

## Appendix A: Speaker Biographies

### Academic Paper Series

#### **Dr Gary Pivo**

University of Arizona

---

Dr. Gary Pivo works in the areas of responsible property investing, land use planning, growth management, and sustainable cities. He is currently Advisor to the [Property Working Group of the United Nations Environment Program Finance Initiative](#) and the [Responsible Property Investing Center](#). At the University of Arizona, he holds professorships in the [Planning Degree Program](#) and the [School of Natural Resources](#) and is a Senior Fellow with the [Office of Economic Development](#). Previously, Dr. Pivo has served as Dean of the Graduate College, Director of Graduate Interdisciplinary Programs and Associate Dean of the College of Architecture, Planning and Landscape Architecture at the University of Arizona. He has also served as Chair of the Department of Urban Design and Planning, Director of the Center for Sustainable Cities, and Director of the Interdisciplinary Group for the PhD in Urban Design and Planning at the University of Washington. Professor Pivo has published extensively on responsible property investing, suburban centers, less auto dependent urban form, and sustainable urbanization. His research has been widely cited in scientific journals, text books, professional reports and government studies. His studies of office suburbanization, how urban form shapes travel behavior, and responsible property investing are some of the most widely cited research in these areas. Dr. Pivo has been invited to speak at meetings convened by leading organizations and institutions including the United Nations, BOMA Intl., the US and World Green Building Councils, the National Science Foundation, the National Building Museum, the Urban Land Institute, the National Trust for Historic Preservation and the Tokyo Institute of Technology. He was one of a small group of US land use experts invited to advise the People's Republic of China on urban development and farm land conservation. Dr. Pivo's comments on urban planning have been carried by The Economist, The New York Times, The Christian Science Monitor, National Public Radio and dozens of other local and national publications. He has an extensive record of consulting and public service including work as the Special Assistant to the Governor's Growth Strategy Commission (Washington), Co-Founder and President of 1000 Friends of Washington and Co-Founder of the Responsible Property Investing Center.

#### **Dr Steven P. Laposa**

Colorado State University

---

Mr. Laposa is a Director in the Global Strategic Real Estate Research Group of Pricewaterhouse Coopers. Mr. Laposa has twenty years of project management, real estate development, and real estate research experience, including 3-½ years of international experience in the Middle East, Europe, and Africa. His research specialties include international real estate (public equities, transitional and developing countries), real estate cycles (international, US), portfolio investment strategies, senior housing (1997 award from NIC for best research paper, 1998 second place award), corporate real estate, and retail (1997 award from ICSC for best retail paper). Mr. Laposa consults on real estate litigation cases, future trends in real estate, and applied use of statistical modeling to real estate and business issues. Mr. Laposa received his Masters in Business Administration from the University of Denver, and is currently a doctoral student at the University of Reading. Mr. Laposa is on the editorial board of the *Journal of Real Estate Portfolio Management*, *Journal of Real Estate Education and Practice*, and the *Journal of Real Estate Literature*. He has published articles in the *Journal of Real Estate Research*, *Real Estate Finance*, *Journal of Real Estate Portfolio Management*, *Journal of Shopping Center Research*, *NIC Review*, *Real Estate Capital Sources*, *Journal of Corporate Real Estate*, and several Pricewaterhouse Coopers' publications. Mr. Laposa is a member of the American Real Estate Society, European Real Estate Society, and the American Real Estate and Urban Economics Association.

#### **Dr John Quigley**

University of California, Berkeley

---

John M. Quigley is the I. Donald Turner Distinguished Professor of Economics. He also holds appointments in the Goldman School of Public Policy and the Haas School of Business and is the Director of the Berkeley Program on Housing and Urban Policy. Professor Quigley is a Fellow of the Regional Science Association and the Homer Hoyt Institute. In 2006, he was elected a Foreign Member of the Royal Swedish Academy of Engineering Sciences. He is a recipient of the David Boyce Award for Editorial Excellence, the George Bloom Award for Contributions to Urban Economics, and the Walter Isard Award for Scholarly Achievement. Prior to coming to Berkeley, Professor Quigley taught at Yale University and was visiting professor at the University of Gothenburg. His bachelor's degree is from the U.S. Air Force Academy; he completed graduate work at the University of Stockholm and Harvard University.

