

# Real Estate Career Conference

March 3, 2017

Speakers:

Janelle Chan – Chief of Real Estate, MBTA

Fred Cooper – Senior Vice President, Toll Brothers Inc.

Timur F. Galen – Executive Vice President, Related Companies

David Ginsberg – Project Developer, WinnDevelopment

Kai-yan Lee – Managing Director, Vanke Holdings USA

Saw Lupton – Managing Consultant, CoStar Portfolio Strategy

Irina Mladenvoa – President & Head Product Strategy, Rifiniti, Inc.

Trinh Nguyen – Director of the Mayor's Office of Workforce Development, City of Boston

Ajay Prasad – Country Managing Director, India, Taurus Investment Holdings

Rob Reiskin – Senior Managing Director, Round Hill Capital

Sara Shank – Managing Director, Beacon Capital Partners

Amanda Strong – Director of Asset Management, MITIMCo

## Janelle Chan

Chief of Real Estate  
Massachusetts Bay Transit Authority (MBTA)

Janelle Chan is the Chief of Real Estate at the Massachusetts Bay Transit Authority (MBTA). Appointed to this position in August, 2016, Ms. Chan oversees the management of MBTA's real estate interests, working with local municipalities and property owners to assure efficient infrastructure investments and enhance economic development.

Ms. Chan served from 2010 to 2016 as Executive Director of Boston's Asian Community Development Corporation, overseeing a period of unprecedented growth for the organization. Originally focused on preserving and strengthening Boston's Chinatown neighborhood, ACDC today is a regional community builder and the leader in developing and preserving affordable housing in Greater Boston. ACDC works in partnership with the community to provide culturally appropriate and locally sensitive programs that enable residents to improve their quality of life and the health and sustainability of their neighborhood. Early in her tenure, Ms. Chan reduced costs by 50 percent and oversaw the doubling of the Corporation's annual revenue. Prior to serving ACDC as its Executive Director, she served as the organization's Real Estate Development and Planning Manager from 2007 to 2010.

Ms. Chan holds a Bachelor of Arts degree from the University of California, Berkeley, with a major in Ethnic Studies and a minor in Public Policy. She was awarded the Master in City Planning Degree from the Massachusetts Institute of Technology Department of Urban Studies and Planning, where she co-chaired the Urban Leadership Forum. Recently Ms. Chan was named a Loeb Fellow at the Harvard University Graduate School of Design.

In 2014 Chan was named by Bisnow Media as one of the top 50 power women in commercial real estate. Boston Business Journal also named her to its "16 to watch in 2016" list.



## Fred Cooper

Senior Vice President  
Finance, International Development and Investor Relations  
Toll Brothers, Inc.

Toll Brothers, Inc. (Tollbrothers.com) (NYSE: TOL) is the leading builder of luxury homes in the U.S. and one of the nation's largest land developers. The Company began business in 1967 and went public on the New York Stock Exchange (NYSE) in 1986. Toll Brothers serves move-up, empty-nester, active-adult and second-home buyers, as well as renters, in suburban and urban markets in 20 states across the U.S. and in the District of Columbia.

In 2016, Toll Brothers ranked #6 among all 1,500 companies in Fortune magazine's investment community survey of the World's Most Admired Companies in the Quality of Products/Services Offered category behind only Apple, Walt Disney, Amazon, Alphabet, and Nordstrom. The firm was also named by Fortune as the World's Most Admired Home Building Company for 2016, the second year in a row it has been so honored.



Fred Cooper joined Toll Brothers in 1993 to establish its Finance and Investor Relations Departments. As the firm's in-house investment bank, the team he leads is responsible for Toll's capital markets and investor relations activities as well as its partnering relationships with major U.S. and international financial and development institutions. Since formation, the group has raised over \$15 billion from U.S., European and Asian banks, the public capital markets and institutional partners. In addition to capital raising, they advise on complex project structuring, joint ventures, corporate mergers and acquisitions and major property acquisitions.

Fred has overseen Toll Brothers' exploration of international development opportunities in Asian, Latin American, and Middle Eastern markets. He has been financial point for Toll's expansion into the rental apartment business through Toll Brothers Apartment Living, which now controls \$2 billion in assets in a pipeline of completed and in-development projects totaling over 7,000 units. He also is financial point for Toll's expansion into the urban high-rise condo business through Toll Brothers City Living, which has grown into an operation of over 40 buildings and 5,000 units. Toll recently closed on its first joint venture with a Chinese partner on an approximately \$400 million residential condo project in New York City.

From 1989 to 1993, Fred was Director of Corporate Finance and Planning at DKM Properties Corp., the real estate arm of the Dyson-Kissner-Moran Corporation, one of the nation's largest private companies. From 1984 to 1989, he was Senior Vice President and a member of the Executive Committee of the Financial Services Corporation, New York City's economic development bank. From 1980 to 1983 he worked in community-based affordable housing and economic development in the South Bronx and Brooklyn, New York.

