bachelor of Business Administration with dual majors in finance and urban land economics and real estate from the University of Wisconsin-Madison in 1977.

**MODERATORS AND PANELISTS:**



**PAUL BONEHAM**

*EXECUTIVE VICE PRESIDENT, BENTALL KENNEDY*

Mr. Boneham is an executive vice president of Bentall Kennedy (U.S.) LP with responsibility to oversee all transaction activity in the United States. He serves on the management committee and investment committee of the firm and also acts as the senior portfolio manager on one of the firm's separate account portfolios.

Prior to joining Bentall Kennedy U.S. in 2002, Mr. Boneham held positions in acquisitions/dispositions with Prudential Real Estate Advisors (eight years), Richard Ellis International (four years), and Heitman Advisory (seven years). He also spent two years with real estate investment banking firm Rockwood Realty Associates.

Mr. Boneham holds a bachelor's degree in business administration from the University of Wisconsin-Whitewater and an MBA from the University of Wisconsin-Madison. He is an active member of the Urban Land Institute (ULI), the Wisconsin Real Estate Alumni Association (WREAA), and the National Association of Industrial and Office Properties (NAIOP), including six years on the national board of NAIOP. He is a licensed real estate broker in the state of Illinois as well as a LEED accredited professional.



**MICHAEL W. BRENNAN**

*EXECUTIVE DIRECTOR, JAMES A. GRAASKAMP CENTER FOR REAL ESTATE  
MANAGING PRINCIPAL, BRENNAN INVESTMENT GROUP*

Mr. Brennan is a co-founder, chairman, and managing principal of Brennan Investment Group. Prior to forming Brennan Investment Group, Mr. Brennan co-founded First Industrial Realty Trust (NYSE: FR) in 1994, and served as president, CEO, and a member of the board of directors until late 2008. Under his direction, First Industrial assisted many of the nation's largest industrial users in completing complex supply chain reconfigurations and attracted investment partners including The Carlyle Group, the Kuwait Finance House, Union Bank of Switzerland, ING, and the California State Teachers' Retirement System.

Under his direction, *The Guide to Classifying Industrial Property Types* was written. The only book of its kind, the guide presents a precise classification system for industrial properties and provides an in-depth review of the characteristics and evolution of the industrial property sector. The Urban Land Institute (ULI) acquired the rights to the guide and collaborated with First Industrial on a second edition, which is currently available through ULI.

Before co-founding First Industrial, Mr. Brennan was a president and partner in The Shidler Group, a nationally prominent real estate firm specializing in value-add real estate transactions. He was a founding investor of Tri-Net Property Trust and co-founder and member of the board of directors for Pacific Office Properties (AMEX: PCE), an office REIT that owns institutional quality properties in Honolulu, California, and Arizona. He is also a member of the board of directors of the Chicago Public Library Foundation. He began his industrial real estate career in 1984 as an investment specialist with CB Commercial. Mr. Brennan earned his bachelor's degree in finance from the University of Notre Dame in 1979. Mr. Brennan currently serves as executive director of the University of Wisconsin-Madison's James A. Graaskamp Center for Real Estate; its real estate program is consistently ranked among the best real estate programs in the world. Graaskamp Center for Real Estate, a program that is consistently ranked among the best real estate programs in the world.

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## **JACK COHEN**

*CEO, COHEN FINANCIAL*

As chief executive officer, Mr. Cohen has overall responsibility for management of the operations of the company. He joined Cohen Financial as a loan officer in 1981, after serving as a consultant to the construction industry. Prior to joining Cohen Financial, Mr. Cohen earned his MS in Construction Management and BS in Civil Engineering degrees from Stanford University (California), and a BA from Claremont Men's College (California). He is affiliated with many industry organizations.



