

GEORGETOWN UNIVERSITY

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

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Laura Caicedo

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EDUCATION

- GEORGETOWN UNIVERSITY, McDonough School of Business** **Washington, DC**
Master of Business Administration / STEM Designation - Management Science Major *May 2023*
 - Relevant Coursework: Real Estate Private Equity & Debt, Real Estate Development, Commercial clinic / ARGUS training
 - Certificate in Global Real Estate; Georgetown Real Estate Society - Diversity and Inclusion VP
- ARCHITECTURAL ASSOCIATION SCHOOL OF ARCHITECTURE** **London, UK**
Master of Architecture in Housing & Urbanism *March 2016*
 - Graduated with distinction
- UNIVERSITY OF LOS ANDES, Department of Architecture** **Bogotá, Colombia**
Bachelor of Architecture *August 2011*
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EXPERIENCE

- URBAN ATLANTIC** **Bethesda, MD**
Real Estate Development Intern *June 2022 – Dec 2022*
 - **Development Management:** Ran RFP processes; developed project budget and schedule for historic building disposition; advanced submission for LEED certification; facilitated environmental due diligence work with external consultants.
 - **Financial Feasibility Analysis:** Analyzed unit mix scenarios, budgets and proformas to determine highest and best use of land for parcel development.
 - **Draw Management:** Handled pre-development draw process for LIHTC deal, including filing vendor invoices, coordinating with accountant team, and maintaining \$2.2M budget tracker.
- STEERS CENTER ADVISORY SERVICES** **Washington, DC**
Team Lead – Real Estate Internship *September 2021 – December 2021*
 - **Financial Modeling:** Led team in developing feasibility studies and financial model for long-term business planning of a mixed-use affordable housing and aquaponics farm development on an 84,000 SFT site in a qualified opportunity zone.
- SECRETARY OF MUNICIPAL PLANNING PALMIRA** **Palmira, Colombia**
Urbanist *May 2020 – May 2021*
 - **Sustainable Community Development:** Directed team of 10 in structuring 12-year strategic plan for a 300,000-person city, conducting extensive market research and data analysis to determine zoning, growth metrics and design guidelines.
 - **Financial Planning:** Managed 4-year budget for the department of planning, structuring resource loaded schedule.
- ADMINISTRATIVE DEPARTMENT OF MUNICIPAL PLANNING** **Cali, Colombia**
Lead Urban Specialist *August 2019 – December 2019*
 - **Multidisciplinary Team Leadership:** Supervised cross-functional team of 12 in developing 5-year plan for public space design intervention in 200-acre city center, liaising with government agencies, technical specialists, and community groups.
- CAMILO SANTAMARIA URBANISM** **Bogotá, Colombia**
Lead Urban Specialist *July 2017 – October 2018*
 - **City Planning Consulting:** Oversaw 2 consultancy research studies analyzing growth trends across Bogotá, providing critical inputs for overhaul of zoning code; coordinated stakeholder workshops and presented recommendations to city.
 - **Greenfield Development:** Designed a 50-hectares greenfield residential master plan, including 4,000 new homes and 860,000 SFT of commercial space. Prepared and conducted client presentations and rallied stakeholder support.
- FLETCHER PRIEST ARCHITECTS** **London, UK**
Urban Designer *February 2016 – February 2017*
 - **Project Management:** Guided team of 3 in performing due diligence and creating a \$200M, 1,000 home, mixed-use master plan proposal on a brownfield site, winning the RFP, acquiring long-term contract, and working towards permit approval.
 - **Mixed Use Development:** Directed development and submission of 3M SFT mixed-use master plan proposal; managed high-profile client and delivered project scheme iterations to meet development goals.
- MGP ARCHITECTURE & URBANISM** **Bogotá, Colombia**
Architect - Project Manager *September 2011 – October 2013*
 - **Design & Construction Management:** Headed end-to-end delivery of a \$1.6M USD international award-winning chapel.
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DISTINCTIONS

- Leadership:** Served as an adjunct professor at Los Andes University's Architecture Department 2020-2021. Guest professor in the 2017 Architectural Association's International Urban Design Workshop.
- Global Mindset:** Languages: Spanish (Native), English (Fluent), Portuguese (Intermediate).
- Community:** Led school renovation in rural Colombia; volunteered with the Humanitarian OpenStreetMap Team.
- Software:** AutoCAD, Revit, Bluebeam Revu, SketchUp, Photoshop, InDesign, Illustrator, MS Office, Tableau.

