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

Optimizing opportunity in an
ever-changing environment

Miami, November 9
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,



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Robert T. O'Brien
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Speaker bio: Jim Berry



Jim Berry

Partner and Vice Chairman,
US Real Estate & Construction Leader
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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

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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: Alex Brosseau



Alex Brosseau
Senior Manager
Washington National Tax,
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Alex Brosseau is a Senior Manager in the Tax Policy Group of Deloitte Tax LLP's Washington National Tax office. In that capacity, he monitors tax policy developments in Congress and the White House on behalf of the firm and its clients. From 2012 to 2015, Alex served as Senior Analyst for Tax Policy on the U.S. Senate Budget Committee where he was the primary tax adviser to the committee's two previous chairpersons, Senator Patty Murray of Washington and Senate Finance Committee member Kent Conrad of North Dakota. Alex is a Certified Public Accountant (CPA). He received his Master of Science in taxation from American University (Washington, DC) and his Bachelor of Arts in accounting and economics from the University of Saint Thomas (Saint Paul, Minnesota).

Speaker bio: David Collins



David Collins
Controller
Lennar Corporation

David received a Bachelor's in Accounting from the University of Florida and a Masters in Accounting from Florida International University. He joined Lennar Corporation in 1998 and has been its Controller since 2008.

Speaker bio: Oliver Ford Gibson, III



Oliver Ford Gibson, III
Managing Director, Development
& Investments
Codina Group

Ford Gibson is a 35-year veteran of the commercial real estate industry. His development portfolio includes more than 16.5 million square feet of office, retail, industrial, manufacturing, and multifamily projects. He started in the business in Boston with Spaulding and Slye. After 6 years there he moved to Spectrum Properties in Charlotte and finally landing in South Florida with the Codina Group. Ford has led development teams on award-winning projects throughout South Florida and the east coast.

For more than 14 years he was instrumental in the growth of the Codina Group, first as the head of Codina Development then as the President of the entire group. While he was there he was the winner of many of the real estate industries most prized awards. Among them he was four times named Developer of the Year by the National Association of Office and Industrial Parks South Florida Chapter, twice named the Developer of the Year by the Industrial Association of Dade County, and in each year of his tenure at least one of his projects won individual awards from those two organizations. After he left Codina to start Gibson Development Partners he continued his string by landing another Building of the Year award from NAIOP. In addition, under Mr. Gibson's leadership, Codina's Medical Arts Building at Baptist won the BOMA World Wide Building of the Year.

Speaker bio: Tony Giro



Tony Giro

Partner

Deloitte & Touche LLP

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Tony Giro is a partner in Deloitte's Audit & Enterprise Risk Services practice. Based in the Florida/Puerto Rico practice, Tony has over 20 years of professional services experience and is actively engaged in client service. He devotes a significant amount of his time serving clients in the real estate and financial services industries. Tony also serves clients in the travel and retail industries. He is the leader for the Real Estate practice in Florida and is the Talent Leader for the Florida/Puerto Rico practice.

Tony is a graduate of Florida International University where he earned Bachelors and Masters Degrees in Accounting. Tony also graduated with a Masters in Business Administration from the Fuqua School of Business at Duke University. Tony is involved in the community serving as the Lead University Partner for Deloitte's relationship with Florida International University. Tony is also a significant supporter of the United Way.

Tony's professional affiliations include Member, American Institute of Certified Public Accountants and Member, Florida Institute of Certified Public Accountants, and he serves on the Advisory Board of the School of Accounting and on the Dean's Council at Florida International University.

Speaker bio: Scott Hileman



Scott Hileman

Managing Director, Deloitte
Advisory
Deloitte Transaction and Business
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Scott is a Managing Director in the Miami Real Estate Advisory Services Practice of Deloitte Transactions and Business Analytics LLP and the Lease Advisory Services National Practice Leader. He has more than 30 years of real estate operational and advisory experience throughout the United States and abroad including work in Sweden, Russia and Venezuela. Most recently he has been advising clients regarding data requirements for the new lease accounting standard ASC 842.

Scott's experience encompasses all aspects of real estate investment at the individual asset and entity level including: valuation, acquisition underwriting/due diligence, financing, development, operations, asset management, accounting/reporting, and dispositions. He is skilled at analyzing and valuing all major real estate property types as well as specialty uses and debt products.

He has also completed projects involving strategic business planning, business process improvement, organizational assessments, technology selection and implementation, and operational/controls reviews. Additionally, he has provided analytical support relative to a number of litigation cases.

Scott's advisory clients have included REITs, developers, lenders, institutional investors, fund operators, corporate real estate users, and public sector entities. He was one of the co-authors of the Resolution Trust Corporation Asset Due Diligence Manual which outlined procedures for managing, valuing and disposing of troubled real estate assets.

Speaker bio: Tom Pendergast



Tom Pendergast
Managing Director
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As one of the leaders of Deloitte Consulting's Engineering & Construction (E&C) practice, Tom has been delivering technology solutions in the E&C and facilities management industries for over 20 years. He helps clients understand the impact to their business in a constantly changing technology world by applying tech fluency to clients' most pressing business opportunities using the latest in ERP, E&C systems, cloud, mobile, and IoT solutions. Prior to joining Deloitte in 2000, Tom worked in industry with Fluor Daniel GTI and The IT Corporation. He earned a BS in geology from the University of Rhode Island and an MBA from the University of Massachusetts Dartmouth.

Speaker bio: J. Dustin Schultz



J. Dustin Schultz
Partner, Deputy Industry
Professional Practice Director
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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: Mike Siegel



Mike Siegel
Audit Managing Director
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Michael is an Audit Managing Director based in Boca Raton, Florida. Michael started with Deloitte in 1992 and has significant experience serving large public companies and privately held entities.

Michael has served clients in a variety of industries including real estate, hospitality, aerospace and manufacturing. Michael has extensive experience leading audit engagements, with debt and equity offerings, business combinations and audits of internal control over financial reporting. Michael worked for 12 years in the Detroit office before transferring to Florida in 2004.

Michael supports the community by leading Deloitte's annual United Way campaign and as a member of the Finance Committee at the United Way of Broward County.

Michael holds a BBA from the University of Michigan and is a Certified Public Accountant.



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