## **LOUIS CONFORTI**

*SENIOR MANAGING DIRECTOR, BALYASNY ASSET MANAGEMENT LP*

Mr. Conforti is senior managing director of Balyasny Asset Management LP (BAM) and principal of Colony Capital LLC, where he leads their global real estate securities effort as well as the BAM Colony joint venture. BAM is a leading global alternative investment manager with approximately \$4.25B AUM and Colony is one of the world's largest real estate investment managers with approximately \$30B current AUM, 12 offices, and 250 employees.

Prior to BAM, Mr. Conforti was global head of real estate for UBS O'Connor, the alternative investment management division of UBS AG, where, during his tenure, Mr. Conforti was consistently a top performer throughout the entire UBS O'Connor platform. He also served as senior portfolio manager of O'Connor Colony Property Strategies (OCPS) a partnership with Colony Capital LLC. Previously, Mr. Conforti was managing director and head of real estate investments at Stark Investments; his predecessor real estate hedge fund, The Greenwood Group, was acquired by Stark Investments. Mr. Conforti also served as president and chief financial officer of Prime Group Realty Trust, a publicly traded real estate investment trust of which The Blackstone Group and Vornado Realty Trust held sizable positions. During his tenure, he led a corporate restructuring and subsequent privatization. Mr. Conforti has also worked at CIBC World Markets and Alex. Brown & Sons within their real estate investment banking and capital markets divisions.

Mr. Conforti graduated from Lake Forest College and attended the Graduate School of Business as well as the graduate program in sociology at the University of Chicago. He previously served on the board of the Quadrangle Club at the University of Chicago and is a frequent speaker at real estate and alternative investment management conferences and events.



## **FREDERICK N. COOPER**

*SENIOR VICE PRESIDENT OF FINANCE, INTERNATIONAL DEVELOPMENT,  
AND INVESTOR RELATIONS; TOLL BROTHERS, INC.*

Mr. Cooper oversees Toll Brothers' Wall Street, banking, and rating agency relationships and its investor relations and financial marketing activities in the U.S., Europe, Middle East, and Asia. He is overseeing Toll's exploration of international expansion opportunities in Asia, Latin America, the Middle East, and elsewhere, and of distressed opportunities from U.S. financial institutions. He has been financial point for Toll's entry into the urban high-rise condo, apartment, retail and office sectors. Mr. Cooper joined Toll Brothers in 1993 and has been involved in raising over \$7 billion to support the firm's growth. Since 1993, Toll Brothers has expanded from a regional homebuilder with \$400 million in revenues to a Fortune 500 national land developer/home-building company with peak revenues of over \$6 billion.



## **MORRIS A. DAVIS**

*ASSOCIATE PROFESSOR AND ACADEMIC DIRECTOR, JAMES A. GRAASKAMP CENTER FOR REAL ESTATE*

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Mr. Davis is an associate professor in the Department of Real Estate at the University of Wisconsin-Madison. Professor Davis' research provides critical new insights into the interaction between housing markets and the macroeconomy. He is also known for inventing a methodology to compute land prices. As a fellow of the Lincoln Institute for Land Policy, he continues to update his land price data for the major U.S. metro areas on a quarterly basis.

He is also a member of the academic advisory council of the Federal Reserve Bank of Chicago, and a director of American Capital Agency Corporation (AGNC), a publicly traded mortgage REIT.

In collaboration with faculty colleagues François Ortalo-Magné and Stephen Malpezzi, Professor Davis co-authored the WI-FUR Plan and has been at the heart of the national debate on preventing home foreclosures. Both the national media and U.S. public policy leaders have turned to him for insight on the crisis, and he is an often-cited expert on housing and its impact on the macroeconomy. Professor Davis has testified before the U.S. Senate Finance Committee on home prices and the broader economy.

Prior to joining the faculty at the University of Wisconsin-Madison, Professor Davis worked as an economist at the Federal Reserve Board in Washington, D.C. for six years where he analyzed housing markets, developed a real estate pricing index, and outlined his research during briefings with former Fed Chairman Alan Greenspan. He studied economics at the University of Pennsylvania and graduated Phi Beta Kappa in 1993. He received his Ph.D. in economics, also from the University of Pennsylvania, in 1998.



