

Deloitte.



**Deloitte's Real Estate &
Construction Industry Update**

Optimizing opportunity in an
ever-changing environment

Houston, December 5
Speaker biographies

Welcome to Deloitte's 2017 Real Estate Industry Update

The pace of disruption in our industry continues to increase, influenced by powerful forces including ongoing regulatory change, rapid advancement in technologies, workforce evolution, demographic shifts, and the dynamic influence of global events. Never has it been more important to challenge the way we think about and do business. While some of the problems the pace of change can create are daunting, the opportunities ahead are great.

In our preparation for this year's Real Estate & Construction Update—which we are again hosting in 12 cities across the United States—we have been mindful of the challenges and opportunities these rapidly changing times can present. We hope the agenda of topics and speakers that we've assembled will better prepare you for successfully managing what lies ahead.

Thank you for attending our event. We appreciate your active participation in what promises to be a day of meaningful insights and discussions.

Warm regards,



Jim Berry
US Real Estate & Construction Leader
Deloitte & Touche LLP
+1 214 840 7360
jiberry@deloitte.com



Robert T. O'Brien
Global Real Estate & Construction Leader
Deloitte & Touche LLP
+1 312 486 2717
robrien@deloitte.com

Speaker bio: Jim Berry



Jim Berry

Partner and Vice Chairman,
US Real Estate & Construction Leader
Deloitte & Touche LLP
jiberry@deloitte.com

Jim leads the US Real Estate & Construction (RE&C) sector for Deloitte. Prior to assuming the US RE&C sector leader role, he served as the head of Deloitte's Audit practice for the RE&C sector. During his more than 30 years of experience Jim has worked with public and private companies across many segments of the RE&C sector including REITs, construction, and private equity companies. Jim has extensive experience in initial public offerings, private placements, and SEC filings, as well as advising clients in all aspects of mergers, acquisitions, divestitures, and due diligence activities.

Jim is a frequent speaker and instructor on industry and other technical subject matters at the national level with Deloitte. Living in Dallas, Jim has been heavily engaged in several real estate and community organizations including The Real Estate Council and United Way of Metropolitan Dallas.

Speaker bio: Alex Braser



Alex Braser

Manager
Deloitte & Touche LLP
abraser@deloitte.com

Alex is currently in a management development program in which he assists Deloitte's Real Estate & Construction industry professional practice director. His role includes presenting on emerging real estate and construction accounting issues, developing and communicating Deloitte's industry positions on accounting and auditing matters, and serving as a consultation resource for Deloitte clients and professionals as they work through complex industry accounting issues.

Alex is in his eighth year at Deloitte, and prior to his current role, he served on audit engagements of real estate companies in Chicago. He has experience with transactions including initial public offerings, secondary stock and debt offerings, mergers and acquisitions, and spin-offs.

Speaker bio: Rod Pinheiro



Rod Pinheiro, PE, PMP, CFM
Storm Water Maintenance Branch
Assistant Director
City of Houston

Rod Pinheiro was born and raised in Brazil where he began working in the engineering and construction industry at age 17. He obtained his B.S. in Civil Engineering and then earned his M.S. in Civil & Environmental Engineering from the University of Pittsburgh.

He has over 20 years of combined engineering, management, and business expertise. He has a proven track record of transforming strategic plans into workable solutions to improve performance. Rod is also renowned for strategically raising the bar by challenging the status quo, while looking for effective and efficient ways to maximize business operations whereas incorporating financial viability.

He joined the City of Houston's leadership team in 2011, and is currently the Assistant Director for the Storm Water Maintenance Branch leading over 300 personnel and overseeing the daily operations of the City of Houston storm water infrastructure.

Speaker bio: Kevin Shtofman



Kevin Shtofman

Manager, Real Estate Technology Strategy
Deloitte & Touche LLP
kshtofman@deloitte.com

Kevin Shtofman is a manager in the Real Estate practice of Deloitte Consulting LLP. He has more than 14 years of combined experience providing strategic, financial, accounting, business improvement, and technology services to clients in the real estate industry. Kevin is highly experienced in providing operational and systems integration services to owners, operators, developers, and construction servicers of real estate. He is a recognized leader in providing strategic planning, business process improvement, systems integration, solution implementation, merger integration, asset management, and program/project management services.

Speaker bio: J. Dustin Schultz



J. Dustin Schultz

Partner, Deputy Industry
Professional Practice Director
Deloitte & Touche LLP
duschultz@deloitte.com

Dustin is the deputy industry professional practice director (IPPD) for Deloitte's real estate and construction practice. He is a partner in the Chicago office and has more than 15 years of public accounting experience. In his deputy IPPD role, Dustin consults on real estate accounting and auditing matters for both historical cost and fair value reporters, develops and presents technical updates to clients and staff, and reviews numerous financial statements and disclosures. In addition to his deputy IPPD role, he serves as the lead client service partner for some of the largest real estate companies in the United States.

Speaker bio: David Sanders



David Sanders

Partner

Deloitte Tax LLP

dasanders@deloitte.com

David leads Deloitte's Houston Private Wealth practice. He also oversees the office's efforts to provide tax services to mid-market companies and leads Deloitte's Real Estate Industry practice for the state of Texas, where he serves a variety of real estate companies including publicly traded REITs and private operating companies.

David has more than 25 years of experience serving clients in many industries including real estate, consumer products, hospitality, and high net worth individuals. Throughout his career, David has focused on developing leading-edge tax ideas and leading high-performance teams that deliver a broad range of compliance services.

David currently serves as president of the National Association of Real Estate Companies.

Speaker bio: Mark Van Deusen



Mark Van Deusen

Principal
Washington National Tax Group
Deloitte Tax LLP
mvandeusen@deloitte.com

Mark is a Principal with the Washington National Tax Group of Deloitte Tax LLP and focuses on tax issues faced by real estate investment trusts (REITs) and other real estate investors. Before joining Deloitte, Mark was a partner at Hunton & Williams LLP, where he represented REITs and investment banks in a large number of REIT initial public offerings and secondary stock offerings. He has also advised targets and acquirers in REIT mergers and acquisitions transactions, and he has advised REITs in tax-deferred and taxable spin-off transactions. In addition to transaction-related engagements, Mark has successfully obtained private letters rulings and closing agreements from the IRS on REIT-related matters. Mark has represented REITs in all asset classes, but has spent a significant portion of his career advising mortgage REITs and hotel REITs.

Mark also has extensive experience advising clients on partnership tax issues. He has structured "UPREIT" and "downREIT" tax-deferred contribution transactions, and he advised on the structuring of a number of joint venture transactions. He has also served as the tax advisor to two publicly traded partnerships.

Mark speaks regularly on issues related to REITs and investments in real estate, and his articles on REIT taxation have been published in *Taxes* and the *Journal of Real Estate Taxation*. Mark is also the program chair for the William & Mary Tax Conference.