



Biographies

Tom Burns is a Vice President at Deutsche Bank focused on originating new commercial real estate opportunities on the west coast. Tom joined Deutsche Bank's commercial real estate group in 2010 in the New York office and was transferred to Los Angeles in early 2012. While at the bank, Tom has financed over \$2.0 billion in office, retail, data center, industrial, self-storage, hotel and multi-family properties. Prior to joining Deutsche Bank, Tom worked for Transwestern's investment sales team in Beverly Hills where he completed over \$3.0 billion of sales, debt and equity financing and he began his real estate career at Cushman and Wakefield. Tom earned his Master's of Science in Real Estate Development from Columbia University and his Bachelor's from Vanderbilt University. He lives in Santa Monica with his wife.

Jeffrey Finn is a Director in MetLife Real Estate Investment's Los Angeles office. For the past year, he has served in the role of Debt Team leader, overseeing a \$4.5 Billion portfolio of commercial mortgage investments. In his first full year in this role, the team originated over \$1B of mortgages. For the prior eight years, he served as Equity Team Leader, responsible for a \$2.0 Billion portfolio of equity and joint-venture investments. During that period Jeff was involved in several billion dollars of activity, including acquisitions, dispositions and lease transactions. Jeff received his MBA in Finance and Real Estate from the University of Southern California and his BS in Business Administration from the California State University, Northridge. He is an active member of NAIOP and the CMBA.

Jeff Friedman co-founder Mesa West Capital and is involved in all areas of the company including originations, asset management, investor relations and operations. With offices in Los Angeles and New York, Mesa West is a real estate finance company with over \$2 billion in lending capacity. Mesa West primarily provides non-recourse first mortgage loans for value added or transitional properties throughout the United States. Mesa West is a national lender that has originated over \$3 billion of loans for its portfolio which includes all major property types with loan sizes from \$15 million to \$150 million.

J.B. Gerber is Assistant Vice President, Alternative Investments at Cornerstone Real Estate Advisers. Mr. Gerber is responsible for the origination of new commercial real estate investments, including mezzanine loans, transitional first mortgages, B-Notes and preferred equity investments as well as performing asset management duties for the existing high yield portfolio.

Raymond A. Hedrick has over 25 years of real estate investment experience including extensive involvement in distressed asset portfolio acquisition and management, capital structuring and private fund oversight. Prior to joining Appian Capital, Mr. Hedrick was President of Midtown Niki Capital Partners. For over ten years, Mr. Hedrick directed all aspects of joint venture investment in over \$950 million of real estate development



projects nationwide for this closely held investment fund. In 1994 Mr. Hedrick cofounded and served as managing director of Hanover Property Company, the joint venture investment arm of Marcus & Millichap. Mr. Hedrick also worked at Essex Property Trust as Vice President where he led the division that purchased portfolios of distressed loans from private lending institutions and at Colony Capital, the foremost investment fund targeting the purchase of RTC/FDIC pools of non-performing loans. Mr. Hedrick earned his B.S. degree in Business and Finance from the University of Southern California and lives with his wife and 2 children in Del Mar, California.

Since **Stephan Kachani** joined Lone Oak Fund in 2003, he has closed over \$1.5 Billion in bridge loans, become a Member of the Fund, and an expert in private bridge lending. Often interviewed and written about, Stephan also writes about and speaks on real estate finance related issues. Kachani has created relationships throughout Southern and Northern California, including institutional banks, commercial banks, mortgage bankers, mortgage brokers, attorneys, life insurance companies, equity funds, CPAs, financial advisors, estate planners, and money managers while providing a profit center for them. An advocate of business social media, Kachani developed Lone Oak Fund Real Estate Business Forum on LinkedIn, through which over 18,500 (and growing daily) members from local and national Real Estate and Finance communities have connected and made deals through networking with each other.

Rudy Kramer is a Senior Vice President and Market Manager for US Bank's Commercial Real Estate group based in Los Angeles. He is responsible for managing and growing the \$1.6 billion commercial real estate loan portfolio comprised of large construction, bridge and entity level loans to strong private and public real estate companies. Mr. Kramer's financial career spans over 25 years in commercial real estate banking with national banking institutions. Mr. Kramer graduated with a Bachelor of Science in Business Administration with a Finance, Real Estate and Law Major and Real Estate Minor from California State Polytechnic University, Pomona. He is a member of ULI, NAIOP, BIA and ICSC and serves on the Los Angeles Board of Trustees for Olive Crest a non profit organization to help at risk children.