## **COLLETE ENGLISH DIXON**

*PRINCIPAL OF TRANSACTIONS, PRUDENTIAL REAL ESTATE INVESTORS*

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Ms. English Dixon is principal of transactions for Prudential Real Estate Investors (PREI), a business unit of Prudential Financial. She is a co-leader of PREI's national investment dispositions program. In 2011, the team oversaw the disposition of more than \$2 billion of assets. Previously, Ms. English Dixon was responsible for sourcing wholly owned and joint venture real estate investment opportunities in the Midwestern markets covering all property types including office, multi-family, hotel, industrial, and retail properties. Ms. English Dixon is a graduate of the University of Notre Dame, the past president of CREW Network, a past president of CREW Chicago, and past chair of the CREW Foundation, a full member of ULI, and vice chair of membership of the Urban Development Mixed Use Council-Purple. She is also a member of the advisory council for the Chicago School of Real Estate at the Walter E. Heller College of Business Administration at Roosevelt University and serves on the advisory council for the Goldie Wolfe Miller Scholarship Fund. Additionally, Ms. English Dixon serves on the board of directors for the Oak Park River Forest Food Pantry. She was named a Woman of Influence for 2011 by Real Estate Forum magazine and received honorable mention as 2011 Female Leader of the Year from Commercial Property Executive magazine.



## **CHRIS DUEY**

*MANAGING DIRECTOR; PRINCIPAL REAL ESTATE INVESTORS, LLC*

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Mr. Duey is a managing director at Principal Real Estate Investors, the dedicated real estate group of Principal Global Investors. He is responsible for all lending programs for the western region of the U.S., the high-yield lending platform, and is involved with new business development activities for various private debt programs. Mr. Duey joined the firm in 1992 and has held various roles within Principal Real Estate Investors, moving into his current position in 2008. He received an MBA from Drake University and a BBA in finance and marketing from the University of Iowa. He is a member of ULI and ISCS.

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## **JOSEPH FISHER**

*DIRECTOR AND CO-HEAD OF REAL ESTATE SECURITIES FOR THE AMERICAS  
AND CO-LEAD PORTFOLIO MANAGER, DEUTSCHE ASSET AND WEALTH MANAGEMENT*

Mr. Fisher is director and co-head of real estate securities for the Americas and co-lead portfolio manager at Deutsche Asset and Wealth Management, a long-only real estate securities group with approximately \$10 billion in global assets. He has covered multiple sectors throughout his tenure with the team and was named as portfolio manager in 2010 as well as being placed on the strategic investment committee. Prior to joining the securities team, Mr. Fisher worked within both the portfolio management and structured debt functions on the private side of the business. Prior to joining Deutsche Bank, he served in the Real Estate Equity Investment Management Group at Principal Real Estate Investors. Mr. Fisher received his BBA in finance from the University of Iowa and his MBA from Kellogg School of Management at Northwestern University, in addition to being a CFA Charterholder



## **ASHISH GUPTA**

*SENIOR VICE PRESIDENT OF INVESTMENTS; GAW CAPITAL PARTNERS, LLC*

Mr. Gupta is a senior vice president at Gaw Capital Partners USA (GCP USA) and is responsible for U.S. investments for the firm. GCP USA is the U.S. affiliate of Gaw Capital Partners, a Hong Kong-based real estate company that currently manages four real estate funds targeting the greater China and Asia Pacific region, while GCP USA provides services for separate account direct investment and private equity real estate fund management in the U.S. and UK markets. Prior to joining GCP USA in December 2013, Mr. Gupta was a senior vice president at Lehman Brothers, where he was responsible for overseeing the restructuring, asset management, and monetization of a portfolio of debt and equity positions collateralized by approximately 30 million square feet of office space across several major U.S. markets. Through restructurings and recapitalizations that had entailed third-party owned debt buybacks, joint venture partner buyouts, loan modifications, the arrangement of new funding facilities, and change of control actions, Mr. Gupta created value in complicated and distressed situations and delivered an estimated \$2.5 billion recovery to Lehman. Prior to Lehman's bankruptcy filing in September 2008, Mr. Gupta completed over \$17 billion in property- and entity-level acquisitions in the U.S. on behalf of a balance sheet equity product at Lehman. Mr. Gupta received a Bachelor of Science in Management (Finance) from the Massachusetts Institute of Technology.



