



About Ensemble Real Estate Investments

Ensemble, based locally at the Navy Yard and headquartered in Long Beach, California, is a full-service real estate solutions and investments provider that creates exceptional real estate in the healthcare, hospitality, commercial and urban multifamily/mixed-use sectors. Ensemble entered the Philadelphia market in 2012 when it began the development and construction of the 172-room Courtyard by Marriott hotel at the Navy Yard — and in 2016, its 40-room expansion. In 2018, Ensemble entered into an agreement with PIDC to convert a historic former Navy barracks building into the Navy Yard’s second hotel – a high-end, full-service hotel with approximately 230 rooms, a restaurant and bar with al fresco dining, a large ballroom, meeting room spaces, and other amenities. In 2019, Ensemble began to expand its investments at the Navy Yard with the acquisition of a four-building corporate office portfolio totaling over 300,000 square feet. In 2020, Ensemble continued its Navy Yard expansion by acquiring Adaptimmune’s U.S. headquarters, and putting a three-building life sciences portfolio occupied by WuXi Advanced Therapies under contract which it will purchase in the next 30 days. Ensemble is also a partner in the currently under-construction Iovance Biotherapeutics facility, expected to be completed in early 2021. In total, Ensemble has developed, acquired, or is in development of 14 properties totaling 1.3 million square feet on over 45 acres at the Navy Yard, and is the largest private owner at the Navy Yard. Ensemble has successfully delivered over 4 million square feet across its national portfolio.

Notable projects include:

- Hotel Nia, Menlo Park, CA: a world class Autograph Collection hotel neighboring the Facebook campus in the prime of Silicon Valley, serving as the hospitality component to the mixed-use Menlo Gateway master development. The 4-Star hotel features 250 guestrooms, 21,000 square feet of meeting space, a full-service restaurant, outdoor pool and entertainment deck, and a spectacular event courtyard.
- The Saint Mary’s Center for Health, Reno, NV: a 200,000 square foot, six-story building and full development of the all-new 5.6 acre Saint Mary’s Regional Medical Center west campus, including an elevated public plaza and parking garage.
- The Crest, Long Beach, CA: a 112 unit mixed-use/multi-family development in downtown Long Beach with ground floor retail spaces with access to Long Beach’s iconic Rainbow Bridge.
- Hyatt Place, Pasadena, CA: a 186 key hotel located in the heart of Pasadena and situated within the Paseo Colorado development, a 550,000 square foot retail center covering three city blocks with retail, office, restaurants, and 400 luxury apartments.

To learn more about Ensemble, visit <https://ensemble.net/>.



About Mosaic Development Partners

Mosaic Development Partners is a Philadelphia based, certified MBE real estate development and management company, founded in 2008 by Gregory Reaves and Leslie Smallwood-Lewis. Mosaic primarily focuses on ground up development and adaptive reuse of commercial properties in underserved urban communities. Since 2012, Mosaic and its partners have secured financing, invested, and initiated more than \$200 million in the greater Philadelphia region, bringing quality retail, commercial, recreational, and residential space to communities of color, along with hundreds of construction and full-time jobs.

Notable Philadelphia projects include:

- Diamond Green, Temple University: a 130,000 square foot, modular built, student housing development. The project development team includes the local CDC as a development partner.
- Eastern Lofts, Brewerytown: the redevelopment of a 70,000 square foot former historic railway building into a mixed-use complex (residential, office, childcare center, and retail), which received a jury award from the Philadelphia Preservation Alliance in 2017.
- Edison Square, Fairhill: the redevelopment of the former Edison High School (shuttered in 2002) into a 100,000 square foot grocery-anchored community retail center with an affordable housing community for veterans.
- Golaski Labs, Wayne Junction: a 60,000 square foot mixed use development, including the rehabilitation of a shuttered factory and a new modular construction apartment building.
- Sharswood Ridge, Sharswood: a 230,000 square foot community-based shopping center and mixed income housing development.

In addition, Mosaic partnered with Cheyney University, the nation's oldest historically Black institution of higher education, and Chester County Economic Development Council, to maximize the assets on Cheyney's campus. To date, the team has secured financing to support an on campus regional sports complex; placed four operating bioscience companies on campus who provide internships and lab training directly to students; and signed letters of intent with three technology based manufacturers who plan to operate on campus and engage the student community.

