

Biographies of Faculty in the Real Estate Studies Program at Boston University

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 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. Josh earned his MS in Real Estate Development from the Massachusetts Institute of Technology and his BA from St. Lawrence University.

Alan E. Brand is a Partner and Asset Manager at TA Associates Realty. TA is a Boston-based pension fund advisor which manages over \$11.5 billion in commercial real estate assets for institutional and pension fund investors. These assets include office, industrial, retail, and multi-family properties located throughout the US. Mr. Brand's responsibilities at TA included managing a diverse portfolio of assets in Florida, overseeing the Southeast region and the Asset Management group. In addition, Mr. Brand is the Partner responsible for overseeing the debt strategy for TA. Prior to joining TA, Mr. Brand was a commercial real estate debt capital originator for over seventeen years. Most recently he was a vice president 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 other lending 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). 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. Rick graduated from Wentworth Institute of Technology with an Associate degree in Architectural Engineering and a Bachelor of Science degree in Building Construction Technology.

Joseph Cerniglia is a registered professional engineer and registered professional home inspector, as well as a member of the professional organizations for these specialties. He holds licenses in Massachusetts for Construction Supervisor and HVAC. Joe is the president of New England Inspection Services, Inc., specializing in commercial and residential building inspections. He has provided expert testimony in over 15 court cases. Joe received his BSEE from Mississippi State University, and he holds an MSEE degree from Northeastern University.

Blair Chamberlain, PE is the Group Director of the Plumbing and Fire Protection Engineering Department at WSP Flack + Kurtz, Boston. Blair is a registered Fire Protection Engineer and has more than 30 years of design, engineering, and construction experience for projects ranging from schools, residential and commercial buildings, 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 is the Education Chairman of the Boston Chapter of the American Society of Plumbing Engineers.

Richard Christiano recently retired from his position as Director of Facilities and Administration for Harvard Business School Publishing that he held 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 shares his teaching expertise at another location college. 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 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. Paul earned his BSEE from Northeastern University and his MBA from Worcester Polytechnic Institute.

Dan Coughlin is a founder and principal of High Street Equity Advisors, a real estate investment company. Over the last 35 years he has been responsible for the operation, management, and disposition of public, private and institutional portfolios with a combined value of over \$16 billion. Prior to the formation of High Street in 2002, Dan was responsible for the strategic planning and implementation of a national operations center for Trammell Crow Company, one of the world's largest diversified commercial real estate service firms. He is a Trustee of Stonehill College where he serves on the Investment and Finance Committees, and is also a member of the Conservation Commission and former Chairman of the Water Supply Committee both in the Town of Hingham. Dan received his BA in economics/accounting, summa cum laude, from Stonehill College, and his MBA from Boston University. In 1996, he received B.U.'s Entrepreneurial Excellence Award and has been a faculty member of the B.U. Graduate Center for Real Estate Education for over ten years.

Robert J. Flaherty, PE, LEED AP, is a senior vice president and senior mechanical engineer at WSP-FLACK+KURTZ 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.

Jonathan Keefe has over 25 years of executive experience in the commercial real estate industry and related sectors. He has a broad and unique perspective on the real estate industry having developed and led the real estate departments at StorageNetworks (an international data storage company) and Tufts Health Plan (a million+ member New England Region HMO). Prior to those assignments, Jonathan was the regional VP at Diamond Heritage Properties (an East Coast private equity firm) and Director of Development for NYNEX Properties (now part of Verizon). Most recently Jonathan was a senior manager at Ernst & Young where he provided strategic, financial, transactional and operational advisory services across all real estate sectors. Jonathan is the Director of the Boston University Program for Real Estate Studies. Jonathan is a LEED AP and personally teaches a real estate investment analysis class to nearly 100 students per year. He received his undergraduate degree in Civil Engineering from MIT and his Executive MBA from Boston University.

James Martin is a senior manager at Ernst & Young where he provides valuation, due diligence and advisory services to real estate clients. With over 12 years of experience, his assignments have included valuations, market and feasibility studies, acquisition due diligence, transaction advisory, asset disposition and REIT mergers and acquisitions. His valuation assignments have included individual properties and portfolios consisting of retail, office and industrial properties. He is a Certified General Appraiser in Massachusetts. James earned a BE in Engineering from Dartmouth College and a BA in Physics from Hobart College, and an MBA from Northeastern University.

Christopher Mellen is Vice President of the Simon Companies, and on the Faculty of the Institute of Real Estate Management. Chris was the 2006-2007 Region 1, Regional Vice President for IREM, and he is now 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, 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.

Blair Murphy is a Partner at Ernst & Young in the Boston Office and has over thirteen 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. Blair is a Certified Public Accountant and a member of the Massachusetts Bar. In addition he is a member of the Massachusetts Society of CPAs and American Bar Association. Blair received his undergraduate degree from Bryant University, an MS in taxation from Northeastern University, and a J.D. from Suffolk University Law School.

