



**Georgetown University's
McDonough School of Business**
Resume Book

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JOHN LYNCH

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Master of Business Administration

Washington, DC
May 2019

- GPA 3.6 | Relevant Courses: Real Estate Underwriting Clinic, Real Estate Private Equity, Real Estate Public Equity, Real Estate Public Debt, Real Estate Entrepreneurship, Investment Analysis, Valuations
- Georgetown Real Estate Society (Advisory Board Member), MSB Finance Club (VP), MBA Golf Club (President)
- MSB Real Estate Entrepreneurship Case Winner
- Pillars of Wall Street – Valuation and Modeling
- Graduate Tutor – Firm Analysis & Strategy

BOSTON COLLEGE, Carroll School of Management Bachelor of Science, Concentration in Finance

Chestnut Hill, MA
May 2009

EXPERIENCE

HFF, LP

Washington, DC

MBA Intern – Investment Advisory & Debt Placement

June 2018 – December 2018

- Underwrote office, industrial, and retail transactions using current and historical market information, rent rolls, and client budgets which were presented in opinions of value and offering memorandums totaling over \$500 million in value.
- Sized multifamily property loans ranging from \$20 to \$100 million in size for lenders including banks, insurance companies, and government agencies.
- Performed due diligence through lease abstracts, rent roll reconciliations, and comparable transaction analysis.
- Produced an executive report on the impacts of Amazon's HQ2 move for prospective DC metro locations by analyzing large-scale corporate relocations in the River West (Chicago, IL) and Plano (Dallas, TX) submarkets.

EZE SOFTWARE GROUP

New York, NY

Product Engagement Consultant

January 2017 – July 2017

- Responsible for onboarding new hedge fund clients which totaled over \$1 million in annual recurring revenue.
- Trusted with managing the large-scale implementation of TPG's (majority shareholder of Eze Software Group) hedge fund. Our CEO noted the successful implementation as a key victory for the firm in companywide newsletter.
- Developed proprietary processes for migrating and reconciling client financial statements onto the Eze platform which were used across the America's team as the model for future client implementations.
- Oversaw team of five junior consultants to initiate them on team and organizational procedures allowing quick integration on new projects.

Business Consultant

November 2013 – January 2017

- Created customized P&L, exposure, and return attribution reports which were provided to clients' investors.
- Recognized by fellow team members in company peer nomination program as going above and beyond in support of team building and development along with assistance on difficult projects. Less than 1% of individuals were recognized every other month in this initiative, out of a pool of 1,000+ global employees.

Financial Operations Analyst (Boston, MA)

December 2009 – November 2013

- Led implementation of new accounting system to replace previous software, which helped minimize month end close processes for balance sheets and income statements by several days.
- Developed an in-depth revenue exceptions report for the management executive team to identify which contractual agreements were providing greatest benefit and which were detracting from firm profitability.

UBS FINANCIAL SERVICES

Boston, MA

Wealth Management Intern

May 2008 – May 2009

- Compiled security and market research into data sets which were used as a basis for client recommendations.
 - Prepared preliminary client reports for use in quarterly meetings.
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DISTINCTIONS

Certifications: FINRA Series 7 Certified
Software Skills: Argus Enterprise, CoStar, SQL Databases, SPSS, Excel Data Analysis
Leadership: President: MBA Golf Club, Advisory Board: GRES, VP: MSB Finance Club
Involvement: Urban Land Institute, Young Real Estate Professionals of D.C.
Interests: Golf, Basketball, Football, Skiing, Cooking, and Music

SPENCER W.J. OLSON

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EDUCATION

GEORGETOWN UNIVERSITY, MCDONOUGH SCHOOL OF BUSINESS

Washington, DC

Master of Business Administration

May 2019

- *Select Elective Coursework:* Real Estate Private Equity, Real Estate Clinic (Underwriting Live Deals for Invesco RE), Real Estate Public Debt, Project Finance, Lean Startup Principles, Investment Analysis, Entrepreneurial Finance & VC, Consulting for Tata Power (in India)
- *Clubs:* Georgetown Real Estate Society (Junior Board, Alumni Committee), Finance Club, European Business Association, Wine Society