He holds an A.B. from Brown University and a Master of Public Policy in finance and international development from Harvard University's Kennedy School of Government.

Fred is a founding board member of the Friends of Kenya Community Development Foundation and an advisor to Reall International, which provides capital and technical assistance to affordable housing developers in Africa, Asia and the Middle East. He co-developed and teaches in Wharton's "Real Estate Development in Emerging Markets" course and has lectured on real estate finance and development since 2006 in Wharton's International Housing Finance Program. He serves on the Harvard Alumni Real Estate Board and as an advisor to the Harvard Journal for Real Estate.

## Timur F. Galen

Executive Vice President  
Related Companies

Timur F. Galen is Executive Vice President with the Related Companies and is part of the senior executive team for the development of Hudson Yards.

Mr. Galen formally served as global co-head of Corporate Services and Real Estate at Goldman Sachs. He is chair of the Lower Manhattan Cultural Council, an executive committee board member of the Regional Plan Association, special advisor to the New York Public Library, a founding director of the Urban Design Forum and a member of the US Department of State's Overseas Building Operations Industry Advisory Group. He is also a trustee of the Massachusetts Museum of Contemporary Art and the Canadian Centre for Architecture. He earned a BA in Physics from Haverford College in 1978, a Master of Architecture and Master of Civil and Urban Engineering from the University of Pennsylvania in 1984 and was a Henry Luce Foundation Research Fellow at Tokyo University in 1982 and 1983.



## David Ginsberg

Project Developer  
WinnDevelopment

David Ginsberg is a Project Director at WinnDevelopment, managing the acquisition, financing, design, government relations, community input, and construction of mixed income and mixed use real estate projects. David's primary focus is to further expand the portfolio of WinnCompanies, the largest manager of affordable housing America, in New York, New Jersey, and Connecticut. His specialization has been in the development of critically needed affordable and workforce housing utilizing Federal and State Tax Credit programs and the adaptive reuse of structures on the National Register of Historic Places. Currently, David oversees the construction of more than a 1,000 rental units for families, individuals and seniors, 1 million sq ft of institutional and retail space, and \$250 million in Total Development Costs.



David attended the University of California-Berkeley, graduating in 2010 with highest honors in Urban Studies. David attended Harvard University's Graduate School of Design (GSD), completing a Master in Urban Planning degree with distinction, concentrating in real estate and urban design. During his time at Harvard he was awarded a Taubman Fellowship from the Harvard Kennedy School of Government, won the American Planning Association's graduate student paper-contest in the Transportation category, and was awarded the GSD Academic Excellence Award and the GSD Award for Excellence in Urban Design for his studio work seeking to improve the affordable housing delivery systems of Mexico.

## Kai-yan Lee

Managing Director  
Vanke Holdings USA

Kai-yan Lee serves as Managing Director of Vanke Holdings USA, the U.S. subsidiary of China Vanke, a Global Fortune 500 company and one of the largest real estate companies in the world. Since 2012, Kai has led the strategic expansion of Vanke's business in the U.S. and, under his leadership, the firm has undertaken a series of major real estate development projects in New York, San Francisco and Seattle totaling more than USD 3 billion in asset value. Kai also spearheaded the formation of Brightstone Capital Partners, a U.S.-based commercial real estate investment management platform.



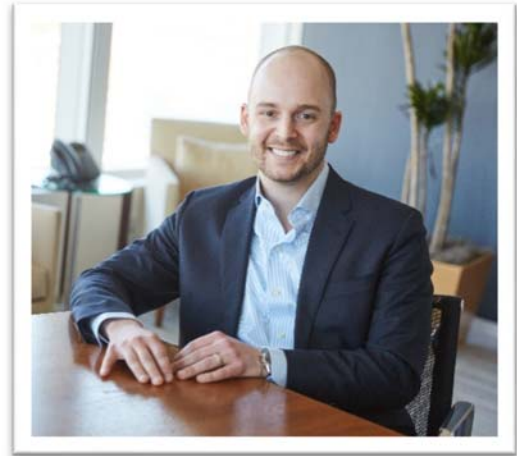
Prior to establishing Vanke Holdings USA and Brightstone, Kai served as Head of the Real Estate Industry Group at the World Economic Forum, responsible for its global real estate industry work and advocacy for safer global real estate financial markets. Before that, he served with the Federal Reserve Bank of Boston during the global financial crisis, with a focus on mortgage market stabilization and the housing market recovery. Prior to that, Kai participated in various development-related roles in California, including serving as a Redevelopment Commissioner and working on regional infrastructure projects.

Kai obtained his B.A. summa cum laude from the University of California, Berkeley, and his graduate degrees from Harvard University and MIT. He sits on various boards of national nonprofit organizations and industry/professional associations. Kai enjoys traveling, long-distance running, architecture, modern art, and hiking.

