

COLUMBIA GSAPP SPRING 2021

COLUMBIA UNIVERSITY
GRADUATE
REAL ESTATE
DEVELOPMENT
CONFERENCE

THURSDAY 03/25 & FRIDAY 03/26 10:00 AM

STOP.GO.PIVOT

CO-CHAIRS ADAM FEIL '06 MSRED & ED ADLER, '88 MBA

ARCH.COLUMBIA.EDU

#COLUMBIAGSAPP



ADAM FEIL

'06 MSRED
Director, Elysian Investments

Adam Feil serves as Founder and President of Elysian Investments, focusing on distinctive hospitality investment and development opportunities throughout the U.S., as well as an advisor to both domestic and international lodging owners and operators.

Prior to establishing Elysian, Mr. Feil was a Director with global private real estate investment firm Trinity Investments, LLC, where he was involved in over \$2b of lodging and commercial real estate transactions across Hawaii, Japan and Mexico. At Trinity, Mr. Feil was focused on all critical functions, including acquisitions/dispositions, asset management, platform structuring, joint ventures, new brand creation and capital raising for opportunities across all aforementioned regions. Prior to Trinity Investments, he was with Leading Hotel Holdings and served as the LHW board representative for Quintess. Previously, he was with Alta Management, Bear Stearns & Co, and Lazard Freres Asset Management.

Mr. Feil graduated with a Bachelor of Science in Finance with High Honors and Beta Gamma Sigma from Lehigh University. He subsequently received a Masters from Columbia University where he received the Thesis Award. In 2012 he founded, and began teaching the lodging curriculum in the graduate real estate development program at Columbia, where he currently serves as an assistant adjunct professor. He currently serves as a special advisor to Ventoux CCM Acquisition Corp, a leisure focused special purpose acquisition corporation. He's served on the Board of the New Amsterdam Market, as a senior curatorial advisor to the Sports Museum of America and currently sits on the advisory board for St. Bart's Preschool. He holds the WSET Diploma, was an AXA Scholar, has written for Decanter, Jancis Robinson and the American Sommelier Association, and has consulted for numerous Napa and Sonoma wineries and developers.

CO-CHAIRS



ED ADLER

'88 MBA

**Co-Founder Partner,
Silver Eagle Advisory Group**

Ed Adler, co-founder of Silver Eagle Advisory Group, has over 30 years of experience investing in, structuring/restructuring debt instruments including commercial real estate loans, CMBS, CLOs/ CDOs, repurchase agreements, corporate real estate facilities, non-performing loan portfolios (NPLs), and distressed debt across U.S and international markets.

Prior to Silver Eagle, Mr. Adler ran multi-billion-dollar commercial real estate debt platforms at major Wall Street institutions in the US and Asia including Citigroup and Deutsche Bank and most recently founded Bentall GreenOak's US debt platform. Over the past 4 credit cycles, Mr. Adler has led multiple teams and managed all elements of commercial real estate finance encompassing origination of new business, loan negotiation and structuring, loan syndications, risk management and regulatory compliance. Mr. Adler is widely respected as an industry expert, and is a frequent speaker and press resource.

Mr. Adler graduated with honors from Union College with a B.S. in Mechanical Engineering and holds an M.B.A. from Columbia Business School. He is currently an adjunct professor at Columbia University's Master's in Real Estate Development Program and also sits on the Advisory Board of Academy Securities.

Mr. Adler serves on the board of Spark Youth NYC a nonprofit organization dedicated to transforming the lives of New York City children by identifying and providing crucial funding and operational support to emerging innovative community-based organizations that assist underserved youth throughout New York City. He is also a board member of Teaching Matters, an organization that invests in teachers and education leaders so students from systematically marginalized communities have the same access to excellent teaching as students in affluent communities.

MACRO OVERVIEW

Where are we today? How will the U.S. economic recovery and presidential election inform strategy, sector positioning, development trends and investment theses throughout the next cycle?

Moderated by Patrice Derrington,
Holliday Professor of Real Estate & Director,
Real Estate Program,
Columbia University GSAPP

Joe Zidle,
Managing Director & Chief Investment Strategist,
Private Wealth Solutions Group, Blackstone

Dr. Richard Barkham,
Executive Director & Global Chief Economist,
CBRE

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PATRICE DERRINGTON

Holliday Professor of Real Estate & Director,
Real Estate Program,
Columbia University GSAPP

Patrice Derrington is the Holliday Associate Professor and Director of the Real Estate Development Program at Columbia GSAPP. Prior, she taught for three years NYU's Schack Institute of Real Estate. Derrington bridges the fields of education and real estate, and brings significant global experience as an executive and board director of numerous property companies to the critical tasks of educating students, integrating academe and industry, and building an innovative knowledge base for the real estate profession.