ALEXANDER FINE

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2023

- **Certificates:** Global Real Estate, Non-Market Strategy
- **Leadership:** Graduate Investment Fund – VP of Research; Georgetown Real Estate Society – VP of Marketing; Co-led London Career Trek
- **Case Competitions:** McDonough Real Estate Case Competition (1st Place); ULI UrbanPlan Workshop (1st Place)
- **GRE Score:** 336 (V 99th Percentile, Q 89th, W 98th)

JOHNS HOPKINS UNIVERSITY, Krieger School of Arts and Sciences

Baltimore, MD

Bachelor of Arts, Economics & Writing Seminars

May 2018

- **Achievements:** Departmental Honors; Study Abroad at University of Edinburgh, Scotland
- **Internships:** Thomson Reuters, Bloomberg LP, PBS

EXPERIENCE

INVESCO LTD

Dallas, TX

Listed Real Assets Summer Associate

May – August 2022

- Executed \$90M purchase and disposition of listed industrial assets, approved by Investment Committee
- Developed and implemented relative valuation model for 170-member FNERTR Index to track constituent performance over full business cycle
- Streamlined ESG Screening Process, improving fundamental ranking oversight

STEERS CENTER ADVISORY SERVICES

Washington, DC

Environmental, Social, and Governance Associate

September – December 2021

- Performed market research on 12 ESG frameworks used by CRE professionals
- Conducted interviews with scoring system providers to better understand incentive structures, industry specific standards, and future trends in rapidly evolving regulatory space

CALIBER HOME LOANS

Dallas, TX

Capital Markets Manager

October 2020 – June 2021

- Optimized and managed delivery of new valuation model for firm's \$1.6 billion asset, calibrated to post-pandemic economic conditions and unprecedented low interest rate environment
- Directed four interdepartmental teams to perform economic analysis for newly required Ginnie Mae stress testing exercise, streamlining communications and standardizing firmwide assumptions
- Led two-person team overseeing daily MSR prepayment and default trend analysis to better inform strategy

Senior Capital Markets Analyst

October 2019 – October 2020

- Prepared capital markets division for COVID-19 pandemic by wargaming a severe economic shock and a massive spike in default rates, allowing firm to avoid margin calls in early Spring 2020
- Modeled weekly mortgage refinances and monthly mortgage prepayment speeds as a function of ten-year treasury rate to better inform future cashflows, 12% more accurately than industry-leading sell-side analysts
- Recommended buying and selling multiple derivative classes to hedge interest rate risk related to MSR asset

Capital Markets Analyst

September 2017 – October 2019

- Created daily market commentary to provide fixed-income and mortgage-market analysis to more than 57,000 company employees, affiliated loan officers, and industry partners
- Priced four multimillion-dollar asset sales on both bulk and flow basis, pitching deals to management
- Designed and autonomously managed all reporting pertaining to MSR asset, streamlining existing processes and solicited feedback from internal departments and external auditors

DISTINCTIONS

Skills: Relative Valuation, ARGUS, SQL, Excel, PowerPoint

Athletics: Tennis (co-founded MBA Tennis Club), Water Polo, Skiing, Cycling

Involvement: Creative Writing (published in *The Economist*; currently writing first novel), bar trivia, puns

PETER FROHLICH

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2023

- Global Real Estate Certificate, Finance Club, Entrepreneurship through Acquisition Club