Furthermore, Mosaic helped to consummate an agreement between Cheyney University and the Wistar Institute to provide ongoing biotechnology student training; enrollment into its Philadelphia Research Consortium; and will help create a Chester County bioscience HUB at Cheyney for emerging biotech businesses.

To learn more about Mosaic, visit www.mosaicdp.com.



KAM BABAOFF

*Managing Director,
Chairman*

BACKGROUND

A founding partner of Ensemble, Kambiz “Kam” Babaoff began his career in construction and development and then embarked upon the practical application of his skillset through a number of hotel development and repositioning projects - most notably the renovation of the Hotel Maya in Long Beach, California and Dream Inn in Santa Cruz, California. Both an engineer and an entrepreneur, he formed Ensemble Real Estate Investments with his co-founders Michael Moskowitz and Randy McGrane to capitalize on their complementary skillsets.

ROLES & RESPONSIBILITIES

Kam continues to spearhead Ensemble’s commercial real estate investment projects. With his reputation for diligent responsiveness and innovative thinking, he has overseen the development and acquisition of several million square feet of hotel, multifamily and high-density office space and medical office for the company. Notable projects include: Long Beach World Trade Center office complex, Hotel Nia in Silicon Valley, 442 Residences and The Crest multifamily buildings in Long Beach and several hotel and office projects at the Philadelphia Navy Yard Master Development.

COMMUNITY INVOLVEMENT

Kam remains dedicated to the cultivation of community-based arts and culture. He is an ongoing supporter of several California municipalities, including the City of Long Beach. Kam serves on the Board of Directors of a number of non-profit educational and religious organizations including as the chairman of Cornerstone Housing for Adults with Disabilities to build housing for the developmentally disabled in the Los Angeles area.



CONRAD GARNER

*Senior Vice President,
Development*

BACKGROUND

Over his 15-year career in real estate, Conrad Garner has grown to Senior Vice President of Development within Ensemble, overseeing the company's development pipeline and investment initiatives. His depth of experience in real estate strategy, planning, entitlement, design and construction has led to successful execution of over \$1B of hospitality, mixed-use, commercial, and medical development and investment.

ROLES & RESPONSIBILITIES

Conrad is a member of Ensemble's executive leadership team in which he contributes to setting corporate strategy and leading the organization's overall development and investment initiatives. He additionally oversees a full team of project management, design, construction management, analysis, and accounting professionals. His department is responsible for lifecycle development execution from entitlement through operational start-up.

ACCOMPLISHMENTS

Bachelor of Arts

California Polytechnic State University
San Luis Obispo, California

Masters of Business Administration

California Polytechnic State University
San Luis Obispo, California

PROFESSIONAL AFFILIATES

ULI Urban Land Institute

AIA American Institute of Architects

AFTER HOURS

When not in the office, Conrad enjoys raising his young family and getting outdoors in the great southern California weather.



BRIAN COHEN

*Senior Vice President,
Regional Director -
East Region*

BACKGROUND

Brian's passion is to create sustainable development projects which enhance both the lives of those who occupy them and the communities and neighborhoods they are located in.

Prior to Ensemble Brian spent the last 19 years in several key roles for Liberty Property Trust, most recently as Vice President and Market Officer of Liberty Property Trust's Philadelphia office where he had P&L responsibility for a 4.5 million square foot portfolio of urban office, industrial and flex space. In this role, Brian managed the development and oversaw leasing and property management of Liberty's properties in Center City Philadelphia and the Philadelphia Navy Yard. While at Liberty, Brian has participated in the acquisition or development of properties containing over 7.5 million square feet in eight different geographic markets, representing approximately \$2.5 Billion in investment.

ROLES & RESPONSIBILITIES

Regional Director of the East Region, Brian focuses his time on the crafting and advancement of Ensemble's real estate investment strategies throughout the Eastern United States.

ACCOMPLISHMENTS

Bachelor of Science, Real Estate

The Wharton School, University of Pennsylvania

Pennsylvania, PA

Pennsylvania Real Estate Broker's License

PROFESSIONAL AFFILIATES

Valley Youth House, Board of Directors

African American Museum in

Philadelphia, Vice Chair

Community Design Collaborative,
Advisory Board

Greater Philadelphia NAIOP Board of
Directors, Executive Committee

AFTER HOURS

Outside of work Brian enjoys swimming, coaching youth sports, and spending time with his wife and two children.