## **JEFF JACOBSON**

*GLOBAL CEO; LASALLE INVESTMENT MANAGEMENT, INC.*

Mr. Jacobson is chief executive officer of LaSalle Investment Management, responsible for a 700-person team managing \$48 billion of investments in both private and public real estate across all major markets within Europe, North America, and Asia Pacific. Mr. Jacobson is a member of Jones Lang LaSalle's Global Executive Board, a member of the Jones Lang LaSalle Co-Investment Capital Allocation Committee, and sits on various LaSalle investment committees.

Mr. Jacobson is currently located in LaSalle's Chicago office, having lived and worked in LaSalle's London and Singapore offices during his career. Prior to his appointment as global CEO in January 2007, Mr. Jacobson was regional CEO for LaSalle's European operation based in London, where he was responsible for all aspects of the European business. Mr. Jacobson has more than 25 years of property investment and transactions experience across the globe.

Mr. Jacobson holds a bachelor's degree in economics from Stanford University and a master's degree from Stanford University's Food Research Institute. Mr. Jacobson serves on the management board of INREV (European Association for Investors in Non-listed Real Estate Vehicles) and is a member of PREA (Pension Real Estate Association) and AFIRE (Association of Foreign Investors in Real Estate).



## **JOSHUA KLAETSCH**

*ANALYST, ADVANTUS CAPITAL MANAGEMENT*

Mr. Klaetsch provides fundamental and qualitative research on publicly traded real estate companies and related entities for the purpose of recommending purchase and sale of securities. As a member of the Real Estate Securities team, he is responsible for the investment performance of portfolios within the strategy.

Mr. Klaetsch is a CFA charterholder and a member of the CFA Institute, the CFA Society of Minnesota, and the University of Wisconsin Real Estate Alumni Association.

Mr. Klaetsch has been active in the investment industry since 2006. He earned his Bachelor of Arts in Economics and Business Management from Luther College and his Master of Business Administration in Real Estate from the University of Wisconsin-Madison.



## **ROBERT P. LANDIN**

*CEO AND TRUSTEE OF MILESTONE REIT, THE MILESTONE GROUP*

Mr. Landin is chief executive officer and trustee of Milestone Apartments REIT, co-managing partner of The Milestone Group, and co-chairman of Milestone's Investment Committee. He is responsible for establishing the strategic direction of Milestone and the firm's capital markets activities and fundraising. Mr. Landin has over 23 years of real estate acquisition, development, capital markets, and investment management experience.

Prior to forming Milestone in 2004, Mr. Landin held key roles with Olympus Real Estate Partners and Colony Capital Partners, two leading U.S. real estate private equity firms, where he was responsible for identifying, negotiating, and structuring acquisition opportunities, as well as liquidating diverse performing and non-performing portfolios. During his tenures at Olympus Real Estate Partners and Colony Capital Partners, Mr. Landin transacted on over \$10 billion of real estate investments.

Mr. Landin received a BA in managerial economics from Union College in Schenectady, New York and studied at The London School of Economics. He is a member of The Real Estate Council, Real Property Association of Canada (REALpac), and Young Presidents' Organization (YPO). He also serves as treasurer and trustee of the St. Philip's School and Community Center in Dallas, Texas.



