

RAINMAKERS IN DEBT & EQUITY FINANCE

GlobeSt.

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**Forum**

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**CRE  
FINANCE  
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**FEATURING**  
WHEN A MARKET TURNS HOSTILE TO CRE  
HOW TECH IS (FINALLY) REMAKING CRE  
THE TOP INFLUENCERS IN TECH

# RAINMAKERS IN DEBT & EQUITY FINANCE

For much of this cycle there has been a wealth of capital flowing into CRE. But loan originations are only part of the story. The middleman and middlewoman—those arrangers of debt and equity transactions, the people who structure deals and make sure the needs of both borrower and lender have been met—should also take a bow.

Lending sources have continued to proliferate while deal structures have, in many cases, gotten more complicated. Knowing how to navigate this environment is a true and hard won skill.

For the next installment of *GlobeSt. Real Estate Forum's* Influencers series, we are shining a spotlight on some of the people and firms who have helped to arrange and place these debt and equity offerings. We will profile not only those who have made an impact with their individual efforts, but also teams and groups within relevant companies, as well as entire organizations that have become critical to the industry.

Be it through their contributions to the industry, the vast successes they've racked up in completing deals, or the innovations and best practices they've introduced to the business, these are Commercial Real Estate's Rainmakers in Debt & Equity Finance.



## **DANNY ABERGEL**

Marcus & Millichap Capital Corp.

Danny Abergel continuously strives to surpass his record performances at Marcus & Millichap Capital Corp. He has consistently ranked among the top three financing professionals for the firm since 2011. In addition to setting company records for annual number of transactions, Abergel has ranked as

the firm's top financing professional on four occasions, as well as the firm's top loan originator four separate times. He is one of the firm's first financing professionals to be elected as senior vice president of capital markets. In this role, he is responsible for securing commercial debt and equity financing for an array of property types. He additionally serves as a SVP of capital markets for IPA Capital Markets. In 2018, Abergel closed 75 loans, totaling nearly \$240 million. Two notable transactions for Abergel include the \$55.4-million in acquisition financing for IMT Westlake and \$50 million in preferred equity on a New York and Los Angeles portfolio. He was among the first loan originators to earn the firm's Chairman's Club award, which he has received for the past six years.



## **SUSAN BRANSCOME**

Quest Commercial Capital

Susan Branscome serves as one of only two women in the US to have started their own mortgage banking firm. She founded Quest Commercial Capital in 1998, which she grew to \$1 billion in loan servicing business and more than \$3 billion in debt and equity transactions, before being acquired by NorthMarq in 2014. With more than 40 years of lending and mortgage banking experience, Branscome has

originated more than \$3 billion in industry debt for all lender and property types. Leading NorthMarq's Cincinnati and Louisville offices as SVP and managing director, she finds solutions to complex financial challenges, offering in-depth knowledge on real estate cycles and submarket strengths. She develops and nurtures long-term relationships with lenders, owners, developers and clients, while sourcing the most competitive loan terms in the marketplace. Most recently, Branscome founded an organization called Leading She, which offers bi-weekly podcasts and online resources to support women in leadership positions within male-dominated industries. Recognized nationally as an industry expert, she continually writes articles for national publications and serves as a frequent speaker, sharing her perspective on commercial mortgage banking best practices.



### **MICHAEL CAMPBELL**

Carlton Group

Michael Campbell has played an integral role in arranging financing for significant industry transactions over the course of his 20-year career at the Carlton Group, including the recapitalizations or acquisitions of trophy assets. As the firm's recently-appointed CEO, Campbell has helped establish the company as a pioneer for sourcing "off the radar"

capital and he continues to provide debt and equity capital solutions for high-profile clients in complex transactions, totaling \$5 billion in annual financing. While employing a hands-on approach to source deals and generate new business for the firm, he has expanded and diversified its staff and additionally opened its new headquarters. So far in 2019, he has successfully arranged major transactions for the firm, including the \$455 million recapitalization of Brookwood Financial's office portfolio and the \$1.15-billion acquisition of a multifamily portfolio for Kushner Cos. In order to secure deals, he fosters extensive relationships from domestic family offices to major international institutions and sovereign wealth funds. With experience across all facets of real estate investments, including debt and equity capital structuring, loan/REO auctions and underwriting, he has managed to procure and structure capital totaling more than \$144 billion.