A recipient of the prestigious Harkness Fellowship, Derrington studied for her Ph.D. in architecture/civil engineering at the University of California, Berkeley, adding to her Masters of Business Administration from the Harvard University, and a Bachelor of Architecture degree with First Class Honours and University Medal from the University of Queensland.

Her teaching career began at Carnegie Mellon University and MIT, and has been supplemented with over 12 years of real estate industry experience on Wall Street where she worked as an investment banker and advisor to major individual and institutional clients such as David Rockefeller, Keybank, and the Lower Manhattan Development Corporation.



JOE ZIDLE

**Managing Director &
Chief Investment Strategist,
Private Wealth Solutions Group, Blackstone**

Joe Zidle is a Managing Director and the Chief Investment Strategist in the Private Wealth Solutions group. Previously, he worked at Richard Bernstein Advisors, an independent investment advisor, where he was responsible for portfolio strategy, asset allocation, investment management and marketing to major wealth management firms and independent RIAs.

Zidle previously spent nearly a decade at Bank of America Merrill Lynch, most recently serving as Head of Investment Strategy for Global Wealth Management and Deputy Director of the Research Investment Committee, where he was responsible for creating and communicating global investment strategies to the firm's private client division across all major investment disciplines.

Mr. Zidle holds a Bachelor of Arts degree in Economics and History from Emory University. From 1993 to 2001, he served as a specialist in military intelligence for the U.S. Army Reserves.

OVERVIEW

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DR. RICHARD BARKHAM

**Executive Director &
Global Chief Economist, CBRE**

Dr. Richard Barkham is a specialist in macro and real estate economics. He joined CBRE in 2014 as Executive Director and Global Chief Economist. Prior to taking up his position with CBRE, Richard was a Director of Research for the Grosvenor Group an international business with circa \$10bn of capital under management in real estate.

He was also a non-Executive Director of Grosvenor Fund Management where he was involved in fund strategy, risk analysis and capital raising. Richard is the author of two books and numerous academic and industry papers. In 2012 he published 'Real Estate and Globalisation' (Wiley Blackwell, Oxford), which explains the impact on real estate markets of the rise of emerging markets such as China and Brazil.

He has extensive consulting experience and is a Visiting Professor in the Department of Construction and Project Management at the Bartlett School, University College London. He holds a PhD in economics from the University of Reading where he taught, in the Departments of Economics and Land Management, between the years of 1987 and 1998.

DEVELOPMENT & INVESTMENT NOW

What's getting built, what's not, what should be, and how to get it done to today's sideways world.

Moderated by John Jacobsson,
Executive Vice President of Capital Markets,
Related Companies

Andrew Holm,
Partner, Ares Management

Kevin Cullinan,
Managing Director, Head of Investments,
Mack Real Estate Credit Strategies

Craig Cogut,
Partner, Pegasus Capital Partners

Phillip Gesue,
'96 MSRED,
Chief Development Officer,
Strategic Capital

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JOHN JACOBSSON

**Executive Vice President of Capital Markets,
Related Companies**

John Jacobsson is Executive Vice President, Capital Markets, of Related Companies. Mr. Jacobsson is responsible for sustaining and building upon Related's relationships with the global institutional investor community. In addition to sourcing debt and equity for The Related Companies' development projects and for Related Fund Management's funds, Mr. Jacobsson pursues new investment and business opportunities.

Prior to joining Related in 2013, Mr. Jacobsson was a partner at Apollo Real Estate Advisors (later known as AREA Property Partners). Mr. Jacobsson joined Apollo Real Estate at the time of its founding in 1993 and was a Partner and the leader of AREA's North America Opportunity Funds business, overseeing opportunistic investments in the U.S. and Mexico. Mr. Jacobsson started his career in real estate in 1990 as a member of the acquisitions group of Trammell Crow Ventures in Dallas, Texas.

Mr. Jacobsson serves as Chairman of the Board of Directors of HEAF, a comprehensive supplemental education and youth development organization based in Harlem, New York. Mr. Jacobsson received a Bachelor of Arts Degree, cum laude in East Asian Studies from Harvard University.

