

MONÉ K. HAEN

PROFESSIONAL EXPERIENCE

TAHOE PROSPERITY CENTER ("TPC") - WWW.TAHOEPROSPERITY.ORG

JULY 2012 – CURRENT

CEO

- FUND DEVELOPMENT: RESPONSIBLE FOR DEVELOPMENT AND ONGOING IMPROVEMENT OF FUND RAISING AND MARKETING EFFORTS
- EXTERNAL RELATIONS: RESPONSIBLE FOR PRESENTING THE TPC, ITS MISSION AND OBJECTIVES TO THE REGIONAL COMMUNITY INCLUDING VARIOUS PUBLIC AND PRIVATE FORUMS
- STRATEGIC PLANNING & IMPLEMENTATION: RESPONSIBLE FOR FORMING & LEADING THE STRATEGIC PLANNING COMMITTEE TO FORMULATE AND IMPLEMENT GOALS & OBJECTIVES FOR THE ORGANIZATION
- ORGANIZATIONAL LEADERSHIP: RESPONSIBLE FOR BOARD MEMBER RELATIONSHIP MANAGEMENT, DIVERSIFICATION AND ENGAGEMENT. RESPONSIBLE FOR INTERNAL COMMUNICATIONS AND ORGANIZATION

INVESCO REAL ESTATE - (NYSE: IVZ) WWW.INVESCOREALESTATE.COM

AUGUST 2006 – APRIL 2012

DIRECTOR, PORTFOLIO MANAGEMENT:

- CHIEF FINANCIAL OFFICER FOR INVESCO'S \$4.2 BILLION, CORE, COMMINGLED REAL ESTATE FUND
- RESPONSIBLE FOR THE DEVELOPMENT AND OVERSIGHT OF THE PORTFOLIO PLANNING, FORECASTING AND REPORTING PROCESS INCLUSIVE OF DIVERSIFICATION, CAPITAL STRUCTURE, LEVERAGE, CASH FLOW AND RETURNS
- MANAGED AND DIRECTED CAPITAL PLANNING INCLUDING INCOMING AND OUTGOING INVESTOR EQUITY, ACQUISITIONS FUNDING, DEBT PROCEEDS AND PAYOFFS
- RESPONSIBLE FOR THE FUND'S LEVERAGE STRATEGY, LENDER RELATIONSHIPS AND DEBT FINANCING INCLUDING IN EXCESS OF \$425 MILLION IN UNSECURED DEBT
- MANAGED AND NEGOTIATED IN EXCESS OF \$2 BILLION IN INVESTOR EQUITY COMMITMENTS
- OVERSIGHT OF ACCOUNTING TEAM AND PROCESSES INCLUDING ALL FUND QUARTERLY AND ANNUAL REPORTING

DIGITAL REALTY TRUST - (NYSE: DLR) WWW.DIGITALREALTYTRUST.COM

MAY 2005-JULY 2006

DIRECTOR OF CORPORATE FINANCE:

- RESPONSIBLE FOR SOURCING & MANAGING MAJOR LENDING RELATIONSHIPS. SOURCED, NEGOTIATED AND CLOSED IN EXCESS OF \$140 MILLION IN SECURED FINANCING
- OVERSIGHT OF CORPORATE CAPITAL STRUCTURE & LIQUIDITY TO FACILITATE ACQUISITIONS
- DEVELOPED AND MANAGED CORPORATE EARNINGS MODEL UTILIZED TO PROVIDE GUIDANCE TO EQUITY RESEARCH ANALYSTS, EVALUATE STRATEGIC INVESTMENTS AND FORECAST CAPITAL NEEDS
- EVALUATED & STRUCTURED JOINT VENTURE FOR UP TO \$250 MILLION IN REDEVELOPMENT ASSETS
- UNDERWROTE AND CLOSED TWO STRATEGIC INVESTMENTS IN EUROPE TOTALING €24.5 MILLION
- MANAGED FORECASTING AND LEASE STATISTICS MANAGER TO ENSURE ACCURATE AND COMPREHENSIVE REPORTING

AMB PROPERTY CORPORATION – NOW PROLOGIS (NYSE: PLD) WWW.PROLOGIS.COM

1998-2005

- **ASSET MANAGER:** RESPONSIBLE FOR THE FINANCIAL AND OPERATIONAL PERFORMANCE OF A 6 MILLION SQUARE FOOT INDUSTRIAL PORTFOLIO IN THE SAN FRANCISCO BAY AREA. MANAGEMENT OF A TEAM OF LEASING BROKERS AND PROPERTY MANAGERS CONSISTING OF APPROXIMATELY 20 INDIVIDUALS AND LEASE NEGOTIATIONS AND ANALYSIS
- **ACQUISITIONS ASSOCIATE:** RESPONSIBLE FOR UNDERWRITING, DUE DILIGENCE AND CLOSING OF INDUSTRIAL REAL ESTATE IN EXCESS OF \$1 BILLION INCLUDING COMPLICATED, ON-TARMAC GROUND LEASE STRUCTURES, GROUND UP DEVELOPMENT AND STABILIZED ASSETS

CAPITAL MARKETS ASSOCIATE: OBTAINED AND MANAGED CORPORATE AND PROPERTY LEVEL FINANCING SUCH AS: LINES OF CREDIT INCLUDING A \$500 MILLION LINE OF CREDIT, A SECURED CONSTRUCTION FACILITY, A \$150 MILLION SUBSCRIPTION FACILITY AND MUNI BOND FINANCING. MANAGED & COORDINATED FORWARD AND REVERSE LIKE-KIND EXCHANGE PROGRAM, DEVELOPED AND MAINTAINED CORPORATE EARNINGS MODEL USED TO EVALUATE MAJOR STRATEGIC INVESTMENTS & DECISIONS. COMPETITOR, CORPORATE AND STRATEGIC EVALUATIONS INCLUDING M&A TARGETS

EDUCATION

UNIVERSITY OF UTAH: BACHELOR OF SCIENCE/BUSINESS MANAGEMENT

- HONOR'S PROGRAM & DEAN'S LIST
- FULL-TIME COURSE LOAD SIMULTANEOUS WITH CONTINUOUS FULL-TIME EMPLOYMENT
- COMPLETED B.S. IN THREE YEARS THROUGH ADVANCED CREDIT AND CONCURRENT ENROLLMENT PROGRAM

PERSONAL INTERESTS

- ACTIVE IN SKIING, SNOWBOARDING, TRIATHLON, RUNNING, CYCLING (ROAD & MOUNTAIN), BACKPACKING, CAMPING, HIKING, AND YOGA