ELON UNIVERSITY, Love School of Business

Elon, NC

Bachelor of Science, Business Management

May 2018

- 3.6/4.0 GPA (Cum Laude), Elon Engagement Scholarship
 - Micro-House Design and Construction Project, Principal Cellist, Sigma Iota Epsilon management honors fraternity, paid accompanist. Study Abroad (China - Tibet, Beijing, Shanghai, Chengdu, Lijiang)
 - Summer Internships: Sales Data Analyst at Salesforce, Marketing Coordinator at Sustainable Westford, Business Analyst at The Carpet Workroom
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EXPERIENCE

PADDOCK CAPITAL MARKETS

New York, NY

Investment Banking Spring Associate, February 2023 – May 2023

ANNAN CAPITAL PARTNERS

Accra, Ghana

Investment Consultant, January 2023 – March 2023

- Design fee models, international scalability, funding strategy, and investment strategy for Ghanaian tech startups

GRINDSTONE PARTNERS

Washington, DC

Private Equity Fall Associate, September 2022 – December 2022

- Enriched operations of portfolio companies to improve returns and analyzed buyout and add-on investments

TRUIST SECURITIES

Atlanta, GA

Investment Banking Summer Associate – Technology Group, June 2022 – August 2022

- Analyzed client businesses and market trends through financials, reports, and research to construct valuations and slide decks to provide a full spectrum of advisory relating to M&A, and debt and equity financing
- Constructed a take-private pitch singlehandedly, which included a full-scope LBO, and micro/macro analyses

DONOVAN CAPITAL GROUP

Washington, DC

Private Equity Spring Associate, February 2022 – May 2022

- Built financial valuation models, supported frequent client calls, and uncovered new leads to analyze and develop mezzanine debt and structured equity investment opportunities within Aerospace, Defense, and Government

TELEFLEX INCORPORATED

Raleigh-Durham, NC

August 2018 - July 2021

Financial Analyst, October 2020 - July 2021

- Analyzed and published various recurring financial reports involving orders, shipments, operating expenses, travel audits, agreements/contracts, services, pivotal to continued ~7% YoY Net Income growth
- Bridged business and technical teams by collaborating with SAP ERP functional teams to enhance existing FP&A-related queries and reports, and leading IT agility within Interventional Business Unit

SAP ERP Process System Analyst, August 2018 - November 2020

- Increased monthly IT ticket output by 17x over 11 months after self-learning SAP ERP, earning promotion
 - Nominated by PMO for acquisition's implementation project. Designed processes and trained customer service
 - Tackled increasingly complex sales and distribution process configurations and enhancements
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DISTINCTIONS

Achievement	Professional-level cello player, Advanced Excel 2013 certification, CPR/AED/First-Aid
Leadership	Founder of Process-Core mentoring, Regional Manager of MusicLink, Founding Father of Delta Sigma Pi business fraternity
Global Mindset	Dual citizen US and Switzerland, English (native), German (advanced), American Music Abroad (European orchestra tour)
Involvement	Alpha Phi Omega service fraternity, Regular volunteer for Habitat for Humanity Advanced bodybuilder and expert in low-load hypertrophy, competitive soccer, slalom waterskiing and competition ski boat owner, former alpine ski racer (slalom and giant slalom), modified JDM cars, road cycling, 3.0 tennis rating

AUSTIN LEE

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business **Washington, DC**

Master of Business Administration

May 2023

- GRE: 334 out of 340 (Quantitative Reasoning: 167 out of 170 | Verbal Reasoning: 167 out of 170)
- Vice President - Georgetown Real Estate Society, President - Georgetown Hospitality and Lodging Club
- Case Competitions: ULI Urban Plan Workshop — 1st Place, McDonough Real Estate Case Competition

BATES COLLEGE

Lewiston, ME

Bachelor of Arts, English

June 2017

- Men's Varsity Track and Field, 2014 All Division III New England honors (Men's 400 Relay); 1st leg
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EXPERIENCE

