

John Troughton
1511 Sycamore Av. #M
Hercules, CA 94547

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EXPERIENCE

- 1998-present** **Cushman & Wakefield** Oakland, California
Senior Director and Shareholder
- Represented leading, privately held and public companies, cities, redevelopment agencies, state agencies, and sovereign nations in fulfilling their real estate needs.
 - Created real estate opportunities that generated thousands of new jobs and led to the creation or redevelopment of millions of square feet of commercial and industrial buildings.
 - “Reinvented” commercial condo’s in multiple local markets with sound partnerships.
 - Represented the creation of residential conversion projects that have produced over 1,000 units of newly entitled housing opportunities.
 - Since 2000, in West Contra Costa alone, generated in excess of \$300 million in upside for clients with anticipated production of over one billion dollars of investment in local municipalities.
- 1995-1998** **Galbreath Company** San Jose, California
Vice President
- Sales and leasing specialist in Silicon Valley
- 1992-1995** **Norris Beggs and Simpson** San Jose, California
Broker Associate
- Sales and leasing specialist in North and South San Jose
- 1985-1989** **Rheem/PRPC Manufacturing** Richmond, California
Principal
- Participated in management buyout of former division of City Investing
 - Doubled sales of company during term of ownership
 - Increased EBIDT 5X through cost-reduction campaign
 - Completed very successful leveraged buyout

EDUCATION

California-licensed Real Estate Agent License #01137509

University of California, Berkeley

Doctoral program in Business – 1984-1986

- Fields in micro/macro-economics, industrial organization, international trade/finance
- Regents Scholar, Economics Analysis & Policy
- Completed field exams (not dissertation) – Janet Yellen, Field Chair

University of California, Santa Cruz

Masters of Science in Economics – 1983-1984

Bachelor of Arts in Economics – 1980-1983

- Graduated with highest honors in the major
- Rhodes Scholarship finalist (1983)
- Undergraduate thesis for Financial Center Bank Corp

ADDITIONAL INFORMATION

- Received numerous proclamations, awards and congratulatory letters for transactions from the California State Governor, local jurisdictions, members of Congress and Senate.
- Awarded Citizen of the Year 2007 – City of Hercules

- Long-standing member and supporter of local educational foundations, Chambers of Commerce, libraries and Rotary chapters.
- Mr. Troughton is an avid fisherman and hunter, is married and lives in No. California with his family.

PUBLICATIONS

- “Don’t Neglect Opportunities to Repurpose Land” – Guest Article. Buyouts, May 2008
- “Private Equity Acquiring Conversion Properties: From REITs to Sale Leaseback Companies,” by John Troughton, January 2007
- “Saving the Cities” – Guest Column. Commercial Property News, July 2006
- “Over-cross Collateralization,” by John Troughton – unpublished
- “Middle Market Mergers, Acquisitions and Real Estate: An Opportunity to Re-use and Re-Build,” M&A Advisor, 2006
- “More Rough Times in Mergerville: Why Private Equity Portfolio Companies Need a Real Estate Repositioning Plan,” M&A Advisor, November 2006
- “Private Equity: Finding Value in Real Estate,” by John Troughton, 2006

MEDIA AND PRESS (partial)

- “Saving Old Industrial Cities from the Scourge of Over-cross Collateralization,” Capitalist Cast – The Curious Capitalist TIME MAGAZINE blog with video feed by Justin Fox, March 2008
- “Home is Where The Factory Is: The manufacturing bust has created some of the hoteest properties around,” BusinessWeek, November 28, 2005
- “Business Park Conversion Gives City of Hercules Explosive Growth,” Cushman & Wakefield (worldwide) “One” Corporate Report, September 2007
- “New Target Store is Another Piece in Richmond’s Revitalization Puzzle,” West County Times by Katherine Tam, July 22, 2008
- “Council Extends Developer’s Loan: Officials Okay Extending Deal to 2011 in Exchange for 6 Percent Interest,” West County Times by Tom Lochner, September 23, 2008
- “Hercules Flexes Building Muscles at Business Park,” San Francisco Business Times by James Temple, October 11, 2002
- “Kaiser Charts Course for Richmond’s Regatta Business Park,” San Francisco Business Times by James Temple, August 2-8, 2002
- “Land Deal Keeps Firm Growing in Richmond,” West County Times by Peter Felsenfeld, Nov. 2, 2001

CONFERENCE SPEAKERSHIPS (partial)

- The Milken Institute’s 10th Annual Global Conference
- Buyouts West – 2008 and Buyouts East - 2006
- Association for Corporate Growth (ACG)-LA (2005-2008) and New Jersey (2006)
- Financial Research Associates (FRA), M&A Advisor, TMA, iiBIG, AMAA
- iGlobal Forum – Real Estate Private Equity conference
- IMN – Alternative Investment Roundup 2007