Leslie Lundin is Managing Partner and co-founder of LBG Real Estate Companies, LLC, a privately-held real estate company that specializes in the acquisition, investment and development of commercial real estate properties in the western United States. The company focuses exclusively on opportunistic investments, with a strong preference for retail properties. The company's investment strategy concentrates on the direct acquisition of commercial real estate properties and distressed debt as a principal as well as third party transactions. Leslie was named as one of Real Estate Forum's 2009 Women of Influence and one of Southern California's Most Influential Women by Real Estate Southern California Magazine in 2005, 2006, 2007 and 2008. She is frequently published and interviewed by industry periodicals and routinely speaks at industry conferences, including ICSC, NAIOP, Crittenden, Realshares, IMN, iGlobal, Trigild, CREW, ACRE and Women's Leadership Counsel. Leslie was the 2007, 2008 and 2009



Chair of the ICSC/NAIOP Capital Marketplace Conference held annually in New York and now serves on the committee. She was the 2010 and 2011 Chair of the ICSC/NAIOP/LAMA Capital Marketplace West Conference (one that she started in 2010). She is on the first ever ICSC Recon Committee and the Chair of the ICSC International Capital Markets Committee which she formed. Leslie Chairs the Final Frontier Conference: a Seminar on Women as Entrepreneurs in Commercial Real Estate, which she conceived of and started. She is also a licensed California real estate broker.

Alina V. Mardesich is the Business Development Manager for Sabal's Commercial Real Estate Bridge Lending Group where she is responsible for growing Sabal's CRE lending platform. Mrs. Mardesich joined Sabal in late 2012 with over 20 years of experience in the Southern California commercial real estate market including loan originations, asset management, business development, consulting and valuation. Mrs. Mardesich was most recently a portfolio manager at US Bank where she was responsible for the management of a \$300+ million CRE portfolio. Prior to joining US Bank, Mrs. Mardesich was Vice President of Business Development at Buchanan Street Partners where she was responsible for identifying new operating partners for the company's joint venture equity funds. From 1996 to 2007, Mrs. Mardesich was Vice President at Fremont Investment & Loan where she originated over \$1.2 billion in non-recourse bridge and construction loans. Prior to joining Fremont, Mrs. Mardesich was a portfolio analyst at The J.E. Robert Companies/Archon Group and a staff consultant/appraiser at Arthur Anderson & Co. Mrs. Mardesich has been a featured guest speaker and panelist at numerous CRE industry conferences including CMBA, OPUS connect, Women in Real Estate and more.

Joel K. Mayer is currently Managing Director - Head of Retail for Rockwood Capital, based in its Los Angeles office. In his role at Rockwood, he leads all of the firm's retail real estate strategy, acquisitions and existing investments throughout the country. Mr. Mayer is a member of the International Council of Shopping Centers (ICSC) and the Urban Land Institute (ULI). At ULI he is Assistant Chair of the Commercial Retail Development (Blue) Council. Further, he has been a speaker and lecturer at several real estate industry functions over the years with organizations such as ULI, ICSC, and the graduate business schools at the University of Michigan, University of California - Los Angeles and University of Southern California. Mr. Mayer earned a Bachelor of Arts in Economics from the University of Michigan in 1985.

Mark L. Myers is an executive vice president and heads the Wells Fargo Commercial Real Estate Group. Operating in 40 offices in the United States and an office in Toronto and London, Commercial Real Estate provides a comprehensive platform of banking and financing solutions to regional/national owners, operators and developers, institutional real estate funds and REITs. During Mark's 30-year affiliation with Wells Fargo, he has held a number of senior leadership positions in the Real Estate, Corporate, Capital Markets and Special Situation Groups. Mr. Myers, based in San Francisco, is a member of Wells Fargo's Management Committee. Myers earned his B.S. degree from the



University of California, Berkeley. He is on the Policy Advisory Board Executive Committee of the Fisher Center for Real Estate at the University of California, Berkeley, a council member of the Urban Land Institute, a member of the Real Estate Roundtable and a member of the International Council of Shopping Centers. Additionally, he serves as a member of various community and non-profit boards.

