

A Conversation with Top Executives in Real Estate

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JOHN B. ROCHE
Chief Executive Officer and Chief
Financial Officer, ShopOne Centers
REIT

John B. Roche leads ShopOne as the company's chief executive officer (CEO) and chief financial officer (CFO). Roche served as ShopOne's CFO for over two years prior to taking on his additional role as CEO.

Roche lends the entity strategic and financial expertise in relation to the company's development. He was previously a senior member of the finance department at Devonshire REIT where he helped facilitate the recapitalization, working with both internal and external resources in order to complete the anticipated Davidson Kempner transaction, forming what is now ShopOne.

Roche has enjoyed a storied career as a finance executive, beginning at KPMG as a senior accountant. He later joined the Robert Martin Company where he honed his skills in the real estate industry. From there, he worked with Related Companies and eventually joined New Plan Excel Realty Trust where he served as executive vice president and chief financial officer for over seven years. Roche then joined Gramercy Capital Corp. to help with the acquisition of American Financial Corp. and was subsequently hired as the company's CFO on a transitional basis.

Roche holds a Master of Business Administration from the Columbia Business School's Executive MBA Program. He graduated with a Bachelor of Arts in accounting from Queens College.



BARBARA HOCHHAUSER
Licensed Associate Real Estate Broker
and Senior Global Advisor,
The Corcoran Group

Barbara Hochhauser is a licensed associate real estate broker and senior global advisor for the Corcoran Group, a full-service real estate firm. A consistent member of the Corcoran Group's Multi-Million Dollar Club, Barbara has also been listed in the top 1% of NRT sales associates and has been named amongst Corcoran's top 25 brokers in Manhattan. She has been mentioned in the *Real Deal: New York City Real Estate News* in the "Top Residential Agents of the Week" section, as well as many other real estate press releases.

Barbara's exceptional real estate savvy has earned her a broad base of clients. Her expertise, coupled with superior negotiating ability, has brought her unrivaled success in the marketplace. Much can be attributed to Barbara's unique background. Her master's degree in counseling gives her exceptional "people skills" and the rare perception to read the needs of both seller and buyer, as well as emerging trends in New York's highly competitive real estate field.

A native New Yorker and resident of Carnegie Hill, Barbara holds a Bachelor of Arts from Queens College and a master's degree in counseling from Long Island University.



DANIEL FROMM
Senior Managing Director, Newmark Knight Frank

Daniel Fromm is a senior managing director of Newmark Knight Frank's (NKF) Debt and Structured Finance Group in New York. Fromm specializes in structuring and raising capital across all asset classes. He has developed extensive relationships with a variety of capital sources, including life insurance companies, domestic and off-shore commercial banking institutions, agencies, pension funds, investment banking institutions, real estate funds, and foreign investors.

NKF recognized Fromm as its Top Managing Director in 2017 and as a Capital Markets Rising Star (2015), which recognizes the top broker with fewer than seven years in the brokerage industry. *Commercial Observer* also listed him as one of the "Top 25 Under 35 Finance Brokers and Lenders."

Before joining Newmark Knight Frank, Fromm was a director at a real estate investment bank, where he focused on asset and portfolio financings. He previously worked as an attorney on complex real estate assignments including mortgage-backed securities matters.

Fromm is active with the Mortgage Bankers Association (MBA), National Multifamily Housing Council (NMHC), and International Council of Shopping Centers (ICSC). He holds a law degree from New York Law School and a Bachelor of Arts degree in political science from Queens College.



HOWARD M. SIPZNER
Managing Member and Founder, Dunes Capital LLC

Howard M. Sipzner is the managing member and founder of Dunes Capital LLC, which began operations in 2015 as a multi-faceted real estate investment and consulting company. Since its inception, Dunes participated as a general partner and investor in the formation of Workspace Property Trust, a privately owned suburban office real estate investment trust (REIT), where Sipzner managed all aspects of the initial equity raise and debt financings and closed the trust's inaugural \$250 million real estate transaction.

From 2007 to 2014, Sipzner served as an executive vice president and chief financial officer of Brandywine Realty Trust, a publicly traded suburban office REIT. Prior to joining Brandywine, he was with Equity One, Inc., a publicly traded shopping center REIT, where he served as an executive vice president and chief financial officer from 2004 to 2007 and as the chief financial officer and treasurer from 1999 to 2004. Before Equity One, Sipzner was a vice president in the investment banking group of Chase Securities, Inc., a subsidiary of the Chase Manhattan Bank and its predecessor, Chemical Bank, from 1987 until 1999. Before his time at Chemical Bank, Sipzner worked as an analyst for Merrill Lynch in the Municipal Securities Area.

Sipzner received a Bachelor of Arts from Queens College and a Master's of Business Administration from the Harvard Business School. He also serves as the treasurer of the Queens College Foundation and as chairman of its investment committee.

FOR MORE INFORMATION, CONTACT:
Yifat Anteri at 718-997-2920 or rsvp.dev@qc.cuny.edu
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