**Dr Nils Kok**

Maastricht University, Netherlands

---

Dr. Nils Kok is an assistant professor of Finance at Maastricht University. Prior to that he was visiting researcher at UC Berkeley, USA, and at National University of Singapore. His current research focuses on the transparency of global property markets, sustainable development in the real estate sector, and on the influence of the demographic environment on the property sector. Kok is also an active executive teacher at the Amsterdam School of Real Estate, Netherlands, and a contributing member of various real estate and market networks, such as the American Real Estate and Urban Economics Association. Nils Kok communicates his ideas and findings in the international arena as a frequent speaker on academic and industry conferences. Nils holds a PhD in Finance and a Master in International Business Studies from Maastricht University, Netherlands.

**Dr Piet Eichholtz**

Maastricht University, Netherlands

---

Piet's research is in real estate finance, an area of knowledge that is seeing spectacular growth and that has become fully integrated within the field of Finance. He is interested in real estate investment funds, the growth in real estate values over the long run and the way in which commercial real estate markets are changing throughout the world. Around ten years ago, he carried out a major research project into the real estate values of properties on the Herengracht in Amsterdam, a very well known and qualitatively stable location for real estate. That research led to the 'Herengracht Index', the very first uninterrupted annual index of real estate from the 17th century onwards. Piet recently carried out similar research into rent values in Amsterdam from 1550 onwards. And as with the first piece of research, the results were striking: in 1550 the real estate index stood at 100 and by 1900 it stood at more or less the same level. In both indices, there was hardly any change, despite the fact that Amsterdam had grown substantially over this period, in terms of population and geographical area. Under such conditions, urban economic theory would have predicted an increase in the real estate value. In addition to this historical research, Piet has also done a huge amount of work on international real estate investment including, for example, the structuring of international investment portfolios, risk management and ownership structures. All these areas are of great interest and relevance to the investment business. Furthermore, these are areas of study which are at the core of my teaching, and that is why he often comes across his former students in the European real estate investment world. It gives him a real sense of pride.

**Dr Franz Fuerst**

University of Reading, Henley Business School

---

Franz Fuerst is Assistant Professor in Real Estate Economics and Finance at the Henley Business School, University of Reading. He is also a Visiting Scholar at the Graduate Center of the City University of New York, a Lecturer in Real Estate Management at the Technical University of Berlin and advises several large international real estate companies on their investment analyses and strategies. Prior to joining the University of Reading, he worked as Senior Consultant at Atisreal/BNP Paribas where he was responsible for market research/forecasting as well as real estate appraisal and due diligence projects for large-scale portfolio transactions. Other previous positions include lecturer in Urban and Regional Economics at TU Berlin and at the IRPUD research institute. He finished his graduate studies at the University of Dortmund and York University in Toronto with a B.Sc. and an M.Sc. in Spatial Planning from the former institution. He holds a PhD in Economics from the Technical University of Berlin. His research projects and publications focus on real estate economics, portfolio and risk management, financial analysis of 'green' investments, sustainable real estate, forecasting of commercial real estate markets as well as spatial urban and regional development.

### **Dr Patrick McAllister**

University of Reading, Henley Business School

---

Dr McAllister is the Senior Lecturer in Real Estate Appraisal at the University of Reading; Programme Director for Flexible MSc courses; Package Director for Urban Property Management and Valuation. His main areas of interest are real estate pricing and appraisal, European integration and international property investment, real estate development, environmental certification and real estate pricing. Dr McAllister is a member of the Society of Property Researchers, a member of the Investment Property Forum, and an Olympia Holdings Fellow just to name a few of his affiliations.

A few of Dr McAllister's recent publications are:

- Bond, S., Loizou, P. and McAllister, P. Lease Maturity and Initial Rent: Is There a Term Structure for UK Commercial Property Leases?, *Journal of Real Estate Finance and Economics*, 2008, 36(4) 451-469.
- McAllister, P. and Lizieri, C (2006) Monetary integration and real estate markets: the impact of the Euro on European real estate equities, *Journal of Property Research*, **23**, 4, 289-303.
- Kutsch, N. McAllister, P. and Newell, G. Private Property Vehicles: The Valuation of Limited Partnerships. *RICS Research Paper Series*, London: Royal Institution of Chartered Surveyors, 2006, 33pp.
- Dixon, T., Thompson, R., McAllister, P., Marston, A. and Snow, J. *Real Estate and the New Economy: The Impact of Information and Communications Technology*. Oxford: Blackwell, 2005, 440pp.
- Gallimore, P. and McAllister, P. *Judgement and Quantitative Forecasts in Commercial Property Investment*. RICS Research Paper Series 5(11), London: Royal Institution of Chartered Surveyors, 2005, 31pp.
- Gallimore, P. and McAllister, P. Expert Judgement in the Processes of Commercial Property Market Forecasting. *Journal of Property Research*, 21(4), 2005, 337-360.
- Turner, N., Cullen, I., Marsh, J., Ward, C. and McAllister, P. *Investment Performance and Lease Structure Change in the UK: Research Findings*. London: Investment Property Forum, 2005, 78pp.

