



"Leadership is always a tough thing to conquer."
-Frank Apeseche, CEO



CONSTRUCTION & INFRASTRUCTURE

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FRANK APESECHE APPLIES A UNIQUE LEADERSHIP PHILOSOPHY TO ENSURE THE SUCCESS OF THE BERKSHIRE GROUP AND ITS SUBSIDIARIES.

> THE BERKSHIRE GROUP

BY LORI SICHTERMANN

When asked what gives him the most pride in his career, Frank Apeseche doesn't hesitate with a heartfelt reply. "I've had the luxury of starting two companies, and I've had the challenge of turning around four other ones," he explains. "And either a successful turnaround or a new start where you can grow an enterprise, attract people and allow the enterprise to exceed beyond your start is incredibly rewarding."

In the past 25 years in real estate investment, Apeseche has had numerous opportunities to garner pride from his career. For the past decade, he has been CEO of The Berkshire Group, which acquires, redevelops and manages multifamily real estate in the United States.

With Apeseche at the helm, Berkshire has become one of the most successful multifamily investors, owners, operators and lenders in the industry, closing more



// The Berkshire Group operates 30,000 multifamily units throughout the United States.

PROFILE

The Berkshire Group

www.bpadv.com

Estimated worth: \$8 billion of real estate transactions, \$22 billion of mortgage loans

Location: Boston

Specialty: Multifamily investment management

Employees: 1,000

than \$8 billion of real estate transactions and \$22 billion of mortgage loans. Today, Berkshire operates 30,000 multifamily units with a team of approximately 1,000 professionals located in 11 U.S. offices.

According to Apeseche, The Berkshire Group has distinguished itself by consistently outperforming industry return

benchmarks. "We're the only organization that is vertically integrated in multifamily and has operated in both the public and private marketplace," he explains. "We don't know anyone our size who is national in scope that has been able to operate in both market segments in the way that we do." >