MARK SELTZER

Senior Vice President,
Development - East
Region

BACKGROUND

Mark's extensive background in commercial real estate includes 20+ years in the public and private sectors. Operating out of Ensemble's Philadelphia office, Mark serves as a key member of our executive team to lead the vision, strategy, and execution of development opportunities in the East Coast Region. Previously, Mark was Vice President of Leasing & Property Development for Liberty Property Trust, where he was responsible for Development, Leasing, and Dispositions. During his tenure with Liberty, he oversaw 1.6 million SF of commercial real estate activity at the Philadelphia Navy Yard and managed the company's relationship with the Navy Yard's public sector development partner, PIDC.

Prior to Liberty, Mark was Vice President at the Philadelphia Industrial Development Corporation (PIDC) – Philadelphia's economic development agency, where he was responsible for the day to day redevelopment of The Navy Yard, including the marketing, development, transaction, and property management activity. During Mark's 7.5 years at PIDC, The Navy Yard added more than 1 million square feet of commercial space and over 5,000 employees.

ROLES & RESPONSIBILITIES

Mark oversees pre-development, entitlement, design, construction, and opening activities, as well as leads acquisition pursuits.

ACCOMPLISHMENTS

Bachelor of Science, Accounting
University of Maryland
College Park, MD

Masters of Business Administration
Drexel University
Philadelphia, PA

PROFESSIONAL AFFILIATES

NAIOP: Chairman, Executive Committee of the Greater Philadelphia Chapter, former Chapter President and member of the National Board of Directors

LEADERSHIP Philadelphia: Board of Directors, 2015-2018 Keeper's Mentor, and 2014 Fellow

Select Greater Philadelphia's Emissary Program: Inaugural member

Pennsylvania Horticultural Society (PHS): Strategic Planning Committee Member (2014)

AFTER HOURS

Outside of work Mark enjoys spending time with his wife and their two boys and going to their non-stop sports games! When he has an extra spare moment you can find him in the kitchen cooking or playing a round of golf.



GREG REAVES

Partner

BACKGROUND

Greg has spent more than 30 years working in publicly traded and private companies.

In 2008, Greg and his partner formed Mosaic Development Partners, a boutique commercial real estate development company that focuses on investing in disenfranchised communities to reduce blight, increase jobs and drive new market-based approaches to create greater housing affordability. To date, their investments have totaled more than \$100 million in construction financing in the Philadelphia market.

ROLES & RESPONSIBILITIES

At Mosaic, Greg's focus is on acquisition and development strategies, design, business development/marketing and construction. He also collectively leads the real estate brokerage.

ACCOMPLISHMENTS

Bachelor of Science, Chemical Engineering

Howard University

Washington, D.C.

PROFESSIONAL AFFILIATES

Chester County Economic Development Council, Board Member

AFTER HOURS

Outside of work Greg enjoys spending time with his wife and three children.



LESLIE SMALLWOOD-LEWIS

Partner

BACKGROUND

Leslie has spent the last 20 years of her career in real estate development. Prior to Mosaic, Leslie led the largest single development in West Philadelphia and the largest development in a Federal Empowerment zone located in the Commonwealth of Pennsylvania.

In 2008, Leslie and her partner formed Mosaic Development Partners, a boutique commercial real estate development company that focuses on investing in disenfranchised communities to reduce blight, increase jobs and drive new market-based approaches to create greater housing affordability. To date, their investments have totaled more than \$100 million in construction financing in the Philadelphia market.

ROLES & RESPONSIBILITIES

At Mosaic, Leslie focuses on coordinating the development team, entitlements, financial and investment strategy, government affairs and leasing. She also collectively leads their real estate brokerage.

ACCOMPLISHMENTS

Bachelor of Arts, Psychology

Brown University
Providence, Rhode Island

Juris Doctorate, Law

Villanova University Charles
Widger School of Law
Philadelphia, PA

PROFESSIONAL AFFILIATES

Committee of 70, Board Member
NAIOP, Board Member

AFTER HOURS

When not working, she enjoys watching Netflix, listening to music and spending time with her husband and 3 dogs.