NEW YORK UNIVERSITY, SCHACK INSTITUTE OF REAL ESTATE

New York, NY

Certificate - Finance, Development, and Investment

June 2013

THE GEORGE WASHINGTON UNIVERSITY, ELLIOTT SCHOOL OF INTERNATIONAL AFFAIRS

Washington, DC

Bachelor of Arts - International Affairs; Minor History; Certificate in French

May 2013

- *Leadership:* Dean's List: Spring 2011 & 2013 – GW French Club (2009-2013): Founder & President – GW International Affairs Society
 - *Additional Study:* London School of Economics and Political Science, London, UK – Università degli Studi di Roma Tre, Rome, Italy – Baruch College, New York, NY (Real Estate Finance & Argus Financial Analysis) – Wall Street Prep, Online Course
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EXPERIENCE

LENDELEASE GROUP

New York, NY

MBA Summer Associate – Real Estate Development, Capital Solutions & Capital Transactions

May 2018 – August 2018

- Underwrote deal structures; worked on waterfall cashflow models; and examined and analyzed feasibility & highest/best use of potential \$150MM+ mixed-use development acquisition in Boston, ensuring the submission of a competitive bid.
- Conducted due-diligence surrounding the financial, public-private, and legal assumptions and feasibility of potential developments.
- Spearheaded the legal review of term sheets and JV agreements between LPs and GPs for a \$150MM+ development project in Chicago.
- Developed equity investor pitchbook material for a \$130MM+ condominium tower development in New York.
- Assembled and advised on potential equity partners for diverse condominium developments and future multifamily core funds.
- Researched existing ground leases in connection with due diligence efforts for potential development acquisition.
- Researched, substantiated, and incorporated assumptions for capital raising efforts for multiple projects for the investor committee.

CUSHMAN & WAKEFIELD, INC.

New York, NY

Associate

February 2014 – May 2017

- Sourced, structured, negotiated, and executed commercial real estate leasing and sales transactions on behalf of entrepreneurial and institutional clients, including HFZ Capital Group, ITRS Group, Kawasaki Heavy Industries Ltd., Basalt Infrastructure Partners, Rubric Capital Management LP, The Republic of Kazakhstan, and New York City Opera, among others, in New York City and other major markets.
- Developed cashflow analyses and models evaluating deal structures and property alternatives for primary stakeholders and chief executives.
- Wrote, articulated, and negotiated term sheets, lease comments, and final lease documents on behalf of clients, Tenants and Landlords.
- Envisioned, created, and pitched marketing and strategic plans to win new business and support existing clients' real estate portfolio needs.
- Utilized knowledge of creation of leasing velocity and consistent income yield for real assets to advise commercial Tenants and Landlords.
- Provided advice and recommendations about value of real estate assets.

US DEPARTMENT OF STATE, BUREAU OF EUROPEAN AND EURASIAN AFFAIRS (EUR-WE)

Washington, DC

Junior Officer / Intern

September 2012 - December 2012

- Researched, drafted, and presented political & diplomatic correspondence and background papers about political and economic status of European countries for senior State Department and White House officials.
- Assumed responsibility for Spain and Portugal Desks in Senior Officer's absence ensuring normal flow of correspondence and duties.

GOETZ FITZPATRICK LLP

New York, NY

Legal Intern / Paralegal

May 2011 - September 2011

- Performed financial due diligence and prepared documents for partners in commercial, corporate, and construction litigation.
- Analyzed, modeled, and presented findings of research for partners' cases evidencing potential case weaknesses.

