**Joe Blackbourn**

**President and CEO  
Everest Holdings**

Joe Blackbourn founded Everest Holdings in 2002. In twenty-five plus years in the real estate industry, Joe has had direct involvement with the investment side of transactions with aggregate value well in excess of $1 billion, including office buildings, master-planned communities, multifamily communities, shopping centers, hotel properties, business parks, mixed-use developments, residential land, commercial land, mortgage pools, and portfolios of distressed assets. His experience includes successful outcomes for many complex underwriting, capitalization and asset management challenges. Blackbourn has been directly involved in real estate assets that include approximately 1.5 million square feet of improved office buildings, 2,500+ hotel rooms, residential communities comprised of 7,500+ approved dwelling units and several millions of square feet of commercial FAR land. He estimates that these investments have produced an aggregate, weighted internal rate of return in excess of 30 percent.

Mr. Blackbourn holds a Bachelor of Science degree from the University of Wisconsin-Madison and performed post-graduate work at the University of Wisconsin-Madison and Arizona State University. He is active in the Urban Land Institute as a member of a national product council and a past Chairman of the Arizona District Council, currently serving on its Executive Committee. He is a member of Lambda Alpha International and has served on numerous civic committees and boards, including Arizona State University’s Council for Design Excellence and the Advisory Board for its Master in Real Estate Development transdisciplinary program.

**Allan Sternberg**

**Vice President**

**Angelo, Gordon & Co., L.P.**

Allan is a Vice President at Angelo, Gordon & Co., L.P. and is responsible for acquisitions, asset management and dispositions of the firm's real estate assets in Denver, Phoenix, Las Vegas and Southern California. He has been at Angelo, Gordon for 6 years and is based out of Los Angeles.   
  
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.

**Jonathan Mirkin  
Principal  
Walton Street Capital**

Mr. Mirkin has a BBA in Real Estate and Urban Land Economics from The University of Wisconsin.

Specialties: The acquisition or development of office, retail, hotel, industrial or mixed use commercial real estate.  
  
Experience: Source and analyze perspective real estate acquisitions in excess of $50 million. Oversee the due diligence process of pending acquisitions. Negotiate purchase and sale, joint venture and debt financing contracts. Have successfully closed 15 major acquisitions with a cumulative value in excess of $1.5 billion.

**Jeff Friedman**

**Co-Founder**

**Mesa West Capital**

Jeff Friedman co-founded Mesa West Capital and is involved in all areas of the company.  With offices in Los Angeles and New York, Mesa West is a real estate finance company with over $3.5 billion in lending capacity.   Mesa West primarily provides non-recourse first mortgage loans for high quality institutional real estate properties throughout the United States.  The portfolio includes all major property types with loan sizes from $15 million to $150 million.

Prior to co-founding Mesa West, Jeff was a principal at Maguire Partners and worked directly with the founder, Rob Maguire, to engineer a recapitalization of the company’s properties and eventual $800 million IPO of the company.  Jeff began his real estate finance career in New York at Nomura Securities in 1994 and later moved to Credit Suisse First Boston in 1996 where he was a director and led one of the largest origination teams.  Jeff began his career as a corporate lawyer in Tokyo, Japan at an affiliate of Sidley & Austin and later in New York at Simpson Thacher & Bartlett.  Jeff is a graduate of UCLA and the University of Michigan Law School and Rackham School of Graduate Studies.

**Jonathan A. Watson**

**Vice President**

**AEW Partners Funds**

Mr. Watson is a Vice President of the firm in the AEW Partners Funds group with responsibility for investment origination and asset management. Since joining AEW in 2006, he has been involved in over $700 million of real estate transactions, including office, multifamily, and industrial investments. During his tenure at AEW, Mr. Watson has been involved in acquisitions, dispositions, financing, and asset management for a wide variety of commercial real estate product types in the Western U.S. Prior to joining AEW, Mr. Watson was with Thomas Properties Group (NASD: TPGI), where he was involved in acquisitions, asset management, leasing, and development services. He is a graduate of the University of Southern California’s Marshall School of Business (B.S.)