

MARC A. KOPELMAN, CPA

Marc Kopelman is responsible for identifying, qualifying and managing high net worth and institutional investor relationships for direct and co-investment acquisition opportunities for Stiles Capital Partners and other real estate syndication investments. Mr. Kopelman has participated in the commercial and residential real estate development, investment and financial markets throughout the southeastern U.S. and Caribbean and for more than twenty years. Prior to Stiles Corporation, Mr. Kopelman served as Executive Vice President at Brenner Real Estate Group and general partner for Zenith Realty Investments and was a Senior Manager at Kenneth Leventhal and Company (and Ernst & Young LLP, via merger).

CURRENT POSITION (March 2004 – Present):

Director of Equity Investment

STILES INVESTMENT SERVICES an operating division of STILES CORPORATION

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CERTIFIED PUBLIC ACCOUNTANT -State of Florida

PROFESSIONAL EXPERIENCE:

March 2004 – Present

- STILES CORPORATION, Fort Lauderdale, Florida, Director of Equity Investments

September 1997 – February 2004

- ZENITH GP HOLDINGS, INC., Fort Lauderdale, Florida, Shareholder
- VICTORIA PLACE LLC, Fort Lauderdale, Florida, Managing Member/Investor
- BRENNER REAL ESTATE GROUP, Fort Lauderdale, Florida, Executive Vice President

June 1995- August 1997

- ERNST & YOUNG LLP - E&Y KENNETH LEVENTHAL REAL ESTATE GROUP (via merger), Miami, Florida, Senior Real Estate Consulting Manager

May 1985- June 1995

- KENNETH LEVENTHAL & COMPANY, CPAs, Coral Gables, Florida, Senior Manager. Various positions commencing with entry-level accountant through senior manager.

Career Highlights

2004-Present (Stiles Corporation / Stiles Capital Partners)

- Created Stiles Capital Partners I, Ltd. (SCP), a private, real estate portfolio co-investment fund that partners with institutional commercial real estate investors to acquire product throughout Florida;
- Instrumental in developing multiple institutional investment relationships and growing SCP to more than 3.6 million square feet with properties currently valued in excess of \$800 million. Highlights include:

- Bringing Cargill Value Investments (now CarVal Investors) to SCP as a lead investor to acquire Sawgrass Technology Park, a 100-acre, 646,340 square foot office park with additional development rights on 32 acre vacant parcel;
- Negotiated a \$50 million equity joint venture with Capri Capital Partners to acquire more than \$175 million in value-added office properties throughout Florida.

1997-2004 (Zenith Realty Investments / Brenner Real Estate Group)

- Developed the programmatic portfolio real estate investment concept underlying Zenith Realty Investments I, Ltd. (Zenith I), a master limited partnership;
- Instrumental in growing Zenith I from an initial roll-up of three properties to fourteen properties totaling almost one million square feet of commercial property throughout South Florida with a particular focus on value-add, redevelopment and adaptive re-use strategies;
- Raised in excess of \$16 million in equity from high net worth individuals and private institutional sources and maintained investor relations through website management, quarterly newsletters and investment distributions;
- Negotiated over \$100 million in various debt financing instruments ranging from traditional first mortgages, development and construction loans to mezzanine loans, acquisition revolvers and corporate revolving lines of credit secured by partnership interests;
- Generated 11% cash on cash returns to investors in Zenith I from 1998 through 2003 and total returns in excess of 20% throughout the investment period;
- Led the successful creation and capitalization of a \$15 million urban infill residential development in Victoria Park (downtown Fort Lauderdale), through the assemblage of two acres via the acquisition and subsequent demolition of nine individual improved parcels. The joint venture is currently completing the development of this 50-unit luxury townhome project, known as The Ellington at Victoria Park;
- Oversaw all financial reporting and corporate compliance functions including annual audits and income tax reporting for the commercial real estate portfolio and selected joint ventures.

1985 – 1997 (Kenneth Leventhal & Company / Ernst & Young LLP)

- Assisted Westinghouse Electric Corporation in its analysis of its development subsidiary, Westinghouse Communities (WCI), resulting in its sale to an investment consortium led by Al Hoffman. This effort included comprehensive market feasibility and portfolio analyses and presentations to Wall Street investment bankers, lenders and private investors;
- Assisted the RTC in the due diligence, analyses and packaging of the loan and REO portfolios of various South Florida-based thrift institutions including AmeriFirst Federal Savings Bank, resulting in its sale of those assets to a joint venture between Lennar and Morgan Stanley which represented the largest single entitled land acquisition in the history of Florida (AREGI and ADCO portfolios);
- As part of the FDIC takeover of Southeast Bank, worked with FDIC staff to takeover, organize, operate and in some instances sell the assets of the bank's Florida ORE portfolio. Led a staff of over 100 professionals in the management of this portfolio over a six-month period while such assets were either sold or taken in by First Union Bank during its acquisition of Southeast Bank;

- Assisted Consolidated-Tomoka Land Company in a strategic business planning process to monetize its vast land holdings in and around Daytona Beach for the purpose of creating stockholder value;
- Participated in the audits of major homebuilders and developers throughout Florida and the Southeast United States, including Security Capital (Atlantic), The Mitchell Company, Florida Residential Communities, Suarez Housing, Avatar, Atlantic Gulf Communities (GDC), Mariner Sands (EVI) and The Adler Group.

EDUCATION:

University of Florida, Gainesville, Florida
Bachelor of Science in Accounting, May 1985

Florida International University, Miami, Florida (1986-1987)
Masters of Science accounting courses (5th year requirements)

SKILLS AND CERTIFICATIONS:

Strong overall computer skills including Outlook, Excel, Word, Powerpoint, Argus and Yardi
Accomplished public speaking and presentation skills

PENDING PUBLICATION:

“Private Financing: Capital Sources and Underwriting Criteria”, Chapter 7 of the **American Bar Associations’s** Book on Redevelopment.

AFFILIATIONS:

Present

Urban Land Institute

- SE Florida/Caribbean District Council - Committee (2003-present)
- SE Florida/Caribbean District Council - Executive Committee (1998-2002)
- National - Urban Development Mixed-Use Council (2007-present)

Nova Southeastern University – Adjunct Professor, MBA Program - Real Estate Finance and Investments (2006-Present)

American Institute of Certified Public Accountants
Florida Institute of Certified Public Accountants

Ocean Riviera Condominium Association

- Finance Committee (2005-present)
- Building and Grounds Committee – Chairman (2007-Present)

Past

South Florida Performing Arts Foundation -Board of Directors (2000-2003)

National Association of Industrial Office Parks

Young Entrepreneur’s Organization (2002-2004)

Mount Sinai Foundation -Young President's Club (1993-1998)

Oakland Park Main Street - Board of Directors (2001-2005)

Greater Miami Jewish Federation

- Administrative Agency Practices Committee Chairman (1987-89)
- Miami Beach JCC Task Force –Chairman (1988-1989)
- Michael-Ann Russell JCC Task Force (1988-1989)