

**DENNIS P. YESKEY**  
**CAREER OVERVIEW AND CONSULTING EXPERIENCES**

**REAL ESTATE/INVESTMENT MANAGEMENT—BUSINESS LEADERSHIP**

**Yeskey Real Estate & Investments—Founder/Managing Partner 2009-Present**

- Assists clients in developing successful business, capital and operational strategies to find, analyze and invest in profitable real estate opportunities.
- Advised major global restructuring firm seeking to expand their real estate practice. Focused on soliciting work for major global banks and domestic real estate developers and asset managers. Specialized in real estate workouts, litigation support, valuation and operational improvements.
- Sold \$5 million new project assisting global luxury brand to restructure and reposition their operations, marketing and retailing strategies.
- Independently created a new investment research operation focused on alternative investments and capital market trends globally. Initiated heavy focus on global macro-economic research, including extensive use of online sources.
- Continued to publish quarterly on website new client reports covering investment topics such as alternative investments, commercial real estate, economic insights, government regulation, tax reform and numerous other global investment trends.
- Led capital raising and bidding efforts to purchase thousand plus acre resort in Florida from major opportunity fund. Formulated preliminary development plans to justify purchase price to major US based institutional investment fund.

**Deloitte & Touche/Deloitte Consulting—Senior Partner/Retired 1995-2009**

- Recognized as a key leader in Deloitte's real estate and financial services/capital market practices both domestically and globally.
- Recruited by Deloitte's Chairman to head the New York Office's Real Estate Services Profit Center and was responsible for restructuring and developing Real Estate into one of the leading Practices in this arena with annual growth exceeding 25 percent and a staff of over 250 professionals.
- Repositioned and turned around the Practice to develop new sales with targeted industry players such as Blackstone, Apollo, Goldman Sachs, GE, TIAA, Lehman Brothers, Morgan Stanley, O'Connor Capital Partners, Prudential and Starwood Capital. Total New York Practice grew to over \$80 million of recurring annual revenue over a 5 year period. Practice, today, is well in excess of \$100 million annual revenue.
- Significantly raised the profile of the Real Estate Practice through an aggressive eminence building marketing program which relied heavily on publishing special reports, road shows, numerous conference speaking engagements and an involvement in critical C-Suite trade organizations such as ULI, Real Estate Round Table, PREA, NCREIF and NAREIT. Created a practice generally considered one of the two largest and most prestigious in the industry.

- Initiated major investment research function focused on highlighting critical issues facing the CRE industry globally. Developed major data bases, surveys and proprietary interviewing which resulted in publication of a series of real estate reports including the annual “Top Ten CRE Issues” from 1998-2008.
- Promoted to Group Managing Partner of Deloitte Real Estate, Investment Management, Private Equity, Hedge Fund and Insurance Based Practice with over 1000 professionals.
- Served on the Firm’s Executive Committee for the New York Office Practice, along with the Firm’s National Financial Services and Global Financial Services Practices. Developed new business strategies for each area as the Firm entered the 21<sup>st</sup> Century.
- Directed the Firm’s Financial Services marketing and eminence building activities including initiating and soliciting major target accounts such as J.P. Morgan Chase, Goldman Sachs and GE.
- Promoted to The National Director of Deloitte’s Real Estate Capital Markets Practice. This new position was created to further raise the profile of Deloitte’s National and Global Real Estate Financial Services Practice. Expanded eminence building and marketing activities across the United States and Europe as well as their Asian Practices in Japan and China.

### **REAL ESTATE—WORKOUTS/RESTRUCTURINGS**

#### **Kenneth Leventhal & Company—Partner/Principal**

**1987-1995**

- Kenneth Leventhal & Company was the premier real estate workout and restructuring firm of the 1980’s and was acquired by Ernst & Young in 1995.
- Specialized in real estate workouts and performed numerous confidential engagements for clients such as Goldman Sachs, GE, Kalikow, Citicorp, Helmsley, Trump, N.V. Ryan, Solow, Robert Martin Co., Morgan Stanley, CNL, Turner Construction, DeBartolo, Bally’s, O&Y, JMB and VMS.
- Initiated an Institutional Real Estate Practice focused on major real estate institutions such as insurance companies, banks and pension funds, along with the Resolution Trust Corporation (RTC), FDIC and OTS.
- Key clients would include The Travelers, Prudential, TIAA, NYLife, NY Common Fund, Mellon Bank and Mutual Benefit.

### **STRATEGY & OPERATIONS CONSULTING**

#### **PricewaterhouseCoopers—Firm Director**

**1982-1987**

- Provided “day to day” direction behind new consulting push into business strategy and operations for Chairman of PwC Consulting. Focused on developing business strategies, M&A engagements and operational improvements for numerous clients.

- Worked intensively on Firm's largest client at that time, the AT&T/Bell Systems' operations including projects at AT&T Real Estate, NYNEX, Bell South, Beta West and Bell Labs.
- Led special new effort to expand PwC Consulting into Japan. Worked to develop new consulting business in Japan for most of 1986.

**A.T. Kearney—Senior Manager**

**1977-1982**

- A. T. Kearney is well recognized for capabilities in strategic planning, operational improvements, logistics and distribution. Managed a series of general management consulting engagements while based in the New York City office.
- Emphasized formulating strategic plans and operational improvement programs for numerous major companies. Projects included developing a strategic plan for Citicorp's Merchant Banking Group and DuPont's Consumer Products Division. Conducted numerous market studies and/or operational improvement engagements for leading corporations such as M&M Mars, Michelin Tires, Rockwell International and the U.S. Navy.
- Assisted the Firm in their expansion into Western Europe, while working on a series of strategy and M&A engagements for clients such as Boehringer Ingelheim, Danfoss and the Italian Government. Temporarily based in London and Dusseldorf.

**PROFESSIONAL BIOGRAPHY**

- Active member of The Real Estate Roundtable including the Research and Capital Markets Committees, which represent the most senior gathering of real estate executives in the United States.
- Full member of The Urban Land Institute and a member of the Global Exchange Council. Became a ULI Foundation Governor in 2008.
- Developed, over the last 15 years, an investment research operation and authored numerous reports and thought leadership publications. See website below for list of publications which include numerous major studies, reports and research.
- Completed numerous Media appearances on programs such as CNBC Power Lunch, Fox Business News Network, TheStreet.com and PBS Nightly Business Report.
- Frequent speaker and contributor at real estate conferences, both in the U.S. and Europe, which include the Information Management Network and RealShare, AFIRE, IRETO, CPN and Cityscape

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