



DONALD A. SHAPIRO | PRESIDENT/CEO

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Education: BS in Accounting and Finance, Indiana University

Professional Organizations: ICSC, TMA, ABI, AIRA, REIA, CREC, AICPA, CDC

MR. SHAPIRO, President/CEO and Managing Member of Foresite Realty Partners, Foresite Realty Management and its investment arm, Foresite Investment Holdings, has over 25 years of full-service commercial and multi-family residential real estate expertise with the following property types: office, retail, industrial, multi-family residential, hospitality, condominiums, student housing, medical and flex office, parking garages, recreational properties, hospitality, senior housing/hospitals, gas stations as well as mixed-use property and vacant land. Mr. Shapiro's experience includes the disciplines of court appointed receiverships (federal and state), asset/property management, investment (acquisition/disposition of REO and notes), brokerage (leasing), development, construction management and finance. In addition to leading the company's strategic initiatives and overseeing all business aspects of the company, Mr. Shapiro spearheads the court appointed receivership, turnaround consulting and bankruptcy trustee practice. Don has overseen the growth of Foresite from 3 employees to over 140 employees in five years.

Prior to forming Foresite, Mr. Shapiro spent over eighteen years at Miglin-Beitler or one of its recent affiliates and left in the capacity of Chief Investment Officer and member of the management committee. During his tenure, Mr. Shapiro was directly involved in the development, acquisition, disposition, financing, asset management and leasing of more than 60 million square feet of commercial and residential property valued at over \$6 billion throughout the greater Midwest and select other U.S. cities outlines from Colorado to New Jersey and Minnesota and Florida/Texas as well as other areas of the southeast and southwest in the U.S. These projects included ground-up development/construction, adaptive re-use/

mixed-use, speculative projects and build-to-suits comprising over 15 million square feet. Mr. Shapiro has extensive experience in zoning/land planning, environmentally challenged properties, 1031 tax deferred exchanges and securing municipal incentives.

Mr. Shapiro also has worked with over 110 + lenders, banks, creditors, owners (borrowers), life companies, private equity firms, mezzanine lenders with a focus on (CMBS) special servicer's in the workout, turnaround, receivership, restructuring and disposition of distressed REO and mortgages, which we refer to as "Properties-in-Transition". Mr. Shapiro has been named personally as a court appointed receiver in numerous municipalities from New Jersey to Kansas and Florida to Minnesota.

Mr. Shapiro is a CPA who began his career in the tax department of Arthur Young.

Mr. Shapiro is a 1985 graduate of Indiana University and holds a degree in Accounting/Finance. Mr. Shapiro is a licensed Real Estate Broker and is or has been a member of numerous organizations including: The Jewish United Federation, Chicago Development Council, Chicago Building Congress, Real Estate Investment Association, Turnaround Management Association, American Bankruptcy Institute, Association of Insolvency and Restructuring Advisors, Chicago Real Estate Council, International Council of Shopping Centers and various Indiana Alumni Associations. Additionally, Mr. Shapiro has been a guest lecturer at the University of Illinois, Michigan State University, Indiana University, University of Iowa and the University of Chicago Law School.