Michael A. Pedone is a First Vice President at OneWest Bank with over 15 years of industry related experience. In his current role, Mike is responsible for business development, relationship management and new loan originations for the Commercial Real Estate Group. Prior to joining OneWest in the Fall of 2011, Mike spent 12 years with GE Capital Real Estate as a Director in various roles including investor relations, new loan originations, risk/underwriting, private equity fund investing and portfolio/asset management. Before joining GE, Mike worked for both CB Richard Ellis and Grubb & Ellis in investment sales. He holds a B.A. in Economics from the University of Maryland, College Park and an M.B.A. in Finance from the University of California, Irvine.

David Rosenthal, MAI, FRICS has over 27 years of experience providing commercial real estate appraisals, appraisal reviews and appraisal consulting for financial institutions throughout California. He is a founding principal of Curtis-Rosenthal, Inc., a commercial real estate appraisal firm with over 150 years of collective appraisal experience among its team of professionals. Mr. Rosenthal has also testified as an expert witness in the Federal, Municipal and Civil Court Systems. Prior to founding Curtis-Rosenthal, Inc., Mr. Rosenthal was a corporate lending officer at Security Pacific National Bank. He has an MBA in finance and accounting from the J.L. Kellogg Graduate School of Management at Northwestern University, and a BS in business/finance from the University of Florida. Mr. Rosenthal has lectured on real estate valuation at UCLA and Loyola Marymount University and he is a frequent panelist and public speaker. He is a regular author of articles for commercial real estate publications and his "Economic Update Report" is a feature on RENTV.com.

Allan Sternberg is a Vice President at Angelo, Gordon & Co, L.P. He is based in Los Angeles and works on acquisitions, asset management and distributions of all asset types in the Western region. Allan has been with the firm for five years. Prior to joining Angelo, Gordon, Allan worked for Lehman Brothers Real Estate Partners where he focused on real estate fund acquisitions and mezzanine debt investments. Allan received BA and MA degrees from Brandeis University.

Gary M. Tenzer is Managing Director/Principal and a Co-Founder of George Smith Partners, Inc. With over 30 years of experience, he has arranged over \$6.0 Billion of real estate financing nationwide. Mr. Tenzer is an experienced expert witness and litigation consultant and has been involved in several hundred real estate litigation matters. Mr. Tenzer is a member of the Advisory Board of the UCLA Ziman for Real Estate and has been a frequent lecturer at undergraduate and graduate real estate finance classes at



UCLA and USC; he is also a member of the Urban Land Institute. Mr. Tenzer holds a BA degree from UC Berkeley and both an MBA in Finance and MSBA in Real Estate Finance from USC.

Adam B. Weissburg is a Partner at the Los Angeles office of Cox, Castle & Nicholson LLP, where he specializes in real estate secured transactions. •Since joining the firm in 1993, Mr. Weissburg has represented borrowers and lenders in all facets of real estate finance, including loan facilities for real estate developers, acquisition loans, senior secured loans, mezzanine loans, workouts and bankruptcies. •Mr. Weissburg's experience also ranges over several different types of property products, including raw land, retail, single and multi-family residence, and hotels and timeshare loans (including in Latin America and Caribbean). As of Jan, 2012, Adam is the head of the firm's capital market team.

Christopher F. Winnen is a Senior Vice President of Blue Vista Capital Management, LLC. Blue Vista, based in Chicago, Illinois, is a leading national real estate investment management firm with in excess of \$700 million in capital under management. The company has participated in joint ventures representing over \$3.5 billion in total capitalization. Mr. Winnen joined Blue Vista in 2004 and has assisted in the acquisition and financing of approximately \$1.3 billion of assets. Mr. Winnen's responsibilities include the sourcing, negotiating, structuring and closing of investment opportunities as well as the evaluation of investment management opportunities for Blue Vista's various strategies. Mr. Winnen was previously a Vice President in the Capital Markets group of JLL in Chicago where he was responsible for executing various real estate transactions, including private equity raises, debt financings, institutional asset sales and corporate finance activities. He received a Bachelor of Business Administration from the University of Notre Dame and a Master of Business Administration from the Kellogg School of Management at Northwestern University.