

EPISODE 4

Quarterbacking the Deal: Rethinking the Value of the Integrated Development Model

EPISODE PREVIEW

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This week, Vertical Insights brings you into the dynamic world of development and construction with CA's chief development officer, Sean Spellman. Learn how CA has continued to advance and diversify its platform to ensure the key metrics of development success—delivering on-time and on-budget—are foundational to the people, processes and systems responsible for executing on the firm's global investment strategy. Sean walks us through the challenges posed by COVID-19, as well as what opportunities are on the horizon for CA's fully integrated development business.

ABOUT OUR GUEST

Over the course of his career, Sean Spellman has been involved in the successful delivery of more than \$10 billion worth of real estate development. Prior to joining CA, Sean was the vice president and general manager of Opus Development Company, where he managed development and construction initiatives across all sectors, as well as led Opus' national student housing development platform. Sean was named one of the CRE Best Bosses of 2020 by GlobeSt.com.

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ABOUT THE SERIES

Brought to you from CA's global headquarters, Vertical Insights is a podcast series giving listeners in-depth insights from the commercial real estate industry. The series features hosts Robert Maddock and Meghan Nam interviewing some of CA's resident, subject matter experts to tackle the topics that matter most including current events, best practices and industry trends in real estate investment, development, property management and more. Interested in being a guest on the series? Email us at communications@ca-ventures.com