DEVELOPMENT &



ANDREW HOLM

Partner, Ares Management

Andrew Holm is a Partner in the Ares Real Estate Group, where he serves as a Co-Portfolio Manager of the U.S. opportunity funds and leads the group's equity investment activities across the Northeastern and Mid-Atlantic U.S. Additionally, he serves as a member of the Ares Real Estate Group's Global and U.S. Development and Redevelopment Fund II Investment Committees and the Ares Real Estate Operating Committee.

Prior to joining Ares in 2013, Mr. Holm was a Principal at AREA Property Partners, where he focused on sourcing and executing real estate investments across asset classes for AREA's equity and mezzanine debt businesses. Previously, he was an Analyst at Lazard in the real estate investment banking group. Mr. Holm serves on the Board of Trustees of the Ethical Culture Fieldston School. Mr. Holm holds a B.A., summa cum laude, from Harvard College in Government.

INVESTMENT NOW

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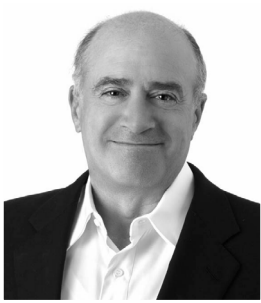


KEVIN CULLINAN

**Managing Director, Head of Investments,
Mack Real Estate Credit Strategies**

Kevin Cullinan is a Managing Director of MRECS, Co-Head of Credit Strategies and Head of Investments. In this role, Mr. Cullinan oversees a team of investment professionals that is responsible for sourcing, underwriting, structuring and executing new investments. Mr. Cullinan is a member of the MRECS Investment Committee. Prior to joining MRECS in 2015, he spent four years on the Global Real Assets team at J.P. Morgan Investment Management and previously worked at a family office in New York City and CBRE. Mr. Cullinan earned his BBA with a concentration in finance from Loyola University of Maryland.

DEVELOPMENT &



CRAIG COGUT

Partner, Pegasus Capital Partners

Craig Cogut is Partner / Chairman of the Board of Directors. He founded Pegasus Capital Advisors in 1996 and serves as its Chairman and CEO. Pegasus is a private alternative asset management firm that places ESG principles at the core of its investment thesis. Under Mr. Cogut's leadership, Pegasus has been committed to producing solutions for society's greatest challenges, such as global climate change and resource scarcity, by providing strategic growth capital to companies focused on sustainability and human health and wellness.

Pegasus was the first U.S. private equity fund manager to be accredited by the Green Climate Fund (GCF), and Mr. Cogut has been a leader in Pegasus's partnership with GCF and others to launch the Sub-National Climate Fund (SCF), a blended finance climate initiative aimed at making investments into low-emission, climate resilient solutions in under-served markets.

Mr. Cogut is a thought leader within the ESG investing industry, and a frequent keynote speaker at industry conferences and events. In 1990 Mr. Cogut co-founded and was one of the original partners at Apollo Advisors L.P., a position he held for six years prior to founding Pegasus. At Apollo, Mr. Cogut was the principal transaction architect of the investments in and management of Vail Resorts, as well as the acquisition of Executive Life Insurance Company's bond portfolio.

Mr. Cogut has been active in philanthropy for many years, with a focus on organizations committed to improving education, building civil society and championing environmental and health issues. Mr. Cogut is currently Chairman of the Board of Directors of HealthE, Inc. and Vice Chairman of the Board of Directors of PanTheryx. He is an alumnus of Brown University and Harvard Law School.

INVESTMENT NOW

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PHILLIP GESUE

'96 MSRED,
Chief Development Officer,
Strategic Capital

Phillip Gesue is the Chief Development Officer of Strategic Capital. In this capacity, Mr. Gesue has oversight of all of the firm's real estate development activities including design, construction, finance, sales, and marketing. Mr. Gesue has a diverse background in real estate development, acquisitions and finance. Over the past 20 years he has managed the acquisition and development of over 8 million square feet of real estate projects throughout the U.S. and internationally.

Prior to Strategic Capital, Mr. Gesue was Executive Vice President and head of development for The Witkoff Group in New York city where he supervised the acquisition and predevelopment of a variety of condominium and hotel investments in New York, Los Angeles and Miami, including two successful EB5 projects.