## Shaw Lupton

Managing Consultant  
CoStar Portfolio Strategy

Shaw Lupton is a Managing Consultant with CoStar Portfolio Strategy, a top advisor to financial institutions with holdings in commercial real estate. His work spans property sectors and investment styles, and includes responsibility for a book of consulting business comprising domestic and foreign, public and private, debt and equity investors with more than \$82 billion in commercial real estate capital at risk. Quoted in business media including Bloomberg, the New York Times, and Real Estate Investment Today, he contributes frequently to CoStar Portfolio Strategy's Client Update and Real Estate/Portfolio Strategist and is a regular panelist on CoStar's "State of the U.S. Market" webinars. He has held several volunteer positions with the Urban Land Institute, where he co-founded the Boston Real Estate Technology Council.



Prior to joining CoStar, Mr. Lupton was an analyst for the capital markets and finance group at Boston Properties, where he performed acquisitions underwriting, credit analysis, and lease structuring. He also helped launch the Boston-based real estate private equity fund Westport Point Capital, an exclusive joint venture with Prudential Investment Management. Mr. Lupton earned an M.A. in International Economics and Finance and a B.A. cum laude in Economics from Brandeis University, where he serves as an adjunct professor in the International Business School.

## Irina Mladenova

President & Head Product Strategy  
Rifiniti, Inc.

With her interdisciplinary experience covering real estate, urban planning, sustainability, and technology assessment, Irina leads Rifiniti's strategy and client delivery service. Rifiniti is a data analytics company, which leverages existing building data to help Fortune 500 companies optimize their workspace.

Previously, she served as VP Research and Consulting at Sustainability Roundtable Inc consulted to Directors of Real Estate of 60+ of the world's biggest companies (Apple, Adobe, Brocade, Capital One, Cisco, Clarion Partners, Facebook, IBM, HP, Lenovo, Oracle, Roche-Genentech, SAP, etc) in the development and deployment of portfolio-wide strategies focused on greater efficiency and sustainability. She is the lead author of about 1,500 pages of published management best practices for sustainable real estate in addition to articles in prominent international journals.



Prior to joining SR Inc, for two years Irina was a core member of the Harvard Zofnass Program for Sustainable Infrastructure and worked for developing a rating system for evaluating the sustainability of key infrastructure types (transportation, water, energy, water, telecommunication, and landscape). Irina has also consulted to the NYC Mayor's Office of Long-term Planning and Sustainability on the development of first 100+ green building codes (passed February 2010) in sections on: Energy and Ventilation, Climate Adaptation, Lighting, Water, Materials, Site and Storm Water, Construction Practices, and Homes.

Irina completed an A.B. in Urban Studies at Harvard College and a Master in Urban Planning with a concentration in Sustainable Design and development at the Harvard Graduate School of Design. Her

field work and research for large-scale, strategic development and socio-economic projects include China, India, Argentina, Singapore, Austria, Bulgaria, Senegal, and US.

## Trinh Nguyen

Director of the Mayor's Office of Workforce Development  
City of Boston

Trinh Nguyen is the Director of the Mayor's Office of Workforce Development (OWD), an affiliated division of the Boston Planning & Development Agency (BPDA). Prior to her role at OWL, Trinh was the Chief of Staff at the Boston Housing Authority.

Trinh has nearly 20 years of experience in community and housing development, workforce training and resource management. She has worked for the Urban League of Massachusetts, the Boston Women's Fund, the Mayor's Office of New Bostonians, and University of Massachusetts Boston. She is currently a Trustee of the Neighborhood Jobs Trust and a board member of the U.S. Conference of Mayors Workforce Development Council.

Trinh holds dual graduate degrees and an MBA from MIT's Sloan School of Management. In addition, Trinh was selected as a community fellow at MIT's Department of Urban Planning in 2004-2006.



## Ajay Prasad

Country Managing Director, India  
Taurus Investment Holdings

As Country Managing Director, India, at Taurus, Ajay is responsible for due diligence, acquisition, planning, financing, project management and operation of all investments in India. He has the primary responsibility of selecting and executing the best opportunities for the company and its investors with a team of experienced managers in India who will work with global and local partners to deliver world-class projects across the country.

He worked in India for nearly six years, first with Accenture's strategy consulting practice and then with Emaar, one of the world's largest real estate developers. Ajay has more than ten years of professional and academic experience in a variety of markets in India and the United States and has worked on key aspects such as due diligence, acquisition, planning, financing and project management of urban and core infrastructure projects worth over \$1 Billion.

