

FINANCIAL DIGEST


JOSE L. OLIVA
PRESIDENT/CEO

Name: Jose L. Oliva
Title: President/CEO

Company: Prodigy Title LLC. and J.L. Oliva & Associates LLC.

Location: 520 Speedwell Ave. Suite 105 – Morris Plains, NJ 07950

Birthplace & Year: Lima, Peru 1974

Family: Single

College: MSU

First job outside of real estate: Mailroom/file room clerk in a national mortgage lender

First job in real estate: Mortgage loan processor/ underwriter

What do you do now and what are you planning for the future?

I have the honor and privilege of serving as the president and CEO of Prodigy Title and J.L. Oliva & Associates. We are among the leaders in commercial and residential title insurance and real estate closings in the Tri-State area. My principle objective lies on the national expansion and the financial growth of our organization given today's challenging and ever-changing market. As we look ahead, the road map for continued success and impeccable

reputation will continue to include our legacy of developing outstanding results to meet the highest standards set by our customer, our prospects and the industry.

Hobbies: I enjoy being a part-time professional musician. I play the trumpet, piano and guitar. On some weekends, I play gigs with my band throughout NYC and NJ.

Favorite book: The Seven Habits of Highly Effective People by Stephen Covey

Favorite movie: The Rock directed by Michael Bay

Person you admire most (outside family): Maynard Ferguson (Jazz trumpeter)

Key to success: Customer service is the key to our success. Client satisfaction is the ultimate destination for us as we achieve outcomes that matter and see that our client's problems are expertly solved. Around here, it is important to know that each job has been accomplished in a way that goes beyond expectations. Earning tomorrow's assignments through today's performance.

If you had to choose another vocation what would it be? Full-time musician and composer. ■


CHARLES WOHRLE, JR.
VP & DIRECTOR OF COMM'L RE DEPT.

Name: Charles Woehrle, Jr.

Title: VP & Director of Commercial Real Estate Dept.

Company: Spencer Savings Bank

Location: 611 River Dr., Elmwood Park, NJ

Birthplace & Year: Bronx, NY, 1953

Family: Wife Jill, five children and triplet grandsons

College: Bachelors Degree from William Paterson University in Business. MBA from Fairleigh Dickenson University in finance.

First job outside of college: In 1975, I worked in the Operations Department of Chase Manhattan Bank.

First job in real estate or allied field: By 1977, I had secured a job in Chase Manhattan's Commercial Real Estate Department.

What do you do now and what are planning for the future? Currently, I manage Spencer's Commercial Real Estate Department, overseeing a staff of professionals including Loan Officers,

Underwriters and Loan Administrators. Our department provides financing for construction, interim and permanent loans on multifamily, retail, office, warehouse/industrial and self storage properties located throughout NJ, NYC and Eastern PA ranging in size from \$1 million to \$10 million. The goal for the future is to expand our portfolio, and to enlarge our lending footprint throughout Metro NY and Eastern PA.

Hobbies: Baseball, football, fishing and reading

Person you admire most (outside of family; alive or deceased): That would have to be Walter Haug – my longtime colleague, friend and mentor.

Keys to success: Diligence and dedication

If you had to choose another vocation what would it be? A high school history teacher and baseball coach.

Person most interested in meeting and why? Alan Greenspan – I would be honored to meet this remarkable individual who dominated the American economy for almost twenty years. ■

Spencer Savings Bank

Prodigy Title LLC. and J.L. Oliva & Associates LLC.


GARY DESANTO
CHIEF EXECUTIVE OFFICER

Name: Gary DeSanto

Title: Chief executive officer

Company: DeSanto Realty Group, a Tenant In Common sponsor

Location: Radnor, PA

Birthplace & Year: Philadelphia, 1968

Family: Married with three children, two sons and a daughter

College: very little

First job outside of college: Carpet cleaner

First job in real estate or allied field: Apartment maintenance at age 13. I worked for my father, Louis DeSanto, founder of DeSanto Realty Group.

What do you do now and what are planning for the future? CEO of a real

estate investment company. In the near future, we plan to add a REIT or equity fund to our tenant in common offerings.

Hobbies: Sporting events, spending time with my children

Favorite book: "The Five People you Meet in Heaven," by Mitch Albom

Favorite movie: "Herbie the Love Bug"... the original!

Person you admire most (outside of family): Lou Tice of The Pacific Institute. He taught me to look ahead and be able to see myself in a situation before it happens.

Key to success: Surround yourself with quality positive people and learn all you can about your competition.

If you had to choose another vocation what would it be? Teacher. ■


DONALD ZIEF

PRINCIPAL - SR. DIRECTOR, REIT TAX SERVICES

Name: Donald Zief

Title: Principal – Senior Director, REIT Tax Services

Company: Schonbraun McCann Group

Location: New York City; Roseland, NJ

Birthplace: Philadelphia, PA

Family: Married, 2 children ages 25 and 21

College: Franklin & Marshall College, B.A. English; Lehigh University, MBA; Rutgers, Law School, J.D.; NYU Law School, LL.M. – Taxation

First job outside of college: Staff accountant for Price Waterhouse, NYC

First job in real estate or allied field: As tax attorney, structuring

limited partnership investments in real estate.

What do you do now and what are planning for the future? Currently advising clients on tax considerations in real estate transactions, co-author of Real Estate Investment Trusts Handbook; pro-active development of strategies for weathering a real estate downturn.

Hobbies: Reading - biographies and history, Golf, Sailing

Favorite book: Catch-22
Favorite movie: 12 Angry Men, To Kill a Mockingbird

Person you admire most (outside of family): Stephen Hawking

Key to success: Understand the "big picture" and how your position fits in with it; have faith in your instincts and don't give up. ■

Schonbraun McCann Group

DeSanto Realty Group, a TIC Sponsor