Prior to joining the Witkoff Group, he was Head of Global Real Estate for Orient Express Hotels (NYSE: Bel), a publicly traded luxury hotel company. Earlier in his career, Mr. Gesue was a Director of Acquisitions and Development for Time Equities, Inc, a New York-based real estate investor-developer and also managed the acquisition and development of over 2,000 high-rise residential properties across the United States for Crescent Heights, Inc.

Mr. Gesue is a board member of CSCEC Holding Company. He received his master's degree from Columbia University's Graduate School of Architecture and holds dual bachelors degrees in Business administration and Economics from the University of Pittsburgh.

DISRUPTURE

Volatility breeds creativity, efficiency and opportunity. Out of the GFC, the sharing economy blossomed, functionality lines blurred, everything became “SMART” and moral capitalism evolved (amongst many others). What trends will cease, which shall form and which shall accelerate out of the Great Lockdown?

Moderated by Zach Aarons,
‘13 MBA,
Co-Founder,
Meta Prop NYC

Thomas Hennessy,
Co-CEO, Proptech Investment Corporation II &
Managing Partner, Real Estate Strategies,
Hennessy Capital

Noah Greenburger,
CEO & Founder,
Merge Entertainment

Ryan Simonetti,
Co-Founder & CEO,
Convene

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ZACH AARONS

'13 MBA,
Co-Founder, Meta Prop NYC

Zach Aarons is a real estate developer and real estate tech investor. He is currently a project manager for Millennium Partners, as well as the Co-Founder and Partner of MetaPropNYC.

Zach began his professional career with a short stint in finance before shifting his focus to small business consulting with Apostate Partners. In the same period, he founded and served as CEO for TravelGoat, a travel information website, mobile app, and tour company.

While pursuing his studies at Columbia, he served as a Senior Associate for ENIAC Ventures, a VC fund focused exclusively on mobile technologies. In 2013, he took on his current role of Project Manager for Millennium Partners, for which he focuses on real estate development in the Hollywood and San Francisco markets. In June 2015, he co-founded MetaPropNYC, a real estate technology accelerator program.

Zach serves as an advisor to several companies, including NMRKT, Flip (Techstars '15), Ministore, MadeClose, Central Standard Timing, and ProjectNine. He sits on the International Bitcoin Real Estate Association (IBREA) Board of Directors as the New York City Chapter Chair. Zach graduated magna cum laude from Brown University with a Bachelor's in Ancient Studies in 2005 and Columbia Business School with an MBA in 2013.



THOMAS HENNESSY

**Co-CEO, Proptech Investment Corporation II &
Managing Partner, Real Estate Strategies,
Hennessy Capital**

Thomas D. Hennessy has served as our Co-Chief Executive Officer, President and a director since inception. He currently serves as Co-Chief Executive Officer, President and a director of PropTech Acquisition Corporation, or PTAC, a special purpose acquisition company targeting businesses in the real estate technology industry, which in July 2020 announced the entry into a definitive agreement for an initial business combination with Porch, which is currently expected to close in the fourth quarter of 2020.

Mr. Hennessy has served as the Managing Partner of Real Estate Strategies of Hennessy Capital LLC since July 2019. From September 2014 to July 2019, Mr. Hennessy served as a Portfolio Manager of ADIA, the largest global institutional real estate investor, where he was responsible for managing office, residential, and retail assets in the U.S. totaling over \$2.1 billion of net asset value or \$5.0 billion of gross asset value. While at ADIA, Mr. Hennessy

executed over \$475 billion of equity commitments to U.S. acquisitions and developments and over \$435 million of limited partner equity commitments to opportunistic real estate equity funds, real estate credit funds, and real estate technology venture capital funds. Mr. Hennessy also created and led ADIA's PropTech investment mandate, which included committing equity to PropTech. From January 2011 to April 2014, Mr. Hennessy served as an associate at Equity International Management LLC, an opportunistic real estate private equity fund founded by Sam Zell, where he evaluated investments and structured equity investments in real estate operating platforms in emerging markets. From September 2009 to January 2011, Mr. Hennessy served as an associate for CERES Real Estate Partners LLC, a private investment management company.

Mr. Hennessy holds a B.A. degree from Georgetown University and an M.B.A. from the University of Chicago Booth School of Business.

DISRUPTURE

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NOAH GREENBURGER

**CEO & Founder,
Merge Entertainment**

Noah Greenburger comes from a real estate / finance background with a focus today on technology and how it's shaping our future. From his first investments in Tesla motors at 13 Noah's been fascinated at being at the forefront of disruptive technology markets. Today he comanages his family office's non real estate investment portfolio (although he has some involvement in the real estate side of the business as well).

