

FRANCIS J. DECKER, JR., CPA, CRE

57 Gurnet Road
Duxbury, MA 02332

Cell: 617-283-3674
fdecker@refiduciaries.com

REAL ESTATE INVESTMENT ANALYSIS AND MANAGEMENT

An incisive, results-driven real estate investment executive who has delivered superior rates of investor return at the property, portfolio and business unit levels. Key strengths include:

Investment Analysis and Recommendations Extensive multi-level operational and financial experience brought to bear on investment due diligence, financial and qualitative analysis, risk identification, assessment, and investment recommendations. Property, investment, portfolio and operating company operational and financial systems design and management experience.

Analytical An incisive analyst and problem solver with a strong accounting and investment foundation: CPA, Licensed Securities Broker and Investment Banker (Series 7, 63 and 79), Registered Investment Advisor Representative (Series 66), Massachusetts Real Estate License, Counselor of Real Estate

Portfolio/Asset Management Experience Head of Portfolio and Asset Management for institutional and private equity firms. Responsible for development, implementation and oversight of portfolio and asset management functions for over 250 assets valued in excess of \$7 Billion. Consistent above-market asset return performance and unit profitability.

Real Estate Breadth In-depth understanding of the real estate capital and property markets, industry, trends, players, and deal structures. Extensive experience with office, retail, industrial and multifamily properties and with acquisitions, dispositions, financings, recaps including value add and opportunistic investments. Private and public market experience.

Real Estate Consulting: Counselor of Real Estate (CRE) 12 years' experience consulting with institutions (public, private and Taft Hartley pension funds, banks and insurance companies) focused on investment decision-making and management; manager infrastructure and oversight; emerging manager capital raising, investment strategy and product development, entity structure, infrastructure, policies and procedures. Episodic and recurring research assignments.

PROFESSIONAL EXPERIENCE

Real Estate Fiduciary Services **Principal** 2007—present
Boston, MA

Manage and provide client services for this real estate consulting firm providing independent and co-fiduciary services to institutions (public, private and Taft Hartley pension funds, banks and insurance companies), private equity and high net worth individual investors. Has provided investment recommendations on 22 transactions valued in excess of \$2.8 Billion, involving various investment structures, property types, and cycle stage; consulted with numerous emerging managers on strategy, organizational structure and operations; capital raising; direct episodic and recurring research projects. Originate and manage multiple assignments.

High Street Equity Advisors **Partner** 2004—2006
Boston, MA

Partner responsible for portfolio and asset management and co-investor reporting for this sponsor of value-added real estate investment funds. Established and implemented policies, procedures and reporting while directing asset and portfolio management operations. Acquired 40 properties at a gross investment of over \$700 million, comprising over 7 million square feet of primarily industrial property. Exceeded budget and acquisition proforma while maintaining occupancy over 98%. Investment Committee Member.

UBS Real Estate **Executive Director** 1985—2003
New York, NY

Promoted from asset manager to Head of Portfolio Management for offshore clients. Member of the Investment Committee while contributing over 95% of the unit's revenue. Consistently outperformed market benchmarks.

- Managed a portfolio of 200 properties with gross asset value in excess of \$6 Billion; managed \$1.3 billion in financings, \$2 Billion in dispositions, \$0.5 Billion acquisitions
- Founding director of Mitsubishi-UBS Realty, Inc, the first retail J-REIT, current market cap over \$5B.

R.M. Bradley Company **Director of Financial Services** 1981—1985
Boston, MA **Property Manager**

Director of Financial Services for a \$250 million portfolio closed-end fund client.
Assistant property manager for large mixed-use project including office, retail, and residential.

Deloitte & Touche **Certified Public Accountant** 1977—1981
Boston, MA **Senior Auditor**

EDUCATION

M.B.A. **University of New Hampshire** 1977
B.S. **Cornell University** 1975

ADDITIONAL INFORMATION

Certified Public Accountant
Counselor of Real Estate, CRE
Securities Broker and Investment Banker Licenses Series 7, 63 and 79; B/D Registered Representative
Registered Investment Advisor Representative; Series 66 License.
Massachusetts Real Estate Salesperson License #9558542
Duxbury Affordable Housing Trust - Trustee