US SENATOR CHARLES E. SCHUMER (D-NY)

New York, NY & Washington, DC

Legislative Intern

May 2010 – December 2010

- Performed analysis, research, staff-press liaison, constituency services, and issue preparation assisting the Senator in legislative negotiation.
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DISTINCTIONS

Memberships:	Real Estate Board of New York, Member & New York State Licensed Real Estate Salesperson
Leadership:	Oliver Scholars Program - Founding Junior Board Member, GWU Center for Real Estate & Urban Analysis - Founding Junior Board Member, St. Bernard's School - Class of 2005 Custos
Computer Skills:	Microsoft Office Suite (Microsoft Excel, PowerPoint, and Word), Argus Software (DCF)
Languages:	English (Native), French (Advanced), Italian (Beginner), Spanish (Beginner), Portuguese (Beginner)
Travel:	Europe (Northern, Western, Central, Southern), Asia (China), South America (Western, Northern, Southern, Eastern)
Interests:	Sports (Baseball, Soccer, Tennis, Squash, Swimming, Boxing, Running), Cooking, Urban Exploration, Travel, Reading

CLARK PASTRICK

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration

Washington, DC
May 2019

- Real Estate Underwriting Clinic, Real Estate Private Equity, Urban Retail Development, Accounting Fundamentals, Accounting Analysis & Reporting of Financial Information, Financial Markets & Corporate Decision Making
- Georgetown Steers Center CRE 101 series & Argus Training
- Georgetown Real Estate Society- CoVP Communications & Media, Startup Hoyas, Marketing Club, Sports Club

VANDERBILT UNIVERSITY, Peabody School of Education
Bachelor of Science Human & Organizational Development

Nashville, TN
May 2014

- Major Track: Leadership & Organizational Effectiveness
 - Minor: Corporate Strategy
 - Internships: Clark Construction, Under Armour Inc, PGA Tour
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EXPERIENCE

OF PLACE

MBA Summer Associate

Washington D.C.
June 2018 – August 2018

- Served as a development project manager at an urban retail development consultant serving clients such as JBG Smith, HR&A and SPP
- Focused on optimizing the ground floor retail for two of the largest development projects currently in the US- Port Covington in Baltimore, Maryland and Water Street in Tampa Bay, Florida
- Conducted retail proforma analysis to maximize returns for developers while ensuring a long-term sustainable vision that will ensure the longevity of mixed-use developments
- Executed projects in merchandising strategy, master planning, underwriting, design, marketing, leasing and public space activation to create a place that inspires community
- Conducted market research to understand the market and surrounding areas to communicate our vision and promote our developments to potential businesses and investors
- Implemented a master tracker process to ensure timeliness of major development hurdles

UNDER ARMOUR Inc.

Digital Marketing Professional

Baltimore, MD
June 2014 – July 2017

- Managed \$50MM acquisition marketing budget, driving yearly revenue of ~\$250MM while reducing annual expenses by 10%
 - Generated a 30% increase in site traffic via digital marketing campaigns, exceeding management's annual target projections of 20% by Q2.
 - Communicated customer acquisition strategy, detailing content and budgets to an external agency promoting teamwork and collaboration.
 - Increased return on ad spend by 25% by initiating international best practices for all ecommerce emerging markets to understand how to be successful with limited budgets and resources.
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OTHER

- Achievement:** Advanced marketing competition winner, academic entrepreneurship award Vanderbilt University
- Leadership:** Jr. Board Member Washington Jesuit Academy, Founding Father Gamma Chapter of Phi Gamma Delta, Executive Board Phi Gamma Delta, Co-Founder Vanderbilt University Sport Business Club
- Technical:** Argus, Minitab, SPSS, Excel, PowerPoint
- Involvement:** Half marathon, Club Tennis Vanderbilt University, Basketball, Skiing, Golf

ZACHARY PERRAULT RUDICK

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Master of Business Administration, Real Estate Concentration

Washington, DC
May 2019

- **Real Estate Coursework:** Private Equity, Public Equity, Private Debt, Public Debt, Entrepreneurship, ARGUS Enterprise / Excel DCF training, consulting for Topaz Real Estate (Monterrey, MX) smart city development project
- **Real Estate Activities:** CRE case competition member, CRE weekend course participant, NYC RE Trek participant
- **Research:** Graduate analyst/consultant for Bank of America sponsored research project “Social Enterprise & Economic Mobility in the United States” with Georgetown’s Global Social Enterprise Institute (GSEI)
- **Club Leadership:** Out@MSB President (LGBT Organization); Real Estate, Hospitality, Jewish Business member