## **SPENCER LEVY**

*EXECUTIVE MANAGING DIRECTOR OF CAPITAL MARKETS; CBRE, INC.*

As executive managing director for CBRE capital markets, Mr. Levy is a part of senior management for the Capital Markets platform in the United States. He provides leadership for the following capital markets business lines: Retail, Strategic Accounts, Investment Banking (Capital Advisors), and Corporate Capital Markets.

Mr. Levy is a frequent lecturer at real estate industry events and is often quoted in prominent real estate publications. He was the co-winner of the prestigious 2010 CBRE Gary J. Beban Teamwork Award, which recognizes professionals responsible for securing large awards using a multi-disciplinary approach. Mr. Levy currently serves on the board of directors of the Baltimore Leadership School for Young Women. Prior to joining CBRE, he was a principal at Stifel Nicolaus (formerly Legg Mason Capital Markets), one of the most active and diverse real estate investment banking practices in the United States. As principal, he was responsible for leading overall execution of several major merger and acquisition assignments. Mr. Levy played a significant role in the initial public offering of six REITs, as well as dozens of other public and private capital-raising transactions.

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## **DAN MCCAFFERY**

*CHAIRMAN AND CEO, MCCAFFERY INTERESTS*

Mr. McCaffery is responsible for leading the vision, strategic direction, new business creation, and enhancement for all aspects of the firm. He has 30 years of experience in the real estate industry and has led the development of more than \$2 billion of urban mixed-use projects. Before forming McCaffery Interests, Mr. McCaffery worked in Canada and the U.S. with Oxford Properties and BCE Development (now Brookfield), one of the largest and most successful Canadian real estate companies, where he was senior vice president, responsible for its Midwest and mountain operations. Mr. McCaffery has been very active with the Urban Land Institute and International Council of Shopping Centers, where he is a sought-after speaker and participant on panels and award juries. Mr. McCaffery was educated in Ireland and Canada and earned a Bachelor of Physical Education and a Master of Arts from the University of Alberta.



## **JIM MCSHANE**

*CEO, THE MCSHANE COMPANIES*

Mr. McShane established McShane Development Company in 1988 and currently serves as chief executive officer of the firm. The formation of McShane Development Company was initiated to manage the firm's involvement in real estate investment and development activities throughout the Chicago area. Today, McShane Development Company has significantly expanded its portfolio, geographical territories served, and real estate personnel. McShane Development Company has gained national recognition as an entrepreneurial and creative development organization with the financial strength to complete sophisticated and complex developments throughout the country. Mr. McShane also serves as a member of the McShane Development Company's investment committee.

Through its aggressive management style and insightful growth strategies, McShane Development Company provides development expertise for its own portfolio, in addition to entering into strategic partnerships with many nationally prominent investment and development firms. This strategy provides substantial growth and opportunity for McShane Development Company to develop and manage a significant portfolio of land and properties.

McShane Development Company operates six development offices strategically positioned to oversee the firm's operations in the Northern, Southern and Western regions of the country. Through its headquarters operation in Chicago, Illinois and its offices in Austin, Dallas; Houston, Texas; Phoenix, Arizona; and Los Angeles, California, McShane Development Company is positioned to respond to the growing demands for sophisticated real estate development on a national basis.



## **STEVEN MYERS**

*PRESIDENT OF THE REAL ESTATE GROUP; AEGON USA REALTY ADVISORS, LLC*

Mr. Myers is an executive vice president of Aegon USA Realty Advisors, LLC and the head of real estate credit. In his role as executive vice president, his primary responsibility is to direct commercial, agricultural, and energy-lending activities, including origination and management. Mr. Myers has been with AURA for more than 25 years comprised between two periods: the first being from 1983-1990, and the second being from 1994-present. He worked as a senior regional asset manager in the Real Estate Investment operation of The Principal Financial Group from 1990-1994. Mr. Myers is on the advisory board for the University of Wisconsin-Madison James A. Graaskamp Center for Real Estate and the advisory board for the University of Northern Iowa Real Estate Program. Mr. Myers received his BA in economics from Luther College and his MBA with an emphasis in finance from the University of Iowa.