Rob Nahigian has thirty-seven years of multi-disciplinary levels of real estate experience. He has handled approximately \$ 4.7 billion of real estate totaling 37 million square feet and has handled numerous build-to-suit and corporate projects throughout the US. Rob is recognized as one of the industry's most prolific lecturers and experts on the topic of Build-To-Suit Development, investments and commercial real estate. Rob is currently a principal with Auburndale Realty Co. in Newton, Massachusetts specializing in corporate office/industrial representation and strategic planning. He has been honored for many of his build-to-suit and other real estate assignments by the Counselors of Real Estate as the recipient of the "2009 James Felt Creative Counseling Award" for the most outstanding achievement and ingenuity in a real estate advisory assignment in the U.S. He currently serves as the SIOR National VC of Training and Development, the New England/NY CRE Chapter President and serves on four real estate board of directors. He is serves on the Board of Advisors for NERA, an AMEX listed Boston real estate investment firm. He received a BA from Lehigh University and Masters in Urban Planning from Columbia University.

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. He is a Massachusetts Certified Public Purchasing Official (MCPPO) for Design and Construction. Mr. Pearson earned his BA in chemistry and history from Assumption College in Worcester and completed his MBA at Anna Maria College.

Thomas Pereira is Vice President and Director of Structured Finance at Boston Capital Corporation. He is responsible for portfolio structuring, deal pricing, and arranging bridge facilities for all low income housing partnerships as well as the operations of the firm's \$115M debt fund. Prior to joining Boston Capital in 2003, Tom managed the underwriting group for two years at Deutsche Bank Berkshire Mortgage, one of the largest underwriters of Fannie Mae, Freddie Mac, and mezzanine multifamily loans in the U.S. Previously, Tom was a Vice President at MMA Financial (formerly Lend Lease) for four years where he structured and closed low-income multi-family tax credit investment partnerships. Tom also worked at Berkshire Realty Co. for nine years in various roles which included structuring and managing their REIT's credit facilities, arranging single asset financing, and structuring work-outs. He is a member of the Real Estate Finance Association in Boston. He received his BS in Business and his MBA with a concentration in Public Non-Profit Management from Boston University.

Michael J. Reilly, FSMPS, is founder and principal of Reilly Communications, a Boston-based marketing and public relations firm. Mike's work as a consultant, instructor, coach and author centers on helping organizations and individuals become more successful through improved communication skills – speaking, writing, selling, negotiating and persuading. Clients of his firm include commercial real estate, architecture, engineering, construction, and financial service firms. He is a past national and Boston chapter president of the Society for Marketing Professional Services (SMPS) and a past president of the Massachusetts Building Congress. Mike earned a BS in Journalism from Suffolk University, and his MS in Communications from Boston University's College of Communication.

Seth Rosen is an independent contractor. Formerly a vice president in Colliers Meredith & Grew's Capital Markets group where he specialized in structured real estate finance and securitized lending. He was 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. Seth received a BA from Boston University, an MBA from Bentley College, and MS in Taxation, also from Bentley College.

Barbara Schmitt is a lawyer specializing in real estate with Goulston & Storrs, P.C. She has more than 25 years' experience in all facets of commercial real estate practice, from acquisition and permitting through development, financing and lease-up. Her recent clients have included Boston Properties, Equity Office Properties, and Beacon Capital Partners. In addition to teaching at the CPE, Barbara also teaches continuing legal education classes at MCLE and within her law firm, and holds regular educational seminars for clients. She is an alumna of the Crow Point Marching Kazoo Band. Barbara received an A.B. from the University of Chicago, a master's degree in Social Psychology from the University of Michigan and a law degree from Harvard Law School.

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 practiced environmental law for over 15 years with extensive experience in government, policy and regulatory matters. He was head of the Massachusetts Environmental Strike Force, an organization that prosecuted the Commonwealth's environmental crimes. Later he became a Senior Vice President at MassDevelopment, working on public/private real estate development projects in Massachusetts, including the redevelopment of state surplus land and the mixed use development project at 100 Cambridge Street in Boston. Greg is currently a faculty member at Boston University's Metropolitan College teaching in the Real Estate Finance Certificate Program. Under his leadership since 2005, the Board has grown in membership from 5,500 members to over 8,000 real estate professionals involved in all aspects of the industry including development, financing, residential and commercial brokerage as well as commercial and residential property management. He is a graduate of Tufts University and Suffolk University Law School.

Mark Warren has over 25 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 WSP Flack + Kurtz. 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 (LEEDTM) 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.

Marc J. Wexler is Project Executive at Southworth Development LLC, where he oversees development and operation of golf-themed resort properties in Scotland and The Bahamas. Marc has been in the real estate field since 1981 and was previously employed at Sawyer Realty Holdings LLC, 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. He has the Certified Commercial-Investment Member (CCIM) designation of the National Association of Realtors, the Certified Property Manager (CPM) designation of IREM and the RPA designation of the Building Owners and Managers Association (BOMA). He is a licensed real estate broker in Massachusetts and is a member of IREM, the CCIM Institute, the National and Massachusetts Associations of Realtors, the Greater Boston Real Estate Board and the Real Estate Finance Association, as well as numerous community organizations. Marc holds a B.A. degree from Boston University and an M.B.A. degree from the University of Chicago



Boston University Metropolitan College
Center for Professional Education

Call 617-353-4497 or 866-633-9370 or visit bu.edu/professional