

## **Biographies of Faculty in the Real Estate and Facilities Management Program**

**Josh Anderson** is a Senior Project Manager at Cathartes Private Investments, and he oversees the acquisition, development, repositioning and disposition of commercial, residential and mixed-use properties. Josh has over twenty years of real estate experience in acquisition, permitting, feasibility and financial analysis, design and construction management, property and asset management and marketing. Josh earned his MS in Real Estate Development from the Massachusetts Institute of Technology and his BA from St. Lawrence University. Josh is a member of the Urban Land Institute, has achieved the MAI designation from the Appraisal Institute, and is a past chairman of the Alumni Association of MIT's Center for Real Estate.

**Alan E. Brand** is a Partner and Regional Director of Asset Management at TA Associates Realty. TA is a Boston-based, private real estate pension fund advisor which manages over \$12 billion in real estate assets for institutional and pension fund investors. These assets include office, industrial, retail, and multi-family properties located throughout the US. Prior to joining TA, Mr. Brand was a commercial real estate debt capital originator for 18 years. He was a Vice President at Eastern Bank and Director of Eastern Realty Advisors, Inc. There, he was responsible for commercial real estate underwriting and origination for Eastern Bank's portfolio as well as portfolio loans for Prudential Insurance Company in the New England region. Mr. Brand's prior experience included commercial construction and bridge loan financing in Massachusetts and nationally with Fleet Bank and Bank of New England. He received his BA from Boston University and MPA from Suffolk University.

**Richard Brouillard** is a Construction Analyst for the Massachusetts Department of Housing and Community Development (DHCD). Rick graduated from Wentworth Institute of Technology with an Associate degree in Architectural Engineering and a Bachelor of Science degree in Building Construction Technology. He is a Massachusetts Licensed Construction Supervisor-Unrestricted, a Massachusetts Certified Public Purchasing Official, (MCPPO) for Design and Construction and is a member of the Massachusetts Facility Managers Association (MAFMA). Prior to working for DHCD, Rick was an Assistant Construction Manager for a nation-wide retail factory outlet chain (Bugle Boy) and a Facility Manager for Tufts Health Plan and Storage Networks. Rick started his career in the industry as a Carpenter and Assistant Field Engineer.

**Joseph Cerniglia** is the owner and president of New England Inspection Service, Inc. which specializes in residential and commercial building inspections. Joe has conducted over 6,000 property inspections. Prior to founding New England Inspection, he was the facilities manager at Hewlett Packard's Waltham facility and was responsible for numerous large construction projects during his career at H-P. Joe holds the following licenses: Registered Professional Electrical Engineer, Construction Supervisor's license, Professional Home Inspector's license, Refrigeration technician license. He holds a BSEE from Mississippi State University and an MSEE from Northeastern University. Joe holds one U.S. patent.

**Blair Chamberlain**, PE is the Group Director of the Plumbing and Fire Protection Engineering Department at SEi Engineering, Inc. Boston, and is a registered Fire Protection Engineer. Blair has more than 30 years of design, engineering and construction experience for projects ranging from schools, residential and commercial buildings to hospitals, high rise buildings, and research and teaching laboratories. Almost half of his engineering career has included the design and construction of hospitals and health care facilities throughout the northeast. Blair is certified in Plumbing Design (CPD) by the American Society of Plumbing Engineers and is a LEED

Accredited Professional by the U.S Green Building Council. He has also worked on numerous LEED Certified Buildings. Blair also holds several other construction industry certifications including Certified Construction Specifier (CCS) and Certified Construction Contract Administrator, (CCCA). Blair is a Professional Member of the Society of Fire Protection Engineers and has been the Education Chairman of the Boston Chapter of the American Society of Plumbing Engineers and remains active in the chapter.

**Richard Christiano** has been at his current position as Director of Facilities and Administration for Harvard Business School Publishing since January of 2001. Previously, he held the position of Facilities Manager in Facilities Maintenance Operations at Harvard University. During his long tenure at Harvard University, Mr. Christiano managed facilities services for approximately one million square feet of academic buildings, including Harvard Law School, Harvard School of Design, and Harvard Divinity School. His duties also included management of union mechanics and custodians, project management, construction management, and building commissioning. Richard earned his BS from Boston State College (now part of the University of Massachusetts), and his master's degree in Facilities Management from Cambridge College.