TRUAMERICA MULTIFAMILY

Arlington, VA

MBA Acquisitions Analyst (25-35 hours per week during school year)

November 2021 – Present

- In October 2022, due diligenced and closed a value-add acquisition worth ~100M as the analyst on a two-person due diligence team (heavy involvement).
- In Summer 2022, due diligenced and closed three new acquisitions (ranged from value-add to core plus) worth \$300M+ as the analyst on a two-person due diligence team (heavy involvement).
- Assisted due diligence efforts with attorneys, title companies, debt brokers, property management, internal construction management team, and third-party report vendors. Reviewed and analyzed due diligence results and compared results to initial underwriting.
- Created internal due diligence memos that summarized key points from environmental surveys, property condition assessments, property management unit walks, lease file audits, and other third party reports.
- Underwrote \$2B+ of acquisition opportunities using the firm's financial model by analyzing historical financial statements, rent rolls, and offering memorandums, performing market research and analysis on sales and rental comparables, and projecting operating and capital expenditures over the hold period.
- Wrote investment memos for the firm's investment committee, fund investors and equity partners.
- Assisted in the entire acquisition process, including underwriting, business plan creation, due diligence, loan procurement, transaction closing, property management transition, and finally transition to the Asset Management team.

STEERS CENTER ADVISORY SERVICE

Washington, DC

ESG Advisor for Centerspace (NYSE: CSR) (REIT)

September 2021 – October 2021

- Research and presented ESG certification strategies for execution to the executive board of Centerspace

MARCUS & MILLICHAP

Las Vegas, NV

Investment Sales Associate

April 2018 – July 2020

- Underwrote over \$150M+ of net-leased, multi-tenant retail, office, and industrial properties. Evaluated sales comparables, operating statements, lease terms, and debt options. Analyzed operating statements.
 - Sourced the listing contract of a portfolio of Class A surgery centers totaling over 40,000 SF across three states. The owner/operator specialized in robotically-assisted, minimally invasive surgeries.
 - Coordinated with two graphic designers to produce offering memorandums and proposals.
 - Generated abstracts of a wide variety of commercial leases by identifying key terms. Corresponded with tenants to confirm actual CAM expenses when applicable.
-

DISTINCTIONS

Athletics: Soccer (former Olympic Development Program)

Skills: Excel Financial Modeling, ARGUS, CoStar, Yardi Matrix, AxioMetrics, Powerpoint

Travel: Study abroad at Yonsei University (South Korea) and backpacking experience through East Asia

JESSICA MCLEMORE

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business **Washington, DC**
Master of Business Administration, Certificate in Real Estate, Certificate in Sustainable Business *May 2023*

- **Fellowships:** Consortium for Graduate Study in Management Fellow, Forté Fellow, Toigo Fellow, Poland Real Estate Fellow
- **Leadership Positions:** Career Center Peer Advisor; Georgetown Christians in Business Co-President; Georgetown Real Estate Society Co-VP of Diversity & Inclusion; Black MBA Association Co-VP of Alumni Relations; Leadership Communication Fellow; Academic Tutor
- **Relevant Coursework:** Finance, Real Estate Private Equity, Real Estate Private Debt, Financial Modeling
- **Case Competitions:** National RE Challenge finalist, ULI UrbanPlan, ULI Hines, Toigo B. Riley Investment Competition

PRINCETON UNIVERSITY **Princeton, NJ**
Bachelor of Arts in East Asian Studies, Certificate in Environmental Studies *June 2015*

- **Relevant Coursework:** Land-Use Policy, Structures and the Urban Environment; Business Bridge Program at the Tuck Schools of Business at Dartmouth: coursework included accounting, economics, marketing and strategy
 - **Study abroad:** Tokyo University; researched urban planning and re-development after the 2011 triple disaster
 - **Internship:** Rogers Investment Advisors; proposed and spearheaded project to identify new client base for Tokyo-based hedge fund; provided strategic recommendations to promote company's services to new domestic clients
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EXPERIENCE

