

# **Stephen Peca**

**Managing Director at Concourse Realty Group**

New York, NY, US

Commercial Real Estate Development and Investment (and everything in between)

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## **Biography**

Stephen has more than 30 years of professional experience ranging from banking and finance to capital markets, private equity, project management, risk management and executive education. Stephen formed and is managing director and managing member of Concourse Realty Group, LLC which provides transaction, asset and portfolio strategy and management business solutions, along with equity investment services, to owners, investors and lenders of commercial real estate, infrastructure and alternative energy projects in the U.S. and internationally. In addition, Stephen pursues a number of related business ventures ranging from start-up and venture capital services (Windy Acres Capital & Advisory) to corporate education (Ventures in Education) , and is also an adjunct assistant professor at New York University. Stephen was a Director with Moody's Analytics, Inc. and was the firm's commercial real estate and project finance subject matter expert providing consulting services and executive education to global clients. Previously, Stephen was with Fleet Securities, Inc. where he established a loan sales and trading business for the bank. Stephen spent eleven years at The Fuji Bank, Limited where he was a corporate relationship manager originating and managing a global loan and commitment portfolio where he gained extensive experience arranging international and cross border loans, project finance and other financial structures totalling well over USD10 billion. Before joining the Fuji Bank, Limited, Stephen was Vice President of Accounting, Finance and Administration (CFO) for The Tucker Companies, Inc., a regional real estate developer and property investor. He also spent about seven years at Urban Investment & Development Co., a national real estate developer, manager and investor. He has received the New York University Award for Outstanding Service and is a Member of the Royal Institution of Chartered Surveyors. Stephen is also a member of the American Institute of Certified Public Accountants, CoreNet Global and is Co-Chair of the Real Estate Special Interest Group of the Financial Executives Networking Group. Stephen's first book, Real Estate Development and Investment: A Comprehensive Approach, has been adopted by several universities.

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Host/MC, Author Appearance

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## **Industry Expertise**

Capital Markets, VC and Private Equity, Real Estate Dev/Ops

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## **Areas of Expertise**

Private Equity, Project Finance, Real Estate

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## **Affiliations**

Royal Institution of Chartered Surveyors, CoreNet Global, Financial Executives Networking Group, American Institute of Certified Public Accountants

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## **Event Appearances**

**Real Estate Development Process**  
Educational class

**Project Finance**  
Educational class

**Asset Management**  
IREM Asset & Property Management Symposium 2013

**Advice from the Inside: Navigating the Job Hunt from the Employer's Perspective**  
Forum

**NREI Solutions for Troubled Hotel Assets**  
Webinar

**Various Other Topics**  
Various

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## **Education**

**University of Chicago**  
Certificate Advanced Management

**Loyola University Chicago**  
BBA Public Accounting

**Loyola University Chicago**  
MBA Financial Management

**University of Illinois**  
Certified Public Accountant

**Royal Institution of Chartered Surveyors**  
MRICS, Management Consultancy

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## **Accomplishments**

### **Concourse Realty Group**

Structured a USD20 million equity fund for commercial properties in Central and Eastern Europe (CEE).

### **Concourse Realty Group**

Designed and implemented turnkey US lending group for an international bank whose portfolio grew to an approximately USD4 billion.

### **Moody's Analytics**

? Consulted with and trained numerous international commercial banks and national governments in areas such as, but not limited to, credit underwriting, asset management, restructuring and workouts and risk management strategies to better staff and management knowledge and expertise.

### **Moody's Analytics**

Drafted commercial real estate and infrastructure credit scorecards affecting multiple billions of dollar portfolios for several major domestic and international banks reducing underwriting risk and potential loan loss reserves

### **New York University**

Created and deliver over ten distinct courses and seminars, training hundreds of professionals.

### **Fleet Securities**

Scaled bank portfolio exposures through detailed loan review allowing increased lending activity while reducing overall portfolio risk.

### **Fleet Securities**

Rewrote loan sales and trading legal documentation substantially reducing bank portfolio risk.

### **The Fuji Bank, Limited**

Executed secured and unsecured corporate, structured, asset-based and leveraged finance, lease finance, M&A finance, DIP finance, real estate, project finance, derivatives, foreign exchange, multi-currency facilities, senior living and health care.

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## **Testimonials**

### **Name Withheld**

?The instructor was very knowledgeable about the topic. He made every point very interesting and skillfully enhanced each participant to participate in group discussions.?

### **Name Withheld**

?Best class I have ever taken, even while I was in undergrad school. Reward this man, he is a top-notch teacher.?

**Name Withheld**

?Though the course was a lot of work, it was fun work.?

**Name Withheld**

?A student favorite who brings a wealth of real estate development, underwriting and management experience to the classroom. His classes are well organized and his teaching style is engaging. He is able to draw out the best in his students.?

**Name Withheld**

?Stephen's diligence, thoroughness and structured approach to teaching was a phenomenal and challenging academic and learning experience. After completing the course, I felt I had the critical skills necessary to tackle any project analysis that might come my way.?

**Name Withheld**

?Stephen is an exceptionally organized, productive and positive person. He is skilled at creating and executing a plan and leveraging resources to generate amazing results. Stephen has very deep competences. He combines deep knowledge of business, people, and technology to successfully undertake clients' most important and complex business issues. He is a professional with excellent references and background, able to exploit his skills to work jointly, creating excellent relationship with customers and co-workers and students.?

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