**Paul Corrado** earned his BSEE from Northeastern University and his MBA from Worcester Polytechnic Institute. He has over 20 years of experience in project engineering for electrical systems and field supervision responsibilities on projects involving power generation, power distribution, lighting, lighting control, grounding, fire detection, security alarm, telephone, lightning protection, surveillance, and card access systems. He is knowledgeable in sustainable building design and construction practices, and is an accredited professional in the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED). Paul is registered as a professional engineer in 24 states and is certified with the National Council of Examiners for Engineering and Surveying.

**Daniel J. Coughlin** has been involved in real estate operations for more than 30 years and has managed portfolios valued at over \$16 billion. He is a Founder, CEO, and Managing Member of High Street Equity Advisors, where he focuses on investment structuring, capital planning and portfolio formation. Dan has served as president and board member of the National Council of Real Estate Investment Fiduciaries and a member of the Greater Boston Real Estate Board and the Institute of Real Estate Management. A Certified Property Manager, Dan received a BA in Economics, summa cum laude, from Stonehill College and earned his MBA from Boston University. He is a past board member of Catholic Charities, past chairman of the Hingham Water Supply Committee, and is a Trustee of Stonehill College.

**Charles Eisenberg** is the President of EISENBERG CONSULTING. He has thirty years of real estate experience working for and with major Boston development companies. During the early 1990s, he managed nationwide residential and retail portfolios for the FDIC and Fleet Bank. From 1993 to 2001, he served as the C.O.O. of a local design firm while consulting for real estate development and investment firms. The last four years have brought him back to real estate consulting on a full-time basis, managing the development of residential, commercial, mixed-use and assisted living facilities. He also provides expert financial and market consulting services for portfolio analysis and acquisitions. Chuck has special expertise in the development of residential properties and mixed-use projects. He is adept at the assembly of public-financing programs and has extensive knowledge and experience with the regulatory process. He has a BA from Brandeis University, an MA in Government and Planning from Cornell University, and an MBA. from Harvard University.

**Robert J. Flaherty**, PE, LEED AP, is a principal and senior mechanical engineer at SEi Engineering with over 25 years of experience in the design of new and renovation projects. He has been responsible for the designs, from master planning to construction completion, including preparation and coordination of construction documents and conducting field construction reviews. He has particular experience in campus-type developer driven offices, central plants, higher education, R&D laboratories, vivaria, data centers, and health care facilities. He is a licensed mechanical engineer in 19 states and is certified by the National Council of Examiners for Engineers and Surveyors (NCEES). He is knowledgeable in sustainable building design and construction practices and is an accredited professional in the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED™). Bob holds a Bachelor of Science degree in Mechanical Engineering and a Master of Science degree in Thermo-Fluid Engineering, both from Northeastern University.

**John J. Gioioso**, CFM, MCR, is Director of FMCNA Building & Corporate Services at Fresenius Medical Care North America in Waltham, MA. Previous to Fresenius, he worked for several banking institutions in the downtown Boston area. John's career in the real estate/facilities industry spans several decades. John is currently Institutional Liaison for the Boston IFMA Chapter. He is the recipient of the 2001 IFMA Boston Distinguished Award and Certificate of Commendation from the City of Revere, MA for his role as an educator to the Facilities Management Field. John has been a Certified Facility Manager since 1993, and he was recently awarded a Master of Corporate Real Estate designation from CoreNet Global. He has an associate's degree from North Shore Community College, a bachelor's degree from Suffolk University, and he earned a master's degree in Facilities Management from Cambridge College.

**James Martin** is a Manager in the Transaction Advisory Services - Real Estate Group at Ernst & Young, LLP. Jim has provided a variety of real estate services for owners, operators, developers, private investors, REIT's, and financial institutions. His assignments have included valuations, market and feasibility studies, acquisition due diligence, transaction advisory, asset disposition, and REIT mergers and acquisitions. He earned an MBA from Northeastern University, a BE from Dartmouth College, and a BA from Hobart College.

**David McKay**, C.P.A, is an Audit Partner in Ernst & Young's Assurance and Advisory Business Services practice. David has over twenty years of professional experience serving the real estate and financial services industries. David's real estate experience in public accounting has focused on a variety of players, including public real estate investment trusts, private developers and investors, and real estate opportunity funds. David has extensive experience in public reporting and capital raising transactions, joint venture and development accounting matters, and transaction due diligence. David is a member of the Massachusetts Society of Certified Public Accountants and the American Institute of Certified Public Accountants, and a licensed Certified Public Accountant in Massachusetts, Vermont and Connecticut. David earned a Bachelor of Arts in Economics from Colby College and a Masters of Business Administration from the University of Miami.