HOWARD HUGHES CORPORATION **The Woodlands, TX**
Summer Associate *June 2022 – August 2022*

- Conducted qualitative and financial analysis on the 25,000-acre master planned community The Woodlands, presenting key takeaways and improvements to be made in current and future projects across the portfolio
- Analyzed company's multifamily portfolio and competitors' developments in Houston as part of due diligence for prospective projects

STEERS CENTER ADVISORY SERVICES **Washington, DC**
ESG Scoring Advisor *September 2021 – December 2021*

- Compiled quantitative and qualitative review to determine how global investors use ESG scoring in capital allocation decisions on behalf of the Steers Center for Global Real Estate
- Conducted regression analysis on 5-year returns of top US equity REITs and MSCI scores to determine the extent to which ESG scores can predict REIT profitability

TOYAMA PREFECTURE BOARD OF EDUCATION **Toyama City, Japan**
Japan Exchange & Teaching (JET) Program Assistant Language Teacher (ALT) *September 2015 – August 2021*

- Saved over 35 work hours by creating a more efficient, expedient process for analyzing feedback and seminar evaluations for the foreign and Japanese English teachers at the Board of Education
- Taught over 800 high school students, increasing their willingness to communicate and participate in cross-cultural exchanges, through new interactive English learning initiatives
- Assessed and redesigned prefecture's high school entrance exams with team of 5 teaching consultants to ensure equity across 3 textbook curricula, accurate cultural representation, and clarity of instructions and passages

SEED AT THE TABLE **Los Angeles, CA**
New Ventures Intern *February 2021 – April 2021*

- Identified over 150 diverse potential clients for equity crowd funding start-up to connect non-traditional investors and diverse entrepreneurs; conducted research on angel investors to maintain company's goal of increasing diversity amongst investors
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DISTINCTIONS

Achievements & Interests: Play the koto (13-string, traditional Japanese instrument) & hold mid-level license from the Miyagi Koto Association; Japanese Language Proficiency Test level N2; manage personal investment portfolio; bouldering; aspiring pilot

Leadership & Community: Volunteer Japanese to English translator at Hub Park; National Coordinator of JET Christian Fellowship, serving over 2,000 members; Media team leader at Trinity Church Toyama (Japan), trained and managed 6-person media team & interpreted during bilingual Sunday services

MATTHEW POHLEN

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2023

- Georgetown Real Estate Society – Club Vice President, Graduate Investment Fund – Real Estate/Financials Sector Head – 2022/23 Poland Fellowship Award Recipient
- Relevant coursework Real Estate coursework including 14 live or recently closed deals underwritten across 3 classes with an accompanying investment memo submitted for each deal
- MBA Student Ambassador and Admissions Interviewer

UNIVERSITY OF KANSAS

Lawrence, KS

Bachelor of Science, Finance

May 2017

- 3.64 GPA, Honor Roll 2015 – 2017, Pi Kappa Alpha 2017 Scholar of the Year
 - Corporate Development Internship with DST Systems Inc, Pi Kappa Alpha Fraternity Founding Father
-

EXPERIENCE

URBAN ATLANTIC

Washington, DC

Finance Intern

October 2022 – Present

- Built out property level information in in RealPage for Urban Atlantic's 30+ asset portfolio
- Underwrote one asset under preliminary pursuit for potential office to multi-family conversion
- Conducted market comp research with CoStar for a potential office-to-residential conversion project
- Created an asset management tool to compare pro forma, budgets, and actual data for an assisted living asset