Currently, he's investing in everything from Esports to AI drones as well as REITs, social media companies, cryptocurrency, and even data powered counterterrorism. As of last year Noah has also founded his own next gen search engine startup, currently entering beta in the next few months which seeks to disrupt the way users currently access content and services across app platforms.



DISRUPTURE

THURSDAY 03/25 12:00 PM - 12:45 PM



RYAN SIMONETTI

Co-Founder & CEO,
Convene

Ryan Simonetti is the CEO and co-founder of Convene, the premium work experience platform with 25+ meeting, event, and workplace locations, and a Virtual Meetings product. His unique expertise in real estate acquisitions, development, and structured finance has helped catapult Convene to become a pioneer in the commercial real estate industry.

Ryan co-founded Convene in 2009 with the intention of disrupting the commercial real estate industry and transforming the workplace experience by capitalizing on converging trends in real estate, technology, and hospitality. His vision - to infuse hotel-style services into meetings, events and flexible office spaces - has been Convene's guiding force for the last 11 years, during which they have expanded to 25+ locations across the US and UK.

With Ryan at the helm, Convene has raised \$410M in funding to date, and has been named one of America's 100 Most Promising Companies by Forbes and a

Best Workplace by both Inc. and Fortune Magazine. Ryan has been recognized for his transformative achievements on Real Estate Forum's 50 Under 40 list, Inc. Magazine's "30 Under 30," a list of America's Most Promising Young Entrepreneurs, was named "Top Entrepreneur" by Crain's New York, and a finalist in Ernst & Young's Entrepreneur of the Year® New York Awards.

Ryan, the first in his family to attend college, graduated from Villanova University, where he developed the concepts for and ran several "start-up" companies designed for students. His professional career began as a real estate banking analyst in the global real estate group at Lehman Brothers, where he focused on the structuring and securitization of commercial mortgage-backed securities. Following Lehman Brothers, Ryan joined Gramercy Capital Corp. as a vice president where he was responsible for the restructuring of a billion dollar loan portfolio including \$600 million of hospitality related real estate investments.

FOREBEAR & A PRAYER

What are the opportunities now, and over next 24-36 months as distress builds, workouts reign supreme, sponsors/assets remain impaired, and dry powder is at record levels.

Moderated by Ed Adler,
Co-Founding Partner,
Silver Eagle Advisory Group

Bob Ricci,
Senior Managing Director,
LoneStar America

Matt Borstein,
Partner,
Oak Hill Advisors

Robert Verrone,
Principal Owner & Founder,
Ironhound Management Company, LLC

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BOB RICCI

**Senior Managing Director,
LoneStar America**

Bob Ricci joined Lone Star in January 2009 and is a Senior Managing Director responsible for originating commercial real estate investments in North America. He has headed the region since 2014. During his tenure, Mr. Ricci has been responsible for originating over \$5.5 billion of investments, in both direct equity and debt, with significant focus multifamily, and also including office, retail, manufactured housing, and lodging.

During his thirty year career in commercial real estate, he has developed a strong background in principal investing, capital markets and fixed income, workouts, and risk management.

Prior to joining Lone Star, Mr. Ricci was at Wachovia Securities for nine years, most recently as a Managing Director responsible for Traded Commercial Real Estate (e.g. CMBS Trading, Securitization, Repo, Loan Distribution, and European Real Estate). Prior to joining Wachovia in April 2000, Mr. Ricci spent three years on the buy-side

investing in CMBS, mezzanine loans, sub/non-performing loans, and conduit lending. Mr. Ricci spent five years in commercial real estate loan workouts during the last downturn of the early 1990s.

Mr. Ricci holds a Bachelor of Science degree from Bates College and an M.B.A. in Finance from Washington University. Mr. Ricci is also a CFA® Charterholder.

FOREBEAR &



ROBERT VERRONE

**Principal Owner & Founder,
Ironhound Management Company, LLC**

Robert Verrone is the principal owner and founder of Iron Hound Management Company, LLC. He has more than thirty years of experience in commercial real estate.

Verrone started Iron Hound in 2009. Verrone and Iron Hound serve as real estate advisors specializing in commercial loan restructuring, as well as, debt and equity placements. Since its formation, the company has completed more than \$25 Billion dollars in Restructure assignments and brokered more than \$20 Billion in debt and equity assignments. The Company is actively engaged on more than forty assignments in excess of \$6 Billion.