BOWDOIN COLLEGE

Brunswick, ME

Bachelor of Arts, Asian Studies, History

May 2010

- Extensive coursework in Japanese history, culture, politics, international relations, and economics; GPA: 3.5
 - Audited a Global Management course taught in Japanese at the Kyoto University Graduate School of Business
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EXPERIENCE

CONTINENTAL REALTY CORPORATION

Baltimore, MD

MBA Intern – Acquisitions and Capital Markets

May 2018 – January 2019

- **Underwriting:** Underwrote 20+ deals (using offering memoranda and my own supplemental market research) which resulted in three successful multifamily acquisitions (\$51MM, \$44MM and \$28MM) all in North Carolina
 - Consulted closely with in-house construction and asset management teams to build accurate business plans for property renovations and amenity expansions consistent with local market needs
 - Retail underwriting included grocery-anchored strip centers, community centers, and high-street retail from Maryland to Florida with detailed tenant analysis and property repositioning strategy / business plan development
 - Presented and defended target properties to investment committee for a \$700MM (equity) value-add opportunistic fund and 1031-exchange properties with debt/equity and tax analysis to senior-level family office investors
- **Market Analysis:** Narrowed geographic focus of Continental’s value-add fund allocation within targeted high-growth metro areas of by developing demographic and rent analytics using a variety of sources (CoStar, U.S. Census, etc.)
- **Special Projects:** Expanded lender relationships with RE private debt funds for a \$250M value-add multi/retail fund
 - Developed a new dashboard with dynamic data visualization to present investment opportunities to investment committee
 - Implemented a new underwriting software (redIQ) to maximize efficiency and allow for rapid early-stage analyses

KAISER ASSOCIATES, INC.

Washington, DC

Engagement Manager

March 2014 – May 2017

- **Revenue Generation:** Led Public Sector Business Development, generating \$5MM+ revenue / year at 60% CAGR, highest in firm; managed and led successful proposal for a \$55MM Blanket Purchase Agreement, firm’s single largest win ever
- **Project Management:** Managed multiple engagements simultaneously within Commercial (Fortune 500 client) practice areas: Private Equity, Industrial Technology, Consumer Goods, Retail, Healthcare, Defense, Commercial Technology
- Led high-level client briefings in English and Japanese across every core practice area and most functional domains

Senior Consultant

October 2012 – March 2014

- **Financial Analysis:** Produced business case, market entry strategy (\$120MM+ / year), and competitive strategy for U.S. shipbuilding/construction equipment manufacturer entering new markets in South Korea and Japan

THE BEACON GROUP

Portland, ME

Senior Consultant

September 2010 – August 2012

- **Business Development:** Promoted after 14 months by identifying, cultivating, and maintaining three new F500 business development accounts within firm’s healthcare and health IT practice (generated \$250K in firm revenue)
- **Strategy Development:** Domestic/international regulatory strategy and physician championing campaign for new product prescription-to-OTC switch of a major pharmaceutical company (220% increase in product revenue)

Consultant

September 2010 – December 2011

- **Research/Analysis:** Created M&A indexing framework for telecoms equipment manufacturer within 5 Latin American countries; guided client through successful negotiation / acquisition of \$90M/year manufacturer in Brazil
-

EXTRACURRICULARS

Real Estate: President, Board of Directors at 1300 Mass Owners’ Co-Op, Inc. (28 units, \$330K / year budget)

Rare Coins: Develops relationships with national dealers by appraising, identifying, grading, and trading 18th and 19th century U.S. copper, silver and gold coins (21% profit margin, \$37k revenue in 2017)

Japanese: Japanese language (advanced / fluent); studied Japanese since age 5 and lived in Japan for 2 years

Community: Class of 2010 Officer for Bowdoin Young Alumni Leadership; Alumnus Admissions Interviewer

Hobbies: Tennis, squash, skiing, sailing, yoga, oil painting, classical and contemporary piano, Japanese calligraphy