## **JOHN PETROVSKI**

*SENIOR VICE PRESIDENT AND MANAGING DIRECTOR FOR U.S. COMMERCIAL REAL ESTATE, BMO HARRIS*

Mr. Petrovski, senior vice president and managing director for U.S. commercial real estate, is responsible for leading teams of MD sales managers, directors, and relationship managers in Milwaukee, Madison, Minneapolis, St. Louis, Indianapolis, Kansas City, Phoenix, and Orlando that serve the financial needs of upper middle-market commercial real estate companies. Mr. Petrovski joined BMO Harris CRE in April 2012 as chief operating officer, assisting with M&I Integration and gearing up the lending programs.

Past work experiences include: Heller Financial Real Estate for 14 years, with the last three years as group president responsible for a 160-person organization and \$4 billion in commercial real estate loans and investments; Merrill Lynch Capital for six years as group president responsible for an 80-person organization and \$5 billion in commercial real estate loans and investments; FDIC for two years in the Division of Resolution and Receiverships—Loss Share, running teams responsible for LLC investments and loss-share monitoring and special projects; president of Picerne Capital, a company formed in 2008 to purchase distressed debt; and commercial real estate attorney for Katten Muchin Rosenman for four years.

Mr. Petrovski holds a Juris Doctorate from the University of Michigan and a Bachelor of Science in Chemical Engineering from the University of Illinois.



## **DAN ROSENBLOOM**

*MANAGING DIRECTOR, GEM REALTY CAPITAL*

Mr. Rosenbloom has been a managing director of GEM Realty Capital, Inc. (GEM) since 2005. Prior to joining GEM, he worked in different capacities at Fortress Investment Group, in the leverage finance group at JP Morgan and LaSalle Partners (now Jones Lang LaSalle). In his capacity of managing director at GEM, Mr. Rosenbloom is responsible for sourcing, underwriting, and structuring private-market real estate debt and equity opportunities. He co-manages GEM's public-private debt research platform and leads distressed debt acquisition efforts for GEM Realty Properties. He has invested both equity and debt capital across various product types and geographic locations. Mr. Rosenbloom is a graduate of the University of Wisconsin-Madison and Northwestern University's Kellogg School of Management.



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## **PAT RYAN**

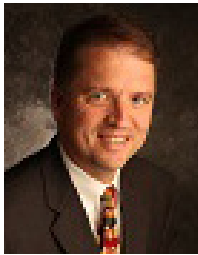
***PRESIDENT AND CEO, RYAN COMPANIES U.S.***

Mr. Ryan is president and chief executive officer of Ryan Companies U.S., Inc., a national builder, designer, developer, and real estate manager specializing in fully integrated solutions for more than 70 years. Mr. Ryan leads overall operations and senior staff activities, as well as Ryan's national business development initiatives in industrial, retail, public sector, office, mission critical, health care, alternative energy, hospitality, higher education, and multi-family and senior housing.

Mr. Ryan is a member of the Urban Land Institute, past chair of the University of St. Thomas School of Law Board of Governors, past president of Young President's Organization (YPO), a current member of the World President's Organization (WPO), as well as a member and past director of the Twin Cities Chapter of National Association of Industrial and Office Properties (NAIOP). In 2007, Ryan Companies U.S., Inc. was awarded NAIOP's National Developer of the Year award.

Mr. Ryan's community work includes serving as a board member of Children's Hospitals and Clinics of Minnesota, trustee and past president of Children's Cancer Research Fund, past president of Benilde-St. Margaret's High School, and past board member of Catholic Charities. He is a founder of Cristo Rey Jesuit High School, which is an inner-city college preparatory school for under-resourced children. He is co-chair of the Spring Point Project, which is focused on finding a cure for diabetes.

Mr. Ryan graduated from the University of St. Thomas in St. Paul, Minnesota with honors, where he received a degree in business administration finance. Additionally, he earned a law degree from William Mitchell College of Law in St. Paul, Minnesota.



