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Deloitte's Real Estate & Construction Industry Update

Optimizing opportunity in an
ever-changing environment

New York City, November 28

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: Tom Davis



The Honorable Thomas (Tom) M. Davis

Director of Federal Government Affairs

Deloitte LLP

todavis@deloitte.com

Tom Davis serves as Deloitte's Director for Government Affairs in Washington, D.C.

He is a former seven-term member of the U. S. House of Representative, where he served two successful cycles as Chairman of the House Republican Campaign Committee. He also served as Chairman of the House Government Reform and Oversight Committee, where he presided over Baseballs' steroid hearings and authored over 100 Bills that became law.

Known as a brilliant political strategist, Tom has twice won National Journal's Political Genius Award; and is a frequent guest on cable television with his political commentary. Tom also is an Adjunct Professor of Political Science at George Mason University in Fairfax, Virginia where he also serves as Rector (Chairman of the Board of Visitors).

Tom is co-author of *The Partisan Divide* with former Democratic campaign Chair Martin Frost and *Almanac of American Politics* author Rich Cohen.

Tom received his degree in political science with Honors from Amherst College and his law degree from the University of Virginia.

Speaker bio: Todd Friedman



Todd Friedman

Partner

Deloitte & Touche LLP

tofriedman@deloitte.com

Todd Friedman leads Deloitte's real estate mortgage group and has more than 24 years of experience serving mortgage servicers and lenders. His primary focus is on serving SEC registrants in the specialty finance business, including mortgage REITs, commercial and residential mortgage loan servicers, and owners and issuers of mortgage-backed securities.

Todd's extensive industry experience has made him one of our organization's most knowledgeable and trusted specialists on mortgage and real estate issues, and he has overseen the services provided to many of our largest real estate clients. He has strong relationships with industry leaders throughout our global organization, and has deep experience in coordinating and managing teams operating in multiple locations both domestically and abroad. Todd is a member of the Mortgage Bankers Association and the National Association of Real Estate Investment Trusts.

Todd is currently the lead client service partner for Brixmor Property Group and Reverse Mortgage Investment Trust, the audit partner for Apollo Residential Mortgage Trust (an affiliate of Apollo Global Management), and the advisory partner for Real Estate Capital Partners. He has previously served as the lead client service partner for Centerline Holding Company and Starwood Property Trust. Todd has assisted his clients with highly complex technical accounting and SEC related matters, initial public offerings, corporate mergers and acquisitions, secondary stock and debt offerings, and asset securitizations.

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: Kirti Tidke



Kirti Tidke

Senior Manager
Deloitte & Touche LLP
ktidke@deloitte.com

Kirti Tidke is a Senior Manager in the Cyber Risk practice at Deloitte. Kirti mainly works with organizations in the Financial Service industry and has over 10 years of experience spanning across multiple cyber and information security areas. She has worked with financial services companies to design their information security program, information security governance and risk management, asset risk management, identify and access management and data protection programs. She also has experience working with financial institutions manage cyber risk during M&A transactions. Kirti is a key thought leader for Deloitte's cyber risk people solutions.

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.