**Christopher E. Mellen** is Vice president of the Simon Companies, and on the Faculty of the Institute of Real Estate Management. Chris is the 2006-2007 Region 1, Regional Vice president for IREM, and he is on the IREM National President's Executive Board. With over 25 years experience in Real Estate Management, he was the IREM Boston Chapter 2004 President, Named Certified Property Manager of the Year in 2002, and he was twice named Real Estate Executive of the Month, in 2004 and again in 2007 by the New England Real Estate Journal. He has been the IREM Boston Chapter's Education Committee Chairman for eight years and is on IREM National's Student and Academic Outreach Work Group. Chris has also written and

reviewed many courses and publications for IREM. In addition to his IREM involvement, he served on the Finance Committee for seven years, three as Chair, in Dedham where he lives.

**Blair Murphy**, CPA, is a Tax Partner at Ernst & Young with more than twelve years of experience as a tax consultant in a public accounting environment with a concentration in the taxation of flow-through entities and corporations. Blair's primary focus has been in the partnership taxation area focusing on transactions, tax planning, consulting, and reporting for various clients. He has a great deal of experience in the real estate industry, private equity area and the sports field as well as with professional services partnerships and limited liability companies. In addition, Blair has been instrumental in assisting clients with structuring, planning, and modeling transactions dealing with various tax credits. Blair is also responsible for overseeing and participating in technical training for members of the partnership and real estate group. He is a member of the Massachusetts Bar and the Massachusetts Society of CPAs. He received his J.D. from Suffolk University Law School, his MST from Northeastern University, and his BSBA in Accounting from Bryant University.

**Robert J. Nahigian**, FRICS, SIOR, CRE, has almost four decades of experience in real estate experience, with nearly three decades exclusively in commercial and industrial as a developer, advisor, expert witness, and broker of approximately \$4.8 billion of real estate totaling 37 million square feet. He is recognized as a national leader in his industry; a frequent speaker; and invited columnist to newspapers. Rob is Principal of Auburndale Realty Co. He provides brokerage/advisory and expert trial witness services to public agencies, investment portfolio groups and corporations in New England, Missouri, Ohio, California, and Florida. He is a member of several professional organizations and has received several prestigious awards for his accomplishments. Rob received his BA from Lehigh University and holds a Master's in Urban Planning from Columbia University. Rob is a Licensed Trainee Appraiser in Massachusetts and Licensed Real Estate Broker in Massachusetts and New Hampshire.

**Carl Pearson** is the Vice President of Global Property Developers Corporation, one of the Callahan Companies, located in Bridgewater, MA. Global is a New England based real estate development company, proving clients with commercial and residential site acquisition analysis, as well as permitting and consulting services. Mr. Pearson brings more than 30 years of experience in the fields of real estate, environmental consulting, contracting, and health and safety services to the program. He has served as vice president and/or project manager for firms such as Certified Engineering & Testing, Co., ATC, and Global Waste Management. His experiences provide real estate professionals with a unique understanding of specialized fields from the real estate perspective. Mr. Pearson earned his BA in chemistry and history from Assumption College in Worcester and completed his MBA at Anna Maria College.

**Thomas A. Pereira** is Vice President and Director of Structured Finance at Boston Capital and is responsible for portfolio and credit facility structuring, and transaction pricing for their Affordable Housing Division. He is also the Fund Manager of Boston Capital's debt funds. Tom has worked in the real estate industry for the last 20 years on the debt and equity sides as well as for private and publicly traded firms. He received his MBA with a concentration in Public Non-Profit Management and his BS in Business from Boston University.

**Michael J. Reilly** is president of Reilly Communications, a marketing and strategic communications consulting firm based in Boston. His clients include professional service firms in commercial real estate, architecture, engineering, construction, and publishing. Prior to starting his own firm, he worked as a marketing and business development director for companies including SMMA, the Beacon Companies, and Zweig White. Mike earned his MS in

Communications from Boston University's College of Communication and a BS in Journalism from Suffolk University.

**Seth Rosen** is a vice president in Colliers Meredith & Grew's Capital Markets group where he specializes in structured real estate finance and securitized lending. He is responsible for the negotiation and placement of first and second mortgage debt, bridge and mezzanine debt, joint venture equity, and construction and forward-funding financings. Seth also publishes on issues of relevance and trends in commercial real estate finance. To date he has completed in excess of \$700 million dollars in commercial real estate debt and equity placements. He earned his BA from Boston University, and he earned two masters' degrees from Bentley College: an MBA and an MS in Taxation.

