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|  | JOSEPH CAHOON Cox School of Business  Southern Methodist University  P.O. Box 750333  Dallas, Texas 75275  jcahoon@smu.edu |  |

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| **Experience: Academic** | |  | |
| 2014-current | **Southern Methodist University, Cox School of Business**  *Director, Folsom Institute for Real Estate*   * Responsible for developing and implementing the strategic vision of the Folsom Institute for Real Estate, which serves to promote the study and research of commercial real estate at the Cox School of Business. * Responsible for development of Institute’s operational budget and annual fundraising program. * Actively participate in the development and enhancement of real estate curriculum at both the undergraduate and graduate levels. * Responsible for enhancing the Institute’s relationships with alumni and other industry leaders nationally. * Responsible for programming and producing Folsom Institute and SMU Real Estate Society events. * Responsible for the development and implementation of student industry-focused events, including an executive mentoring program, a career-focused discussion series, industry-focused field trips and industry-focused software training courses. * Advise and mentor students seeking careers in commercial real estate.   *Lecturer, Department of Real Estate, Risk Management and Business Law*   * RE 3381 – Real Estate Fundamentals, *Fall 2014 – current* * 1st required course in undergraduate Real Estate Finance major and concentration * Taught in both Fall and Spring semesters. * RE 6211 – Real Estate Investments, *Spring 2017-current* * 1st required course in the MBA Real Estate Finance concentration * Taught in Module A of both Fall and Spring semesters. * RE 6212 – Real Estate Analysis and Strategy, *Fall 2014-current* * Required course in MBA Real Estate Finance concentration * Taught in Fall term, Module B only.   *Additional Service*   * Faculty liaison for the MBA and Undergraduate Real Estate Clubs * Faculty sponsor for MBA team in NAIOP North Texas Real Estate Case Competition * Faculty sponsor for MBA team in the National MBA Real Estate Case Challenge * Faculty sponsor for BBA team in Texas ICSC Real Estate Case Competition * Faculty sponsor for BBA team in USC Marshall International Real Estate Case Competition | | |
| 2009-2013 | **The University of Texas at Austin, McCombs School of Business**  *Managing Director, Real Estate Finance & Investment Center*   * Responsible for helping to create and promote the strategic vision of the REFIC, which serves to promote the study and research of commercial real estate at the University of Texas at Austin. * Responsible for enhancing the Center’s relationships with alumni and other industry leaders nationally. * Advise and mentor students seeking careers in commercial real estate.   *Lecturer, Department of Finance*   * RE 358/URB 351 – Introduction to Real Estate and Urban Land, *Spring* *2010 – Fall 2013* * 1st required course in undergraduate Real Estate Finance concentration. * Taught in both Fall and Spring semesters. * RE 388 – Real Estate Investment and Development Decisions, *Spring* *2010 – Spring 2013* * Required course in MBA Real Estate Finance concentration. * Taught in Spring semester only.   *Additional Service*   * Helped lead the creation, development and fundraising of and for the University of Texas Real Estate Certificate Program. * Faculty liaison for the Graduate and Undergraduate Real Estate Societies (GRES and URES). * Created and supervised joint independent study between UT SOA graduate students and McCombs MBA students as part of the curriculum for Real Estate Analysis Practicum (RE 386.3), *Fall 2010.* * Created and delivered real estate finance workshops for graduate students participating in the ULI/Gerald D. Hines Student Urban Design Competition. * Participated as a judge in the ULI Austin round of the ULI/Gerald D. Hines Student Urban Design Competition. * Helped lead the creation and organization of a joint event/workshop on the issue of sustainability in the real estate industry with REFIC, the McCombs Energy Management and Innovation Center, the School of Architecture and the Urban Land Institute. * Helped lead the creation and organization of the first McCombs Alternative Investments Conference, which was co-sponsored/hosted by the McCombs Real Estate Finance and Investment Center, the AIM Investment Center, the Energy Management and Innovation Center and the Hicks, Muse, Tate and Furst Center for Private Equity Finance. | | |
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| **Education** |  | | |
|  | **The University of Texas at Austin** | | |
