

# Global Real Estate Summit 2019



## **Mark Joseph**

Founder and Chief Executive Officer

*Mobitas Advisors*

Mark Joseph is an accomplished business and civic leader. He has more than 30 years of leadership experience in public and private transportation across the US, Canada, UK and Ireland, and South America. Mr. Joseph was CEO of the Americas for Transdev North America until July 2017, at which time he became the new global Chief Commercial Officer for the Transdev Group. He was a member of the Global Executive Committee. His focus was growing the business worldwide, as well as extending growth locally in the 20 countries where Transdev currently operates.

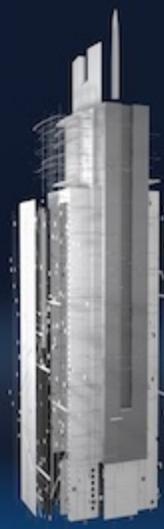
As CEO of North America, Mark Joseph built Transdev into the largest multi-modal transportation company in the US and Canada, operating bus, rail, paratransit, shuttle, and taxi companies under contract to 200 cities, counties, airports, and universities. Transdev – with more than 17,00 employees and 5,000 independent contractors in North America – operates public transportation contracts in many leading cities, including San Francisco, Los Angeles, Seattle, San Diego, Phoenix, Denver, New Orleans, Atlanta, Long Island, New York, and more. Transdev has recently expanded services in the Detroit area, including operating contracts for the M-1 light rail project and DDOT paratransit services.

Under Mr. Joseph's leadership, revenues increased from \$50 million in 2001 to \$1.5 billion. This significant growth was generated through organic growth (70 percent from new contracts) and acquisitions (30 percent). Transdev North America won the largest transit contract in the US (Nassau County, NY) and operates the only public-private operating partnerships (PPOPs) in the country – Nassau County and New Orleans. In these PPOPs, Transdev has responsibility for all aspects of budgeting, planning, and operations for the public transit authority, reporting directly to a public board.

An entrepreneur and innovator, Mark Joseph is passionate about improving quality of life and economic growth in cities and communities through well-designed, multi-modal public transportation. As an executive, Mr. Joseph leads his teams with a focus on safety, sustainability, and superior operational performance. He is dedicated to building genuine partnerships with clients, employees, labor unions, and the disabled community.

Mark became President of the family taxi business in the 80s, and transformed Yellow Cab into Yellow Transportation – the leading diversified regional transportation company in Baltimore/Washington, DC, with taxi, bus, trolley, shuttle, private sedan, and paratransit operations. Yellow Transportation was recognized nationally for its efficiency, innovation and customer service, and was a key partner to the Mayor of Baltimore in the historic renewal of the downtown and inner harbor areas. Mr. Joseph developed the first urban retail auto mall in the US during this period.

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In 2001, Yellow Transportation was acquired by Connex (Vivendi)/Veolia Transportation, the predecessor company to Transdev. Mr. Joseph was named President and Chief Operating Officer in 2004, and became Vice Chairman and CEO in 2006.

At the end of 2018, he made a career move, leaving Transdev and starting his own company, Mobitas Advisors. He currently serves as an advisor to early and mid-stage companies, including one of Israel's mobility funds – NextGear Ventures – that has an accelerator program known as DRIVE.

Mark Joseph was President of the leading international trade association for the taxi and paratransit industry (the TLPA) headquartered in Rockville, MD, and founding member and past Chairman of the Washington, DC, chapter of the prestigious Young Presidents' Organization. He served as Chairman of the Governor's Advisory Council on Privatization for the State of Maryland, and held a number of gubernatorial appointments, including committees on insurance, tourism, and economic development.

Mark Joseph has served on numerous Boards of Directors of public, private, and nonprofit organizations, including the Johns Hopkins University Carey Business School Advisory Board, Digital Dispatch (listed company), Enterprise Wireless Association, the Highline Advisory Board, and Spectrum Access. He currently serves on the Cornell Program Infrastructure Policy Advisory Board, the Ruppert Landscape Board, is a member of the Board of the University of Maryland Medical Center, the Energy Security Leadership Council Board and SAFE Board (Securing America's Future Energy), the RoadBotics Board, and the Greater Washington Board of Trade. He has lectured several times at the Wharton Business School, as well as Johns Hopkins, Cornell University, and the Kennedy School at Harvard University.

Mark Joseph graduated from American University in Washington, DC, in 1980 with a B.S. in Business and Political Science.