Prior to founding Iron Hound, Verrone was a Co-Head in Wachovia's Real Estate Group where he had management responsibility for approximately 600 employees and oversaw a debt portfolio valued in excess of \$80 billion. Before that, in 2002, Verrone formed, developed and managed Wachovia's Large

Loan Group, which grew to over \$20 billion in loan originations by 2007. He started his career at Bear Stearns, where he spent four years in their Commercial Real Estate Group.

Verrone received a Bachelor of Arts degree from Moravian College.

A PRAYER

FRIDAY 03/26 10:00 AM - 10:45 AM



MATT BORSTEIN

**Partner,
Oak Hill Advisors**

Matt Borstein has portfolio management responsibilities for commercial real estate investments. Prior to joining OHA, Mr. Borstein was Global Head of Commercial Real Estate at Deutsche Bank where he oversaw a \$30 B real estate portfolio. Mr. Borstein also served as Head of Global Financing & Credit Trading in the Americas at Deutsche Bank. Mr. Borstein received a B.A. from Emory University.

URBAN RESET

How do communities work to reposition and emerge successfully in a post Covid landscape? City/ Developer dynamic. Evolution is ongoing, though is this a hard reset? How do next 1 - 3 - 5 years play out?

Moderated by Kate Ascher,
Millstein Professor of Urban Development,
Columbia University

Ernst Valery, '04 MSRED,
Co-Managing Member,
SAA|EVI Development

Cecily King '15 MSRED,
Founder,
Kipling Development

Cecilia Kushner,
Executive Vice President, Planning,
NYCEDC

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KATE ASCHER

**Millstein Professor of Urban
Development, Columbia University**

Kate Ascher holds the position of Milstein Professor of Urban Development at Columbia's Graduate School of Architecture, Preservation and Planning, where she teaches real estate, infrastructure and urban planning courses. She is the author of several books on NYC development, municipal infrastructure, buildings and the delivery of municipal services. In addition, Kate leads an urban planning practice, and consults on a wide range of complex development and economic development projects.

She has previously held positions at the Port Authority of NY and NJ, PWC and the NYC Economic Development Corporation, where she oversaw a variety of multi-jurisdictional planning and implementation efforts involving the transportation, energy, and real estate industries as well as community and environmental advocates.



ERNST VALERY

'04 MSRED

Co-Managing Member, SAA|EVI Development

Ernst Valery is a co-managing member of SAA | EVI and shares overall responsibility for the day-to-day operations and execution of SAA | EVI projects and relationships. Mr. Valery has successfully invested in and developed real estate in Maryland; Washington, D.C.; Pennsylvania; Virginia; California; and New York. For the past 16 years, he has been involved with development projects ranging from mixed-use, multi-tenant rental properties, single-family renovations and condominium conversions.

Mr. Valery is the founder and president of SAA | EVI affiliate Ernst Valery Investments Corp. (EVI), a private, minority-owned real estate investment firm established in 2001. EVI invests in select underserved and undervalued key emerging domestic real estate markets, defined as urban transitional areas with high residential and retail demand. He has extensive experience in affordable and market rate housing development and investment, including providing due diligence capabilities and extensive skills

in budget planning, design development, marketing, and the supervision and guidance of contractors, architects and engineers. He is responsible for the securing and structuring of financing, including expertise in securing Historic and New Markets tax credits.

Mr. Valery is also active in social entrepreneurship and volunteer work, including a collaboration with a team of professionals and graduates from the Massachusetts Institute of Technology Community Innovators Lab (MIT CoLab) as well as efforts at incubating businesses around the world that help alleviate poverty and increase the earning potential of low income individuals, families, and communities. Mr. Valery graduated from Columbia University's Master of Science program in Real Estate Development. He also obtained a Master's Degree in Policy Analysis and Public Administration and a Bachelor of Science degree in Urban and Regional Planning with a concentration in International Relations, both from Cornell University.

RESET

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CECILY KING

'15 MSRED
Founder, Kipling Development

Cecily King is a real estate developer and consultant focused on residential development opportunities in Detroit, MI and NJ urban centers. During the last 5 year of her career she has been involved in cultivating \$500M of real estate development projects in Detroit.