### Education

College of Engineering Trivandrum, Bachelor of Technology  
Indian Institute of Management, Calcutta, Masters in Business Administration  
Massachusetts Institute of Technology, MS in Real Estate Development



## Rob Reiskin

Senior Managing Director  
Round Hill Capital

Rob Reiskin has over 25 years of experience in the European and the US real estate markets. He has lived and worked in London for 18 years and is a dual citizen of the United States and Ireland.

Rob is a Senior Managing Director and Head of the US at Round Hill Capital, a circa \$5 billion real estate investment management firm. Prior to joining Round Hill, Rob was a Managing Director and Co-Head of European Private Real Estate Equity group at Heitman from 2011 – 2016. Prior to joining Heitman, he served as a Managing Director and Head of Investments at AEW Europe / Curzon Global Partners from 2000 – 2010. Prior to joining AEW Europe / Curzon Global Partner, he served as a Vice President in the Investment Group at Security Capital European Realty, where he focused on the purchase of real estate operating companies. Prior to joining Security Capital, Mr. Reiskin served as an Asset Manager at Capital Management Resources, a subsidiary of AEW Capital Management and as an Officer in the Restructured Real Estate Group of the Bank of Boston.

Rob has a BA in Economics from Trinity College, where he was a former member of the Board of Fellows. He completed his MBA at the Wharton School of the University of Pennsylvania, where he received the William Zucker Real Estate Award.



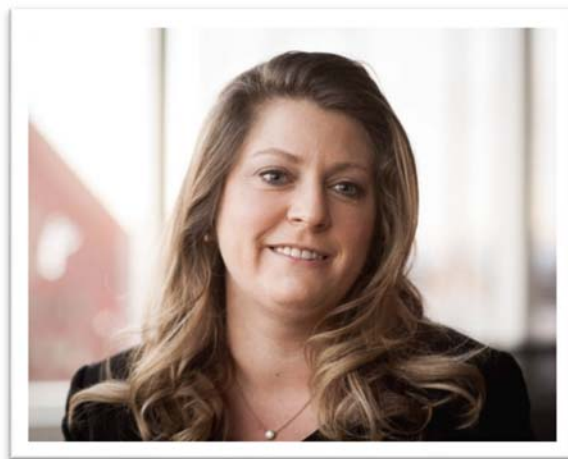
## Sara Shank

Managing Director  
Beacon Capital Partners

Ms. Shank is based in Boston and oversees portfolio management, including technology initiatives to improve the tenant experience. In this role, she evaluates opportunities to invest in and pilot new technology to add value across Beacon's portfolio. In addition to other corporate projects, she spearheads technology adoption across functionalities, and has forged relationships with leading industry providers, including WiredScore, Hightower, Honest Buildings, ExteNet, Floored and Building Engines.

Before heading up portfolio management she was a Managing Director in acquisitions/dispositions and involved in all aspects of transactions. Prior to joining Beacon Capital Partners, Ms. Shank was a Senior Associate for Cornerstone Properties in San Francisco, where she worked with the asset management team to enhance revenues and reduce costs throughout their nationwide real estate portfolio. Ms. Shank held positions at William Wilson & Associates, prior to its purchase by Cornerstone, as an Investment Analyst and as a Property Accountant. Ms. Shank holds a Bachelor of Arts degree in Economics from the University of Virginia, a Master of Business Administration degree from the Tuck School of Business at Dartmouth, and the Chartered Financial Analyst designation.

Ms. Shank is the co-founder and co-chair of ULI's New England Real Estate Technology Council, a multidisciplinary, collaborative network where real estate practitioners and technology providers can share, debate, and hone ideas to accelerate innovation across the industry. She is a frequent speaker on commercial real estate technology at industry events, and was recognized by Real Estate Forum as one of the 50 under 40 in commercial real estate in 2015.



## Amanda Strong

Director of Asset Management  
MITIMCo

Amanda Strong is Director of Asset Management for MITIMCo, MIT's Investment Management Company, where she is responsible for overseeing a portfolio of commercial real estate assets in Cambridge, MA. Previously, Ms. Strong was a Managing Director in the Asset Management group at Colony Capital, a Director for New Boston Fund's Urban Strategy America Fund, and a construction lender for KeyBank, NA. She also has twelve years of experience in retail real estate with leasing and research experience from Marshalls, the Woolworth Corporation, and Staples, Inc.



Ms. Strong is a LEED AP Professional and holds a Bachelor of Science in Business Administration from Babson College, an Advanced Professional Certificate in Real Estate from New York University, and a Master of Real Estate Development from the Massachusetts Institute of Technology. She is a founding member and former President of AAREP-New England, and former Treasurer and board member of Nuestra Comunidad Development Corporation. Amanda is also a member of the Real Estate Executive Council (REEC), NEWiRE, and is a Babson College Trustee. She received the President's Award from NAIOP Massachusetts, was recognized as a "Woman of Fire" by Banker and Tradesman, and has received the Babson Richard J. Snyder "Distinguished Service to the College" Award.