HOWARD HUGHES CORPORATION

Houston, TX

Summer Associate

June 2022 – August 2022

- Underwrote 1 office and 1 multifamily asset for acquisition and presented the analysis in an investment memo
- Assessed the feasibility of a capital improvement project on a multifamily asset, what resulting rent increases would justify the project, and then presented findings the relevant stakeholder
- Researched the Houston area Office market to create an office presentation for management that included analysis of comparable master planned community office assets and current office trends in the Houston Metro area
- Worked on contracting third-party cost estimators and participated in development meetings for a potential \$200million asset in the design stage of pre-development

STEERS CENTER ADVISORY SERVICES

Washington, DC

Team Lead - ESG Scoring Utilization by CRE Companies

September 2021 – December 2021

- Led team in organizing and conducting market analysis of CRE firms' ESG strategies to create an ESG consulting strategy for the Georgetown Steers Center
- Researched ESG related industry standards and how CRE firms can comply with and or utilize the standards

JPMORGAN CHASE & CO.

Wilmington, DE

Financial Controller Associate

February 2020 – July 2021

- Developed an easily executed user tool to analyze 60K To Be Announced Derivative (TBA) trades, allowing for a clear view of Profit and Loss (PnL) differences and an efficient method for making necessary ledger adjustments
- Managed new team members to handle all Business-as-Usual Derivative Balance Sheet Netting activities for the Derivative Asset Class Controller group

Internal Audit Analyst

August 2017 – February 2020

- Created auditing activities for Chase Card services, saving over 200 hours of audit work a year, freeing up staffing resources and establishing a continuous auditing template for future use by the Card services team
 - Managed 4 internal audit interns and analysts through their respective programs with all 4 obtaining full time or associate offers at the completion of each
-

DISTINCTIONS

- Community:** Tutored high schoolers for Delaware Futures afterschool program, Alumni Advisory board member for Pi Kappa Alpha Fraternity at the University of Delaware
- Certifications/Skills:** Intermediate Argus experience, REFM certification levels 1 and 2 with distinction
- Hobbies/Interests:** Hiking, Reading non-fiction novels, Baking bagels and other breads

MIKE RAILEY

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2023

- Georgetown Consulting Club, Georgetown Technology Club, MBA Golf Club.

COLGATE UNIVERSITY

Hamilton, NY

Bachelor of Arts, History

May 2016

- Admissions Office Guide, Sigma Chi – Recruitment Chair, Consulting Club, Club Lacrosse Team, Club Skiing.
 - Raider Futon Rental– *Co-Owner* – Owned and operated a small furniture rental start-up at Colgate University.
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EXPERIENCE

GEORGE WASHINGTON UNIVERSITY

Washington, DC

Technical Implementation Lead – Applications Analyst

November 2019 - June 2021

- Initiated university-wide “Data Strategy Plan” centered on overhaul of existing data and business intelligence processes with goal of centralizing data and strengthening data governance. Presented recommendations to senior leadership team, informing basis for ongoing vendor evaluations occurring at time of departure.
- Served as technical implementation lead for a new enterprise application for administration of the Office of the Vice President for Research’s portfolio (totaling over \$160 million in research expenditures) while also serving as subject matter expert on data integration and business intelligence needs.
- Assumed responsibilities of project manager upon abrupt staff turnover, keeping project on schedule by developing revised governance structures and a new decision-making framework, overcoming stakeholder gridlock.
- Designed and implemented web-app allowing students to apply for course credit-eligible research experiences.

THE ADVISORY BOARD COMPANY (NOW “EAB”)

Washington, DC

October 2016 - October 2019

Analyst, Corporate Strategy and New Product Development, March 2018 – October 2019

- Served as an internal consulting resource for improvement and streamlining efforts within various product and functional verticals (including, but not limited to: Digital Marketing, Syndicated Research, and UX Testing).
- Formulated potential organic and inorganic growth opportunities for the firm, presented findings to C-Suite.
- Managed projects across a cross-functional team in product management role to develop and launch a \$10M data management platform (“Edify”). Spearheaded initial go-to-market strategy via market sizing, competitive intelligence, and recommendations to commercial leaders. Platform achieved 100% of initial sales goals in 2019.
- Formulated best practices on client data strategies, acting as a subject matter expert in commercial interactions with C-Suite clients, leading to average savings of over \$200K for clients via eliminating needs for costly alternative technical solutions and communicated succinct value propositions to sales personnel.
- Authored framework and pricing models for scalable professional services and technical implementation packages based off data strategy recommendations and roadmaps created for initial client cohort.
- Aided in development and review of deal theses for M&A efforts. Consulted in establishment of baseline criteria for future M&A prospects.