### **Sustainability Strategies Panel**

#### **Erin English**

Colliers International, Director of Sustainability

---

As the Regional Sustainability Advisor and Green Building Consultant, Erin directs the Colliers

Southeast Europe Regional Initiative for Sustainability and the Environment (RISE), conducts training seminars on green building principles, is developing green building advisory services with each department, and consults on green building feasibility for commercial, retail, and residential projects. Erin's initial sustainability-oriented goals for RISE included performing a "green" assessment of Colliers offices in six countries (Greece, Serbia, Croatia, Montenegro, Albania, and Bulgaria), providing employees with educational materials on topics of sustainability, and organizing action groups in each office. In August, she finished teaching an intensive, 14-week, online seminar (over 30 participants in the 6 countries mentioned) through the RISE program that addressed regional appropriateness of current global green building best-practices. Currently within Colliers, Erin is researching regional and local building practices in each of the cities that Colliers has a presence, as well as seeking opportunities to work with developers to introduce appropriate green building principles, features, and technologies. What they are finding is that it is possible to incorporate global green building best-practices and technologies while maintaining a comparable budget, protecting the natural environment, preserving local culture, and safeguarding public health.

### **David L. Pogue**

CB Richard Ellis, National Director of Sustainability

---

As National Director of Sustainability, Institutional & Global Corporate Services, David Pogue is responsible for the leadership of CBRE's sustainability programs for its property and facilities management portfolio across the United States. David manages the development, introduction and implementation of a wide-ranging platform of sustainable practices and policies throughout CBRE's 1.1 billion square foot United States portfolio of properties. He works closely with Facilities Management, Project Management, Global Corporate Services and Asset Services, with a focus on achieving a consistent balance of maximum financial performance and responsible environmental stewardship. David's efforts have led to the introduction of the firm's Sensible Sustainability program, which includes the aggressive endorsement of the EPA Energy Star program, the introduction of the Green Knights, a partnership with BOMA International for the company-wide delivery of the BOMA BEEP training and the recently announced association with USGBC to gain LEED EB certification on a 100 building portfolio. Among many other affiliations, David has served three terms as president of BOMA California, and one year as president of BOMA Silicon Valley where he was a founding member.

### **Jay Spivey**

Costar, Senior Director of Research and National Director of Analytic

---

Jay Spivey is Senior Director of Research and National Director of Analytics with CoStar Group, the leading provider of information services to office, industrial and retail commercial real estate professionals in the United States, United Kingdom and France. Mr. Spivey oversees CoStar's Research operations in the state of Georgia as well as all Analytic operations throughout the U.S. Mr. Spivey has been with CoStar since 1999. In his time at CoStar, he has developed the definitions and methodologies used by CoStar's research staff to gather and report real estate information across all its markets, which has helped establish industry-wide standards for reporting on commercial real estate. He is also the primary architect behind CoStar's Analytic product that is used by clients to analyze and report on commercial real estate nationally. Mr. Spivey launched the 275 Office, Industrial and Retail market reports seen by CoStar subscribers today.

### **Investment Perspectives Panel**

### **Victoria Kahn**

ING Clarion, Managing Director

---

Ms. Kahn, a Managing Director of ING Clarion, is a portfolio manager for public pension funds and

private equity funds. She also supervises asset management and development activities for several of ING Clarion's private market portfolios, and directs ING's sustainable development platform across the US. Ms. Kahn joined ING Clarion in 1987 and has over 27 years of real estate experience. Prior to this position with ING, Ms. Kahn was the Senior Vice President of Corporate Real Estate at Shearson Lehman Brothers, the Vice President of Corporate Real Estate at American Express Company, and a Partner at Kahn and Keil Architects. Ms. Kahn has an MBA from New York University, a Master's degree from The Sorbonne in Paris, and earned her B.A. from the University of California, Berkeley.