She was appointed as a Development Director for the City of Detroit's Housing & Revitalization Department where she was responsible for cultivating a pipeline of multifamily and mixed-use projects and negotiating public investment in them. She formally launched her own real estate development and consulting practice in 2018.

As a consultant, she specializes in financial analysis, underwriting, and large-scale development strategies. As a developer, she primarily focuses on residential development, pursuing both new construction and value-add rehabilitation opportunities with an emphasis on creating opportunities for ownership.

Cecily earned her MS in Real Estate Development from Columbia University and holds engineering degrees from Lehigh and Princeton. She sits on several Boards and advisory committees including serving as Treasurer for the Association of Black Princeton Alumni.

URBAN



RESET

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CECILIA KUSHNER

Executive Vice President, Planning,
NYCEDC

Cecilia Kushner is the Executive Vice President for the Planning Division at NYCEDC where she leads large multidisciplinary teams to deliver on some of the most complex urban planning and development projects in New York City. As part of her role, Cecilia oversees \$1 billion of active projects geared towards delivering infrastructure and amenities and improving quality of life for New Yorkers across the five Boroughs.

Prior to NYCEDC, Cecilia served in various senior roles at the NYC Department of City Planning, where she led efforts in Coney Island and formulated some of the first resiliency land use policies for the New York City coastline. Prior to DCP, Cecilia lived in London and Paris, where she worked as an urban planner for English Heritage and the City of Paris.

Cecilia received her bachelor's degree from La Sorbonne and holds a master's degree in Historic Preservation from The Bartlett School of Planning at University College London, and a master's degree in City Planning from Hunter College, where she has taught Planning as an adjunct. She lives in Brooklyn with her husband and two children.

CEOS SPEAK - NAVIGATING A CRISIS

Moderated by Amir Korangy,
Founder & Publiser,
The Real Deal

Michael D. Fascitelli,
Co-Founder & Managing Partner,
Imperial Companies; Founder, MDF Capital

Amy Price,
President,
BentallGreenOak

Richard J. Stockton,
Chief Executive Officer & President,
Braemar Hotels & Resorts

Jonathan Rose,
President,
Jonathan Rose Companies

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AMIR KORANGY

Founder & Publisher, The Real Deal

Amir Korangy is the founder and publisher of The Real Deal, the country's largest and most influential real estate news outlet and a top destination for real estate and finance professionals from across the globe. Korangy is a sought-after expert on the real estate industry and a regular contributor to the New York Times, Forbes, CNN, CNBC, FOX News, and Bloomberg News.

Under Korangy's leadership, The Real Deal has received prestigious awards from the Society of Business Editors and Writers, the National Association of Real Estate Editors, the Society of Professional Journalists, and more. As an individual, Korangy has made the New York Observer's Power 100 list, been named Entrepreneur of the Year by the Young Jewish Professionals, and selected by Inman News as one of the 100 most influential real estate leaders in real estate.

Korangy has also been repeatedly recognized for his volunteer and philanthropic efforts. In 2009, the Boy Scouts of America

Explorers honored him with a Leadership Award for his work with underprivileged inner-city children. In 2014, he received a Child's Champion Award from the Ronald McDonald House New York for his support of families of seriously ill children. Most recently in 2016, Korangy was recognized as the Media Man of the Year by Mt. Sinai Hospital for his work with the Varadi Ovarian Initiative for Cancer Education.

In addition to his work at The Real Deal, Amir Korangy is an Associate Professor at the Columbia School of Architecture. He is also a Senior Fellow and Adjunct Professor at New York University's Schack Institute of Real Estate, where he teaches Real Estate Media and Information.

Korangy is a graduate of Emerson College and the producer of "Building Stories," a PBS documentary about prolific architect Costas Kondylis. Korangy lives in Manhattan, but secretly wishes he still lived in Brooklyn.

CEOS SPEAK -



MICHAEL D. FASCITELLI

Founder, MDF Capital

Michael D. Fascitelli is the Founder of MDF Capital LLC and Co-Founder and Managing Partner of Imperial Companies. Mr. Fascitelli previously served as President and Chief Executive Officer of Vornado Realty Trust as well as President of Alexander's Inc. He continues to serve as a Trustee of Vornado Realty Trust. Prior to joining Vornado, he was a Partner at Goldman, Sachs & Co. Currently, he is a Trustee of Invitation Homes, as well as Chairman of the Investment Committee and Board Member of Cadre, Board Member at Child Mind Institute, The Rockefeller University and Urban Land Institute.