**Barbara Schmitt** is a real estate attorney at Goulston & Storrs, where she is a director. She currently concentrates her practice in leasing, but has over twenty years' experience in all facets of real estate law. In addition to teaching at the Center for Professional Education, she is a frequent instructor at Massachusetts Continuing Legal Education, and has been known to teach knitting and bread baking as well. She received her A.B. with honors from the University of Chicago, holds a master's degree in social psychology from the University of Michigan, and received her J.D. from Harvard University.

**Mark Urbanek** is founder and principal of C.R.E.SOURCE Consulting, a real estate services and project management practice. C.R.E.SOURCE helps companies acquire space, manage building projects and relocate their operations. Mark has more than 20 years experience in corporate real estate, having directed facility planning, site selection, leasing, and project management functions at Fortune 100 companies including EMC, Digital, Bose Corporation and Trammell Crow Company. During that time he managed 12,000,000 square feet of space, and put over \$600 million of new construction in place, while working in 21 states and 23 countries. Mark is a registered professional engineer with a bachelor's degree in civil engineering and a master's degree in management from the University of Massachusetts – Amherst.

**Gregory Vasil** is President and CEO of the Greater Boston Real Estate Board. He is a graduate of Tufts University and Suffolk University Law School. He practiced environmental law for over 15 years with extensive experience in government, policy, and regulatory matters. Greg was head of the Massachusetts Environmental Strike Force, an organization which sought to prosecute the most egregious environmental crimes in the Commonwealth. Later he became a Senior Vice President at MassDevelopment, working on public/private real estate development projects in Massachusetts.

**Mark Warren** has over 24 years experience in the Sustainable Design, energy efficiency/procurement, and building commissioning fields. He has extensive experience in evaluating energy options, system commissioning, optimization of HVAC and energy operations for various facilities. Mark has completed numerous feasibility studies and master planning services; facility energy audits; commissioning plans and energy procurement services. He has led a technical team responsible for the analysis of cogeneration systems; own/operate HVAC projects and energy efficiency technologies. Mark has led the Green Team and Sustainable design practice for SEi Engineering. He has extensive knowledge of sustainable building design and construction practices, and is an accredited professional in the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED™) Green Building Rating System. He has presented sustainable design practices for AIA, CORENET and other professional organizations. Mark has a BS in Mechanical Engineering from Northeastern University and an MBA from Bentley College.

**Scott Watson** is a consultant, author, and teacher specializing in organizational security and crisis management. He holds a bachelor's degree in Political Science from Long Island University, a master's in Criminal Justice from Boston University, and a master's in Education/Instructional Design from the University of Massachusetts. He is a Certified Protection Professional, a Certified Fraud Examiner, and a frequent speaker at professional conferences. Scott's publications include several articles in professional journals, chapters in two textbooks, and his own recently released book, entitled "The Art of War for Security Managers". Scott currently serves as the Vice Chairman of the ASIS International Crisis Management and Business Continuity Council and is a member of the Association of Certified Fraud Examiners and the New England Disaster Recovery Information Exchange (NEDRIX).

**Marc Wexler** is Director of Asset Management at Sawyer Realty Holdings LLC, where he is responsible for various acquisitions, dispositions, asset management, and investor relations functions. Marc has been in the real estate field since 1981 and was previously employed at Brownfields Recovery Corporation and Northland Investment Corporation. He has been responsible for a full range of activities for over 5.2 million square feet of commercial property as well as asset management, acquisition, disposition and/or financing assignments for over 35,000 multifamily units. Marc holds a BA degree from Boston University and an MBA degree from the University of Chicago, as well as the Certified Commercial-Investment Member (CCIM) designation of the National Association of Realtors, the Certified Property Manager (CPM) designation of the Institute of Real Estate Management, and the Real Property Administrator (RPA) designation of the Building Owners and Managers Association. He is a licensed real estate broker in three states and is a member of many industry and community organizations.

**Anthony G. Zulkeski**, CFM, is a practicing facility management professional with extensive experience in the application of facility management techniques, experienced-based project management skills, industry recognized professional credentials in the field of facility and project management. He has provided comprehensive pre-construction program management, construction administration and move coordination services for a major corporation's national portfolio, including offices in more than 50 locations totaling over 1,500,000 SF of office space nationwide. Tony belongs to several professional organizations, including, CFM-Certified Facility Manager, IFMA - International Facilities Management Association, and BOMA-Certified Instructor Facilities Planning and Project Management. He is a graduate of the University of Connecticut.

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