### **Dan Kohlhepp**

Crescent Resources LLC, Senior Vice President

---

Dan Kohlhepp, most recently president of [Crescent Resources](#)' commercial division, has been named chief executive of [LandMar Group](#) of Florida. He succeeds Ed Burr, who resigned from the land management and real estate development company he founded in 1987. Charlotte-based Crescent has owned a controlling interest in the Jacksonville-based builder since 1999. According to company officials, Burr had been looking to repurchase Crescent's stake in the company, but Crescent officials decided recently it was in its "best interest to maintain its ownership position of LandMar." Crescent is a land management and real estate development company founded in 1969. It is a joint venture between [Duke Energy Corp.](#) (NYSE:DUK), Morgan Stanley Real Estate Fund and the company's management. Crescent develops country club communities, single-family neighborhoods, apartment and condominium communities, office space, business and industrial parks and shopping centers.

### **Andrew Nelson**

RREEF Real Estate, Director of Research

---

Andrew Nelson is Vice President of Research at RREEF Real Estate. RREEF Real Estate is part of RREEF Alternative Investments, the global alternative investment management business of Deutsche Bank's Asset Management division. In addition to focusing on sustainable investment practices, Mr. Nelson is the retail property specialist for RREEF Research. He serves on the North American Research Task Force for the International Council of Shopping Centers (ICSC). Mr. Nelson has over 20 years of advisory and industry experience in the areas of real property development, use, and investment. He combines a planning and economics background with expertise in evaluating development projects and programs. Mr. Nelson has held leadership positions in both the public and private sectors. Prior to joining RREEF, Mr. Nelson was Vice President of HOK's Advance Strategies group, where he was national practice leader of the real estate strategy service line. He also directed Deloitte & Touche's real estate consulting practice for Northern California, advising investors and owners on strategic issues. Mr. Nelson was a Community Builder Fellow at the U.S. Department of Housing and Urban Development, where he helped develop and manage HUD's first comprehensive assessment system for evaluating the nation's public housing stock and the agencies who manage them. Previously he led a pioneering housing construction finance program for the World Bank in Russia. Mr. Nelson began his career in economic development for the cities of New York and Boston.

## **The Future of Sustainability and Carbon Trading Panel**

### **Doug Gatlin**

USGBC, Vice President – Market Development

---

As the Vice President for Market Development at the U.S. Green Building Council, Doug Gatlin has oversight for deploying the family of LEED rating systems in all the major commercial market segments and for managing overall customer relations for LEED and the Council's new pilot initiative, the Portfolio Program. Doug has 16

years experience in energy and environmental policy and has worked on climate change response strategies and voluntary pollution prevention programs for most of his career. He has authored publications on climate change mitigation strategies, energy efficiency program design, and energy efficiency project financing. Prior to joining USGBC, Doug worked at the US EPA for nearly 10 years. For most of his tenure there, he served as Team Leader for the ENERGY STAR Commercial Buildings program, spearheading numerous activities including the launch of the first vertical sector marketing strategy, a new public sector program for governments, K-12 schools and universities, an energy efficiency financing initiative, and the launch of new partnership program with utilities. From 1992-1996, Doug served as a project manager at the Washington, DC based Climate Institute, where he managed the Energy Smart Cities campaign and helped the U.S. Department of Energy launch the Rebuild America program.

### **Brenda Morawa**

BMV Engineering, Principal

---

As principal of the steadily growing BVME, Brenda is nationally known as an expert in sustainability, LEED consulting, energy modeling and commissioning. Brenda's approach to sustainability is practicality. She and her team help clients make decisions that make good business sense. This approach has led to a great deal of repeat business from a range of clients, including many high profile companies. Brenda's passion for sustainability began in the late 1980's when she conducted extensive energy modeling for the Federal National Energy Conservation Council Policies Act Program. Sustainability and energy conservation continue to act as the backdrop for much of her mechanical design. A registered mechanical engineer, Brenda is a Leadership in Energy and Environmental design (LEED) Accredited Professionals; through the U.S. Green Building Council (USGBC) and a Qualified Commissioning Process Provider (QCxP). Before making sustainability and commissioning the focus of her own firm, BVM Engineering, Inc. (BVME) in 2004, Brenda was the national sustainability leader at a large architectural, engineering, planning and interiors firm with multiple locations. She was responsible for training and standards development across the practice, as well as the founder and director of a regional engineering office.