He is a former Commissioner of The Port Authority of New York and New Jersey. Mr. Fascitelli holds an MBA, with highest distinction, from Harvard Business School and a B.S. in Industrial Engineering, Summa Cum Laude, from the University of Rhode Island.

NAVIGATING A CRISIS

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AMY PRICE

President, BentallGreenOak

Amy Price is President of BentallGreenOak (BGO). In her role, Amy also co-heads the firm's U.S. Investment Management business and oversees its Canadian Investment Management and Real Estate Services businesses. Amy is a member of the Management Committee, chairs the U.S. Investment Committee for the firm's core, core plus and separate account clients, and co-chairs the U.S. Management Committee. Amy also leads BGO's equity, diversity and inclusion (EDI) initiatives globally and chairs the firm's EDI Leadership Council.

Prior to joining the firm in 2012, Amy was a managing director and head of real estate investing for the western U.S. at Morgan Stanley, where she was an Investment Committee member, and built the real estate investment management business in San Francisco. Amy also spent time in Morgan Stanley's New York and Hong Kong offices.

Amy is a member of the Global Board of Directors of Urban Land Institute (ULI), a member of the Board of Directors and Chair Emeritus of NAREIM, and a member of the Board of Directors of AFIRE. She is also involved in philanthropic endeavors, as a member of the Board of Directors of the YMCA of San Francisco, the National Charity League with her daughter, and Service Corp with her son.

Amy holds an MBA with distinction from the University of Pennsylvania's Wharton School and graduated magna cum laude from Colgate University.

CEOS SPEAK -



RICHARD J. STOCKTON

**CEO & President,
Braemar Hotels & Resorts**

Richard J. Stockton is the Chief Executive Officer and President of Braemar Hotels & Resorts (BHR). Braemar is a NYSE publicly listed REIT based in Dallas with over \$1.7Bn invested in luxury hotel assets across the US and the Caribbean.

Previously, Richard worked as Global Co-Head and Chief Operating Officer for the \$1Bn real estate business of CarVal, a division of Cargill. He also held the position of Chief Executive Officer of the Americas for OUE Limited ("OUE"). While at OUE, he led the acquisition and redevelopment of the US Bank Tower in downtown Los Angeles. Previously, Richard was a Managing Director at Morgan Stanley for 16 years, including serving as the Head of Real Estate Banking for their investment banking business in Asia and the EMEA (Europe, Middle East and Africa).

While there, he worked in offices in New York, London, Singapore, and Hong Kong. He is a dual citizen of the US and the United Kingdom. He received a B.S. from the Hotel School at Cornell University in 1992 and an M.B.A. from The Wharton School at the University of Pennsylvania in 1997.

NAVIGATING A CRISIS

FRIDAY 03/26 12:00 PM - 12:45 PM



JONATHAN ROSE

President, Jonathan Rose Companies

Jonathan Rose's business, public policy and not-for-profit work all focus on creating more environmentally, socially and economically resilient cities. In 1989, Mr. Rose founded Jonathan Rose Companies LLC, a multi-disciplinary real estate development, planning, and investment firm, which creates real estate and planning models to address the challenges of the 21st century. Jonathan has led the firm's vision, program and growth, developing award winning new projects, investment funds and city plans to model solutions to the issues of housing, economic development and the environment.

The company's mission is to develop communities that enhance opportunity for all. The firm's work touches many aspects of community health; working with cities and not-for-profits to build affordable and mixed-income housing, cultural, health and educational infrastructure, and advocates for neighborhoods to be enriched with parks and open space, mass transit, jobs and healthy food.

The firm's innovative development, planning, investment, and owners representation work has won awards from a wide range of notable organizations including: the Urban Land Institute, the National Trust for Historic Preservation, the Natural Resources Defense Council, the American Planning Association and the American Institute of Architects. Mr. Rose frequently lectures on affordable housing, community development, smart growth and the environment.

Mr. Rose's book on how to create resilient cities, *The Well-Tempered City: What Modern Science, Ancient Civilizations and Human Nature Teach Us About the Future of Urban Life*, was published by Harper Wave in 2016, and won the 2017 PROSE Award for Outstanding Scholarly Work by a Trade Publisher.

Mr. Rose graduated from Yale University in 1974 with a B.A. in Psychology and Philosophy, and received a Masters in Regional Planning from the University of Pennsylvania in 1980.

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