### **MALCOLM DAVIES**

Davies Group

Upon being drastically hit by the recession in 2008, after rocketing to success as a developer, Malcolm Davies optimistically chose to reinvent himself and find success again. Focusing on his biggest strength of building relationships, Malcom became a capital advisor; benefiting from his knowledge and recognition of financial deal structuring opportunities. As principal and managing

director of the Davies Group, a division of George Smith Partners, Davies utilizes a unique business model in defining his team's success by its ability to connect clients with helpful resources. Valuing personal relationships, Davies frequently hosts events to gather equity professionals and developers with mutual interests, to make introductions, elevate business and advance clients' goals. Forming valuable connections and facilitating financing packages, Davies secures financial success for all involved. With more than 20 years of experience, he has been involved in nearly \$5 billion in financings within the debt and equity markets. His team of experts structure complex capital with an average deal size of \$47 million. As the top-performing team for George Smith Partners, the Davies Group closed three structured-loan transactions, each totaling more than \$100 million, while securing more than \$1.3 billion in transactions within the past 12 months. In addition, Davies is active in countless nonprofit associations, while devoting his time and resources through industry volunteerism.

# The Rainmakers



## **ROB RUBANO** Cushman & Wakefield

An institutional debt placement advisor, Rob Rubano has helped redefine and transform the mortgage broker role into a trusted strategic advisor. Throughout his career, he has earned the trust of some of the nation's most sophisticated borrowers and largest lenders. Rubano joined Cushman & Wakefield as executive managing director in late 2018, and was responsible for \$6 billion in debt refinancing within his first year; executing an average loan size of \$250 million. In the past decade, he has placed more than \$40 billion in debt for institutional borrowers throughout the US. Spearheading the firm's national institutional debt placement platform, Rubano directly oversees a team of professionals while serving as a prolific advisor. His recent notable achievements include securing \$1.4 billion in financing for 30 Hudson Yards, \$725 million for 711 Fifth Avenue and \$815 million for Veritas Multifamily. He additionally serves on the firm's institutional capital markets team, strategically growing the national platform by recruiting

key players and top talent to help lead the team's success. In addition to receiving various industry awards, Rubano makes an ongoing impact outside of commercial real estate by dedicating substantial time to the community while heavily involved in many philanthropic organizations.

## TEAMS

### **CBRE TEAM OF TRAYNOR & MILLON**

Thomas Traynor and James Millon each serve as EVP of debt and structured finance for CBRE; holding a combined 40 years of experience in the commercial real estate debt industry. Focused on institutional debt advisory, Traynor and Millon are experts in originating, underwriting, pricing, structuring, negotiating, syndicating and securitizing large finance transactions. Since joining CBRE in 2016 and building their business from scratch, the two have arranged a combined total of more than \$24 billion in fixed- and floating-rate transactions. Within their first year at the firm, the team essentially matched the entire company's commercial mortgage production volume from the previous year, generating more than \$100 million in loans. Throughout their careers, they have originated more than \$75 billion in industry loans. Exposed to various property types and geographical regions, Traynor and Millon follow their institutional clients throughout major markets across the country, while taking on projects ranging from single assets to nationwide portfolios. Due to their diverse range of transactions, the team holds a valuable debt perspective and the ability to flawlessly coordinate with the firm's sales and leasing teams to deliver capital markets solutions. Credited with putting CBRE's large loan platform on the map, the duo has gained an impressive track record and is continually retained by highly-regarded, global investors. Involved in some of the largest, most complicated transactions in the industry, the team completed 29 deals in 2019. The two recently transacted a \$1.78-billion debt raise for the acquisition of 245 Park Ave., at 80% leverage, which was likely the second largest, single-asset financing in New York City history.



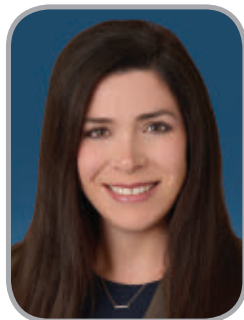
**James Millon**



**Tom Traynor**



**Adam Weissburg**



**Adriana Vesci**



**Caroline Dreyfus**

### **COX, CASTLE & NICHOLSON'S CAPITAL MARKETS TEAM**

As one of the nation's largest full-service law firms specializing in real estate for more than 50 years, Cox, Castle & Nicholson LLP established a specific team in 2012, dedicated to capital markets. With an extensive history in delivering strategic legal counsel and services to clients, the firm expanded its practice to become a go-to resource for all of clients' finance needs. Since its formation, the team has grown to become a leading legal finance department on the West Coast, while playing a critical role in the industry; actively involved in all facets of capital market transac-

tions and advising on debt and equity issues. The team, spearheaded by partners, Adam Weissburg, Caroline Dreyfus and Adriana Vesci, is composed of six finance partners, three associate attorneys and two paralegals. Representing some of the largest banking institutions, insurance companies and private lenders in the world on all forms of secured and unsecured debt financing, the team additionally represents a variety of owners, developers, REITs, investment funds, institutional investors and entrepreneurs on the borrower side. With