## **MARK N. TENNISON**

***EXECUTIVE VICE PRESIDENT, EQUITY RESIDENTIAL***

Mr. Tennison is responsible for all multifamily development operations for Equity Residential (EQR) with over \$4B of new developments completed during his tenure. Prior to EQR, he was COO for Pritzker Residential, where he established a multifamily company for the Pritzker family, developing 5,000 units in Washington, D.C. and Florida. Previous experiences included Archstone-Smith and Trammell Crow Residential. Mr. Tennison has degrees in law, architectural engineering, and environmental design. He is on the executive committee for the National Multi Housing Council, is an active member of the Urban Land Institute, and serves on the multifamily management board for the National Association of Home Builders. Mr. Tennison is a board member of Over the Rainbow, an Illinois-based not-for-profit that provides independent living solutions for adults with physical disabilities; he is also an active pilot for Angel Flight Central.



## **MAURY TOGNARELLI**

*CEO, HEITMAN*

Mr. Tognarelli is the chief executive officer of Heitman and an equity owner of the firm. His responsibilities include day-to-day management of the firm's operations and its investment activity. He is a member of the firm's board of managers and chairs the private equity and debt investment committees. Mr. Tognarelli started his career at Heitman as an investment analyst in the firm's North American private equity group. In 1994, Mr. Tognarelli assumed responsibility for the firm's private equity and debt investment groups, and subsequently was made a member of the firm's management, investment, and executive committees. In 1999, Mr. Tognarelli was named president and chief operating officer of Heitman; in 2002, he became the firm's chief executive officer.

Mr. Tognarelli received a BS in real estate finance from Indiana University's Kelley School of Business. He is a member of the Real Estate Roundtable and Pension Real Estate Association.



## **DAVID TOTI**

*SENIOR MANAGING DIRECTOR, CANTOR FITZGERALD*

Mr. Toti is a senior managing director and REIT analyst at Cantor Fitzgerald. From 2011-2012, he also held the role of global director of equity research for the firm. Prior to joining Cantor, Mr. Toti was a managing director and group head of real estate research at FBR Capital Markets & Co. He spent a combined eight years as a senior REIT research analyst at Citi and Lehman Brothers as well, where he covered a wide array of real estate sectors, including office, industrial, data centers, retail, healthcare, multifamily, and self storage.

Mr. Toti holds a Bachelor of Architecture from Syracuse University and an MBA in real estate from the University of Wisconsin-Madison. He holds Series 7, 24, 63, 86, and 87 FINRA licenses, and is a member of ULI, AIA, and NAREIT. Mr. Toti has been a member of the AREIT student advisory board for several years.



## **JEFFREY USOW**

*FIRM PRACTICE LEADER FOR THE REAL ESTATE GROUP, MAYER BROWN*

Mr. Usow is a partner in Mayer Brown's Chicago office and serves as a firm practice leader for the global real estate group. He represents a number of investment advisors, real estate private investment funds, real estate investment trusts, and real estate operating companies in a variety of matters, including acquisitions, dispositions, joint ventures, forward commitments, and asset management activities. He has significant experience with the real estate investment group of a Chicago-based insurance company, including loans for a variety of property types, equity participations, credit enhancements, workouts, and deeds in lieu of foreclosure. He also has been the real estate counsel in real estate private equity and real estate company acquisition transactions. In addition to being involved in transactions across the country, he has been involved in developing the firm's international real estate practice and is a co-chair of the real estate group's Latin American practice.

Mr. Usow has been Chambers rated the last eight years. Clients say in Chambers USA that Mr. Usow wins acclaim for "showing complete dedication to his craft, the client, and the transaction in hand" (2011) and that he is "very bright, astute, and creative" (2010) when working for clients on complex real estate transactions. Mr. Usow was also listed in The Best Lawyers in America in 2008 and 2011.