

RESUME / CV



DONALD A. SHAPIRO | Managing Member Court Appointed Receiver/Managing Broker/Consultant

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Education: BS in Accounting, Indiana University '85, CPA

Professional Organizations: ICSC, TMA, ABI, AIRA, REIA, CREC, AICPA, CDC, ULI, CREFC, BOMA, RELA

MR. SHAPIRO

is the managing member of Shapiro

Realty & Business Advisors, LLC (He was formerly CEO/Vice-Chairman, founder and Managing Broker of Foresite Realty and affiliates for just under 15 years '05-'19, and sold in 2015 to two private equity funds) and has over 35 years of full-service commercial and multi-family residential real estate expertise and accounting experience with the following property types: office, retail, industrial (flex), cold storage, multi-family, student housing, hospitality, Manufactured Home Communities, condominiums, medical, parking garages, recreational properties, hospitality, senior/adolescent housing/hospitals, gas stations as well as mixed/multi-use property and vacant land for agriculture use and new development. **Mr. Shapiro's experience includes the disciplines of court appointed receiverships (federal & state (1,000), asset / property supervision, investment (acquisition/disposition of REO and notes), brokerage (leasing), development, finance, construction management and bankruptcy.** Don leads the company's strategic initiatives and oversees all business aspects of the company.

Mr. Shapiro spearheads the court appointed receivership, turnaround consulting & support of bankruptcy trustees practice. Don oversaw the growth of Foresite from 3 employees to over 185 employees in its first 5 years during one of the most challenging real estate periods in U.S. history (2007-2008 recession). With a portfolio that at times had grew to over 14MM SF in commercial SF & over 21,000 units/beds/pads including being the 23rd largest property manager in the country, 43rd largest brokerage firm and 11th largest manager of 3rd party Student Housing. **During Don's career, he has been directly involved in the development, acquisition, disposition, financing, asset management and leasing of more than 100MM SF of commercial and residential property valued at over \$14B throughout the greater Midwest and select other U.S. cities** outlined from Connecticut to Texas and Minnesota to Florida as well as other areas of the southeast and southwest. These projects included ground-up development/construction, adaptive re-use/mixed-use, speculative projects and build-to-suits comprising over 15MM SF. **Mr. Shapiro has extensive experience in zoning/land planning, environmentally challenged properties (working with the EPA and various state EPA divisions, 1031 tax deferred exchanges & securing municipal incentives from various agencies.**

Prior to forming Foresite, Mr. Shapiro spent over eighteen years at Miglin-Beitler/The Beitler Company (1987-2005) and left in the capacity of EVP and member of the management/investment committees.

Mr. Shapiro also has **worked with over 250+ lenders, banks, creditors, owners (borrowers), life companies, Family Offices, private equity firms, Hedge Funds, mezzanine lenders, crowdfunding, (CMBS) special servicer's and controlling class bond-holders** in the workout, turnaround, receivership, restructuring and disposition of distressed REO and mortgages. **Mr. Shapiro has been named as a court appointed receiver in numerous Federal (IL, LA, NJ, OH, and TN) and state(see attached map) jurisdictions from the east coast to mountain states and upper Midwest to the Southeast/Mid-Atlantic portions of the U.S.**

Mr. Shapiro is a CPA who began his career ('85-'87) in the tax department of the former Big 8 Accounting firm of Arthur Young.

Mr. Shapiro is a **1985 graduate of Indiana University and holds B.S. degree in Accounting.** Mr. Shapiro is a **licensed Real Estate Managing Broker and related designations in the early 1990's.** He is/has been a member of numerous organizations including: The Jewish United Federation, Chicago Development/Real Estate Council, Real Estate Investment Association, Turnaround Management Association, American Bankruptcy Institute, Association of Insolvency and Restructuring Advisors, International Council of Shopping Centers, ULI and various Indiana Alumni Associations. Additionally, Mr. Shapiro has been a guest lecturer at the Univ. of Illinois, Michigan State Univ., Indiana Univ., Univ. of Iowa and the Univ. of Chicago Law School and is a frequent speaker or moderator at industry events.

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