### **Mark Robinson**

Momentum Bay Associates, Partner

---

Mark Robinson is a partner at Momentum Bay Associates LP, a comprehensive green management consulting firm. Momentum Bay equips midsized organizations and individuals with current, relevant information and tools to drive sustainable long-term growth by going green profitably. Robinson has a broad and deep understanding of and passion for sustainability, creation care and construction. Robinson began his career as a turnaround management & strategic growth consultant for home décor, flooring & wood products manufacturers; design-build firms; building supply distributors & retailers; and others across the construction industry. In 2002, the focus of his client work & personal life shifted rapidly to sustainability & related "green" industries: green building, renewable energy, natural/organic food, and even his own green courtship & wedding (articles featured in The Houston Chronicle & Today's Groom Magazine). Robinson's inspiration to "go green" is rooted in solid business principles & the values learned from some of his heroes -- his grandpa, parents & former youth pastors. Robinson's broad & deep understanding of & personal passion for creation care, sustainability & construction uniquely equip him to help companies & individuals "go green." Robinson earned a Masters in Business Administration from the F.W. Olin Graduate School of Business at Babson College, the nation's top ranked Entrepreneurship MBA program. He earned a bachelors degree at Trinity University, with majors in business administration & psychology, as well as a minor in French.

## **Keynote Speakers**

### **Jerry Yudelson**

Yudelson and Associates, President

---

Jerry Yudelson is a professional engineer who is principal at the Yudelson Associates consultancy in Arizona, [www.greenbuildconsult.com](http://www.greenbuildconsult.com), serving the real estate development industry. A unique combination of professional

engineer and professional marketer, Jerry Yudelson is a former board member of the U.S. Green Building Council. Currently, he is the Research Scholar for Real Estate Sustainability for the International Council of Shopping Centers, providing research and education services for ICSC. Since 2001, he has trained more than 3,500 people in the U.S. LEED green building rating system. For five years, Jerry chaired the U.S. Green Building Council's *Greenbuild* international green building conference and expo, the world's largest. He is the author of eight books on green buildings and green development, including Green Building Trends: Europe (2009), Green Building Through Integrated Design (2008), Green Building: A to Z (2007), The Green Building Revolution (2007), Marketing Green Building Services (2007) and Developing Green: Strategies for Success (2006). In 2006, the U.S. General Services Administration named him a "National Peer Professional." He is a frequent speaker at national and international conferences in the U.S., Canada, Australia, Germany and the U.K.

### **Richard Epstein**

RNL Design, Principal

---

Richard Epstein, AIA, LEED AP, is an award-winning architect and educator with an extensive background in sustainable design for diverse project types. These include leading-edge projects such large public recycling centers in Boulder and Phoenix, and innovative mixed-use, civic and housing projects across the western U.S. Epstein is currently working on several large-scale master planning projects in the United Arab Emirates, as well as domestic architecture and urban design projects, all of which are creatively integrating sustainable solutions at all scales. He is the recipient of numerous awards for his projects including the Colorado Renewable Energy Society and design awards from the American Institute of Architects. Epstein is on the Executive Committee of the Colorado Council of the Urban Land Institute. He co-chairs the Colorado Tomorrow Alliance, a regional alliance of diverse members promoting smart growth in the Denver Metropolitan region. He has served as a board member on the Boulder Energy Conservation Center for more than 10 years. Epstein attained his Master in Architecture from Massachusetts Institute of Technology and has taught at the University of Colorado School of Architecture and Planning.

### **Dr Norm Miller, Program Chair**

University of San Diego

---

Norm Miller is a Professor and the Director of the MSRE Program at the Burnham-Moores Center for Real Estate at the University of San Diego. Previously he was at the University of Cincinnati. He has spent time as a Visiting Faculty at DePaul and the University of Hawaii. He started his academic career at the University of Georgia. He received his Ph.D. from the Ohio State University. Dr. Miller has numerous academic articles, books and articles in trade market publications on housing, brokerage, mortgage risk, valuation and many other topics. Currently he heads the efforts of **HIRE**, the Hoyt Institute for Real Estate, housed within the Homer Hoyt Institute, which promotes commercial real estate education and career path awareness (see [www.realcareers.org](http://www.realcareers.org)) and he is the Editor of a new monograph/journal on sustainable real estate, see [www.josre.org](http://www.josre.org). He is a faculty and board member of the Homer Hoyt Institute and the Muary Seldin Advanced Studies Institute.