

Code A-5

Summary of experience

Over fifteen years experience in asset management, acquisition, disposition, accounting and capital structuring of real estate and real estate related operating companies including RTC workouts. Investment types include office, industrial, retail, multifamily, hospitality, and others.

2005 – Present Vice President Boston Residential Group, LLC Boston, MA

Boston Residential Group is a premier developer and property manager of high end projects in Massachusetts including office, retail, residential apartments and condominiums.

Asset and Construction Management

- Work on permitting efforts for new construction, redevelopment and use change projects including negotiating affordable housing, landmarks transportation agreements.
- Manage the day to day construction activities of a 100,000 sq foot residential and retail condominium development including negotiating agreements with contractors, architectural, engineering and other third party firms.
- Secure tenants and negotiate leases.
- Attend weekly sales meetings to set strategy for condominium sales.
- Run sales and leasing process for affordable housing units.

Acquisitions

- Analyze prospective projects, manage due diligence process, and negotiate purchase agreements on successfully bid projects.

Capital Structuring

- Raise equity and debt financing for new projects and refinance existing assets.
- Work on budgeting, accounting reporting, compliance and document renegotiations.
- Maintain relationships with prospective partners for future projects.

1994 – 2005 Investment Manager AEW Capital Management, L.P. Boston, MA

AEW Partners Funds, AEW's high yield investing group with over \$2 billion of assets under management, invest in undervalued or inappropriately capitalized real estate assets, portfolios, and operating companies.

Asset Management

- Directed the activities of borrowers, joint venture partners and third-party managers including leasing decisions and negotiations.
 - Identified opportunities and problems at the projects and investment structure level, analyzed their implications for the short and long term performance of the investment, developed and implemented strategies and solutions to address them.
 - Produced analysis and recommendations relating to the holding versus the disposition of investments.
 - Monitored, reviewed and approved all phases of ground-up development and renovation projects.
 - Developed and implemented standard financial formats for quarterly asset reporting, annual business plans and valuation summaries.
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Acquisitions

- Negotiated asset acquisitions and joint ventures of approximately \$200 million in assets including creating economic models, preparation of market analysis, structuring, and documentation of term sheets, purchase and sale agreements and venture documents.

Dispositions

- Directed the disposition of over \$1 billion of assets and portfolios including, financial modeling, accumulation of due diligence materials, brokerage selection, buyer selection, negotiation and production of purchase and sale documents and management of deliverables for closing.

Financing

- Financed and refinanced over \$500 million in several different property types, including putting together presentation materials for lenders, lender selection and document negotiations.

Financial

- Management of Domestic and International interest and currency risk.
- Assisted in the overall financial administration of the Fund including budgeting, cash forecasting, treasury, tax planning and compliance, as well as the financial analysis used to develop and implement acquisition, asset management and portfolio management strategies.
- Compiled marketing books utilized for raising both equity and debt.
- Prepared monthly, quarterly and annual financial statements.

1992 – 1994 Senior Staff Auditor Price Waterhouse Columbus, OH

1991 – 1992 Staff Accountant Edward H. Simches C.P.A Newton, MA

Education

Boston University Bachelor of Science / Accounting Boston, MA
Graduated Magna Cum Laude. Member of the Golden Key National Honor Society.

Newbury College Associate of Arts / Culinary Arts Brookline, MA
Dean's list. Member of the hotel and restaurant management club.

Other

Over five years experience in food service management including assistant chef at Le Chefs De France in Epcot Center, Disney World.