Business Development Associate, Enrollment Consulting Division, February 2017 – March 2018

- Identified inefficiencies in division’s market segmentation practices and recommended a division-wide strategic shift to meet revenue growth goals to leadership. New model surpassed 100% of revenue goals for FY18.
- Recommended to a posting to Corporate Strategy and New Product Development team, becoming first commercial associate in firm history to be directly promoted to a strategy position.

Marketing Associate, Healthcare Technology Sales Division, October 2016 – February 2017

- Surpassed marketing incentive goals for developing pipeline of new sales opportunities. Chosen to lead sales and marketing innovation training for all (40+) commercial associates.
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DISTINCTIONS

Achievement: International Baccalaureate Diploma

Leadership: Make-A-Wish Foundation Gala Committee, EAB Career Mentor for Associates

Global Mindset: Travelled to 28 countries, including multi-month backpacking trip across Europe

Community: One Love Foundation, Shootout for Soldiers, Make-A-Wish Foundation, Boys Hope Girls Hope

Involvement: Comedic writer (published), Golfer, Skier, Football, Basketball, and Ice Hockey fan

COLIN SOLLITT

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business **Washington, DC**
Master of Business Administration *May 2023*

- GMAT 740, Georgetown MBA Merit Scholarship, Dean's List (4x)
- Founder, Anacostia Impact Fund: providing microfinance & technical assistance services to Wards 5, 7, and 8.

JOHNS HOPKINS UNIVERSITY, School of Advanced International Studies **Bologna, Italy/Washington, DC**
Masters of Arts, International Relations and International Economics *May 2012*

CLAREMONT MCKENNA COLLEGE **Claremont, CA**
Bachelor of Arts, Economics and Russian Studies *May 2008*

- Boren National Security Scholarship
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EXPERIENCE

DC HOUSING AUTHORITY **Washington, DC**
Senior Capital Planner *March 2022 - Present*

- Led the implementation of the \$128 million New Market Tax Credit program; successfully brought 8 entities back into legal compliance with the US Treasury Dept. upon onboarding and created a plan to ensure continued compliance.
- Coordinated the financing of the Housing Authority's \$1 billion rehabilitation and redevelopment plan; serve as the main point of contact for 20 people across the DC Mayor's Office and the DC Council to explain and elaborate on funding requests.
- Created a grading system to prioritize 2,430 projects across a 44 property portfolio for funding requests; coordinated the input of over 100 people to plan the six year capital repair plan.

EXECUTIVE OFFICE OF THE MAYOR OF THE DISTRICT OF COLUMBIA **Washington, DC**
Senior Budget Analyst *May 2021 – February 2022*
Budget Analyst *September 2017 – May 2021*

- Originated the recommendation to raise commercial deed tax to 5%, which was subsequently proposed by Mayor Bowser in her March 2019 budget and yielded an additional \$92 million to the District's annual budget.
- Developed the recommendation to restructure the budget for the DC Commission on the Arts and Humanities, which resulted in the proposed funding of first-in-the-nation programming such as government sponsored access to large-scale capital investment for arts organizations and resources for non-profits to navigate the market.
- Identified over \$25 million in resource efficiencies in agencies responsible for economic development, education, housing, community development, employment services, public works, and market regulation.
- Advised the City Administrator and Mayor on economic development, market regulation, education, and housing budget policy.

