

**Experience****Allocation Advisors, Phoenix, AZ**

2011 – present

***President***

Founded and manages Allocation Advisors, a firm specializing in preparing purchase price allocation studies (ASC 805) for real estate acquisitions. Since launching the company, Scott has overseen the preparation of hundreds of studies encompassing all major property types located throughout the entire United States. Select clients include KBS Realty Advisors, Avanath, Steadfast, Kettler, Westcore Properties, and Hackman Capital.

**Ernst & Young, Phoenix, AZ**

1998 – 2010 (13 yrs)

***Senior Manager, Transaction Real Estate***

Responsible for securing and managing projects involving real estate due diligence, valuation and strategic planning for a wide variety of clients and property types. Select accomplishments include:

- Investment due diligence for all of Arizona Public Safety Personnel Retirement System's real estate investments between 2004 and 2010, including over two-dozen land banking transactions, several master planned communities, new office and retail developments and a hotel acquisition. Scope of due diligence includes testing support for property operating projections (absorption, pricing, concessions, etc.), entitlement risks, development and construction cost estimating, evaluating operating agreements terms and advising client on investment parameters such as preferred returns, capital calls, puts/calls, default provisions and remedies, clawbacks, distribution waterfalls, etc.
- Merger and acquisition due diligence for several large REIT and REOC transactions. Primary role includes verification of historical financial statement items, adjustments for non-recurring income/expense, budget-to-actual reconciliation, sensitivity testing of pro forma models, examination of lease clauses, and property valuation.
- Partnership restructuring of four real estate acquisition and development entities, including mediation of JV liquidation distributions in two cases.
- Valuation reviews on over \$12 billion in real estate assets, including: office, industrial, retail, hotel, apartment, senior living, and land.
- Management consulting to improve the site acquisition, disposition and asset management functions at Shell Oil, Seven Eleven, Burger King, and Chick-fill-A.

**Castillo Company, Phoenix, AZ**

1996 – 1998 (2 yrs)

***Manager, Market Analysis and Site Selection***

Project manager on retail market expansion and office site selection jobs. Management responsibility for a department of six employees, including: hiring, annual and periodic reviews and compensation decisions. Primary clients include Shell Oil, State Farm and Capital Group Companies.

**CB Commercial, Phoenix, AZ**

1995 – 1996 (2 yrs)

***Project Coordinator and Mapping Specialist, Cell Tower Acquisitions Group***

Coordination of site acquisition and due diligence activities between the site acquisition team, zoning specialists and client radio frequency engineering staff.

**Education**

- Certified Leasing Specialist program, Commercial Real Estate Institute, 2002
- Presenter: "Applications of Technology in Real Estate," IDRC U.S. Conference, 2000
- B.A. in Geography, San Diego State University, San Diego, CA, 1994

**Affiliations and Designations**

- Chairman, Communications Committee, ULI Arizona
- Candidate, Certified Commercial Investment Member (CCIM)
- Past Board President, CASA