

NEWELL ADVISORS

OPERATIONS • MANAGEMENT • FINANCE

Wei Chiu (Mr.)

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QUALIFICATIONS AND EXPERIENCE

Management consultant and expert witness on business damage and economic loss valuations in civil litigation. Retained by both plaintiff and defense. Over 30 years of executive-level business experience in management, operations, finance, and market analyses. Industries include commercial and corporate real estate, semiconductors, healthcare, renewable energy, banking, automotive, education, non-profits, and the arts. Extensive background includes business continuity and market evaluations, capital finance, urban planning and architecture, construction, and the physical sciences.

Expert Witness Practice Areas

- Business interruption and lost profits
- Partnership and contract disputes
- Investment valuations
- Strategic market analyses
- Capital budgeting and financials
- Project implementation and oversight
- Real estate development and operations
- Investment capital allocations
- Forensic accounting and economics
- Breach in contract
- Incentive stock and options valuations
- Estate asset dissolutions
- Forensic construction and engineering

EDUCATION

Stanford University, Graduate School of Business, Master of Business Administration

Massachusetts Institute of Technology, Master of Architecture

Harvard College, Bachelor of Arts, Physical Science

EXPERIENCE

NEWELL ADVISORS

NEWELL REAL ESTATE ADVISORS, Palo Alto, California 2006 - present

Principal

Management consulting to public and private sectors including expert witness analysis in business damages and loss cases.

Co-managed a competitive response to a Department of Energy National Lab search for a second campus involving highly technical, market, political and financial feasibility issues; orchestrated a western regional manufacturing site search for an early-stage flat panel solar power producer including negotiation of state tax benefits; directed a North American office portfolio consolidation, headquarters relocation, and data center relocation for a publicly traded healthcare firm; provided strategic direction to a city-wide non-profit arts group for shared services consolidation; expert witness business damages analysis.

FIREWALKER, LLC, Palo Alto, California, 2010 – 2012

Principal

Developed investment advisory and financial institution analytics for commercial banks due to degradation of capitalization and commercial real estate loan portfolios and liabilities.

GILBANE PROPERTIES, INC., Palo Alto, California 2003- 2005

Senior Vice President, Western Region Principal

Opened the West Coast office for the real estate development division of Gilbane, Inc., a 130-year-old company based in Providence, RI.

APPLIED MATERIALS, INC., Santa Clara, California 1997-2003

Senior Director, Global Real Estate and Project Management

For this Fortune 100 Company, provided strategic direction and project management oversight for worldwide real estate and construction projects totaling over \$600 million. Managed development of global vendors, process controls, cost tracking, and lease-portfolio management systems. Major projects completed in Japan, Taiwan, Shanghai, Singapore, Israel, England, Texas, Massachusetts and California.

TOUCHSTONE INTERESTS, INC., Santa Rosa, California 1986-1997

President and General Partner

Managed all project planning and operations including finance, marketing, entitlements, design, construction, and property management for the closely held development entity.

THE JUDWIN COMPANIES, Houston, Texas 1979-1986

STANFORD CAPITAL CORPORATION, Vice President and Partner 1979-1986

JUDWIN CONSTRUCTION COMPANY, President 1983-1986

One of three principal partners of a diversified, multi-family residential development firm. Managed all company land acquisition and commercial portfolio development and operations. Structured, negotiated, and served as general partner for 11 limited partnerships, raising approximately \$60 million



Wei Chiu
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in equity from over 4,000 investors nationwide. Established retail distribution through regional and national wire houses. Supervised all security offering memoranda and managed all investor relations.

THE PENOBSCOT GROUP, INC., Boston, Massachusetts 1993-1999

Founding Director

Organized and developed real estate investment trust (REIT) analysis and evaluation firm for investment money managers. Subscription newsletter became one of the most prominent national publications on the REIT industry.

CONSULTING

RESOURCE PLANNING ASSOCIATES, Washington, DC

Developed scare resource planning and consulting for U.S. Department of Energy and Mobil Corporation.

BAIN AND COMPANY, Boston, Massachusetts

Provided strategic consulting for Fortune 500 textile manufacturer including assessment of worldwide markets, European operations, and product rationalization studies.

OTHER

Harvard University Visiting Committee for the University Library, 2009-present.

Harvard College Schools and Scholarship Committee, 1976 – present: Chair, Northern California Region, 1990-1996

Compton Mentor Fellowship Program, Grant Review Committee, 2005-2009

Sonoma County Community Foundation, Grant Review Committee

Sonoma Country Day School, Board of Trustees

APR Associates, Washington, DC

Architectural design and urban planning for Washington, D.C. Metro (WMATA), custom housing, and ambulatory surgical medical centers.

Peace Corps Volunteer, Malaysia

Taught secondary science and math. Peace Corps Fellow Nominee.