| 2005 | *McCombs School of Business*  Master of Business Administration   * Concentration in Finance with specialization in Real Estate Finance. * Awarded the ULI – Kenneth M. Good Graduate Student Fellowship for 2004-2005 - one of eight winners nationally. | | |
| 2000 | *College of Architecture*  Master of Science in Community & Regional Planning   * Concentration in Real Estate Development | | |
| 1998 | *College of Liberal Arts*Master of Arts in American Civilization | | |
| 1993 | Bachelor of Arts in Plan II Honors Program / History | | |
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| **Experience: Business & Industry** | |  |
| 2015-current | **HR&A Advisors** | |
|  | *Senior Advisor* | |
|  | * Provide strategic advisory services to both public and private institutional clients on market responsive land use and real estate development strategies. * Lead the development of the Texas office for firm, which represents clients throughout the Southwest * Advisory services range from real estate valuation to master planning efforts to development agreement negotiations. | |
| 2010-2015 | **Cirrus Logic, Inc.**  *Independent Real Estate Consultant/Owner’s Representative*   * Led the development of Cirrus Logic’s new 135,000 square foot Class A corporate headquarters in downtown Austin, which was completed in June, 2012. Cirrus Logic, Inc. is a publicly traded fabless semiconductor company (symbol: CRUS) based in Austin that focuses on the audio and energy markets. * Responsible for all site due diligence efforts, underwriting, entitlement procurement and land acquisition for the project. * Led design and development team through design, pre-construction and construction phases. * Responsible for leading future office expansion efforts currently underway for the company, including additional land acquisitions, lease negotiations, entitlement procurement and development feasibility analysis. | |

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| 2006-2009 | **Gables Residential,** *Dallas, Texas*  *Development Associate*   * Responsible for sourcing new multifamily and mixed-use investment and development opportunities. * Led the development of three mixed-use projects totaling approximately 880 units with a combined capitalization of over $200 million. * Led new projects through the development process, including site selection, site purchase contract negotiation and closing, the entitlement process, financial underwriting, investment approval, design, construction and asset management through lease-up and stabilization. * Negotiated and coordinated retail leasing efforts on Gables-owned retail in Dallas. * Represented Gables’ interests as its Board appointee to two mixed-use projects in which the retail and residential components are separately owned condominium interests. | | |
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| 2005-2006 | **Champion Partners,** *Dallas, Texas* | | |
|  | *Partner*   * Responsible for sourcing value-add office and in-fill land acquisition and development opportunities throughout Texas and the southern U.S. | | |
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| 2000-2003 | **Century Development,** *Houston, Texas* | | |
|  | *Project Manager*   * Project manager for office and retail tenant improvements on Reliant Energy Plaza, an 840,000 square foot office tower in downtown Houston. Responsible for design team coordination, construction contract development and construction management.   *Assistant Project Manager*   * Assistant project manager on the Hobby Center for the Performing Arts, a $100 million, two-theater, performing arts center in downtown Houston. Coordinated on-site design and construction team efforts. | | |
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| **Professional Affiliations** | | |  |
|  | Urban Land Institute (ULI), Member | | |
|  | Pension Real Estate Association (PREA), Member | | |
|  | Real Estate Council of Dallas (TREC), Member  International Council of Shopping Centers (ICSC), Member | | |
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| **Media References** | |  | |
|  | * “Modern Magic: How Data is Changing Site Selection,” by Jeff Bounds, [www.dallasinnovates.com](http://www.dallasinnovates.com), July 27, 2016 * “The Millennial Movement,” by Jeff Bounds, DFW Real Estate Review, April 11, 2016 * “FHA Loans Can Be a Good Option for First-Time Homebuyers,” by Ellen Chang, [www.thestreet.com](http://www.thestreet.com), April 15, 2015 * Included as one of DFW’s 15 Top Real Estate Stories of 2014, by Christine Perez, D Real Estate Daily, <http://realestate.dmagazine.com>, December 29, 2014 * “As a Hospital Rises, So Do Hopes for a Neighborhood,” by Maxine Levy, *The New York Times*, April 10, 2014 | | |
|  | * “New Vision for Capitol Complex: More Room for State Workers, Private Development on State Land,” by Laylan Copelin, *Austin American Statesman*, May 8, 2010. | | |