JACKI SPIES

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2019

- **Forte Fellowship:** \$80,000 scholarship to advance women in business
- **Georgetown Real Estate Society Vice President of Marketing and External Affairs**
- **3rd Place in 2017 McDonough Real Estate Case Competition:** Developed acquisition strategy to mitigate risk for Southwest office
- **Real Estate Entrepreneurship Clinic Finalist:** Created and pitched \$50MM RV park investment strategy to panel of judges
- **Relevant Coursework:** Real Estate Private Equity, Real Estate Entrepreneurship, Real Estate Debt-Financing Strategies, Fundamentals of Real Estate Law, Financial Markets and Corporate Decision-Making

UNIVERSITY OF NORTH CAROLINA

Chapel Hill, NC

Bachelor of Arts, Journalism and Mass Communication

May 2008

- Dean's List, 2006 - 2008
 - Study Abroad: Florence, Italy – Spring 2007
-

EXPERIENCE

EDENS: *Private retail developer, owner and operator with institutional-quality portfolio of 125 properties*

Washington, DC

Acquisitions and Development Intern

June 2018 – August 2018

- Created capstone project forecasting office and multifamily supply and demand in five submarkets in Northeast, DC; modeled future absorption over the next 10 years and presented findings to development team
- Underwrote potential acquisition of a 182,000-square foot shopping center in Virginia
- Researched impact of mass transit on both population growth and purchasing power in Northern Virginia; analyzed retailer trends and zoning restrictions/opportunities near existing shopping center portfolio
- Improved efficiencies by collaborating with investment, development, property management, marketing and leasing teams to create a live messaging document for Union Market, a 45-acre district with a current development pipeline of 4.4MM+ square feet

INVESCO REAL ESTATE CLINIC: *Practicum business school course to help students gain deal experience*

Washington, DC

Real Estate Fellow

January 2018 – May 2018

- Underwrote more than 3.5MM square feet of recently-traded real estate deals including multifamily, office, retail and industrial; utilized Argus Enterprise and Excel models to perform property-level analyses covering \$474MM in cumulative deal value
- Presented investment committee memos that addressed key property risks and attributes, pricing ranges via sensitivity analyses and macro-economic trends affecting area demographics

HUNTER PUBLIC RELATIONS: *National PR firm that specializes in research-driven insights*

New York, NY

Account Supervisor

February 2016 – June 2017

- Managed \$3MM+ budget and led four-person team to develop high-quality PR programming for Johnson & Johnson, a client of the firm for more than 10 years; PR programs tripled results and increased consumer advocacy on- and off-line, resulting in client increasing PR investment by \$2M+ before year-end
- Negotiated agreements for \$1MM+ spokespeople and media partnerships; pinpointed inefficiencies and added-value opportunities to deliver \$500M+ in cost savings to brand and agency

DEVRIES GLOBAL: *Global PR and marketing firm owned by IPG*

New York, NY

Account Supervisor

April 2014 – January 2016

- Generated \$2MM+ in new business by problem-solving to address shifting PR landscape and creating pop-up office in target market
- Oversaw three-person team to lead global strategic planning for Procter & Gamble; insight-driven campaigns produced 3% sales lift

Senior Account Executive

April 2012 – April 2014

- Spearheaded robust media and influencer strategies; program successes correlated with client budget increases and campaign growth

SUNSHINE SACHS: *Private communications agency with focus on political and nonprofit clients*

New York, NY

Publicist

May 2011 – April 2012

- Planned and supervised large-scale, national and regional events and worked to build organic relationships with content co-creators

RUBENSTEIN COMMUNICATIONS: *Leading PR firm founded by Howard Rubenstein*

New York, NY

Associate Account Executive

June 2008 – April 2011

- Generated media attention for real estate developers by writing byline articles for real estate trade publications
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DISTINCTIONS

Software Skills: Microsoft Excel (financial modeling), Microsoft PowerPoint (pitch books), Argus Enterprise

Achievements: Internal Agency Award for Outstanding Global PR Campaign (2016), Bulldog Reporter Bronze Award (2016)