DANISH REFUGEE COUNCIL **Nairobi, Kenya**
Project Manager, 4Mi *March 2016 – March 2017*

- Led a team of 75+ people to shape DRC's strategic and programmatic response to migration by analyzing humanitarian challenges and designing a portfolio of interventions to protect migrants.
- Led the consolidation, implementation, and expansion of a mechanism ("4Mi") to monitor the protection and financial challenges of migrants and asylum seekers from the Horn of Africa.
- Managed a three-fold expansion in project revenue from \$125K a year to \$450K a year.
- Launched 4Mi in Libya, West Africa, and Europe by partnering with 7 NGO and multilateral partners.

INTERMEDIA SURVEY INSTITUTE **Washington, DC**
Research Manager *June 2015 – February 2016*

- Managed projects worth ~\$1M for the Gates Foundation and the UN in Africa and Asia.
- Secured \$200K+ in new business and determined resource allocation for several proposals.

WORLD BANK **Washington, DC**
Consultant for Fragile and Conflict States *October 2014 – May 2015*

- Managed the FCS Community with a \$150K budget and defined land engagement in conflict zones.

INTERNATIONAL RESCUE COMMITTEE **Antakya, Turkey/Amman, Jordan**
Monitoring Lead, Syria *July 2013 – June 2014*

- Monitored a \$90M portfolio and managed \$250K budget on the Syrian crisis response strategy.
- Designed and implemented rapid response needs assessments for immediate deployment in Syria.

STRATEGIC SOCIAL **Kabul, Afghanistan**
Research, Monitoring and Evaluation Program Officer *April 2012 – June 2013*

- Led a staff of three Kabul-based Afghans and managed 25+ projects/proposals totaling \$1M+.
-

DISTINCTIONS

Global Mindset: Russian (fluent), French (proficient)

NANCY WU

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business **Washington, DC**
Master of Business Administration, STEM Designation *May 2023*

- **Certificate:** Global Real Estate, The Chartered SRI Counselor (ESG Investing), CAIA Certificate (Alternative Investments), Bloomberg Market Concepts Certificate, CFA Institute Investment Foundations Certificate
- **Related Coursework:** Private Equity, Private Debt, Hedge Fund, Alternative Investments, Pro Forma Financial Modeling, Wealth Management, M&A, Family Office, Venture Capital, Due Diligence, CME Trading
- **Leadership Position:** VP, Georgetown Real Estate Society; President, Greater China Business Association

HOHAI UNIVERSITY **Jiangsu, China**
Bachelor of Engineering, Marketing & Digital Media *June 2012*

- Co-Founder of the Students' Travel Agency startup; VP, Student Committee; Chairman, Student Arts Department
-

EXPERIENCE

WORLD BANK GROUP **Washington, DC**
Intern, Climate Finance Program *October 2022 – Now*

- Mapped the main sources articulating the climate investment opportunity and the climate finance gap.
- Presented findings distinguishing between global and emerging markets and developing economies (EMDEs).
- Developed a framework of climate finance typographies in both public and private sectors.

MRP REALTY (Ranked Top 4 Largest Commercial Real Estate Developer in Greater D.C.) **Washington, DC**
Fall Associate, Acquisition and Investment Program *September 2022 – October 2022*

- Assisted the acquisition team in sourcing deals, analyzing market data, and performing due diligence work.
- Underwrote financial models; closed an acquisition deal of mixed-use development in downtown Washington DC.

JPMORGAN CHASE & CO. **Singapore**
Summer Associate, Global Private Bank Advisor Program *June 2022 – August 2022*

- Provided service and advice on investing for UHNW families to achieve their wealth management goals.
- Updated portfolio performance data via using Bloomberg and FactSet, contributed to 10+ customized solutions.
- Reviewed clients' existing traditional 60/40 portfolios and adjusted the investment strategy to meet client goals.
- Customized a US\$100MM portfolio project via collaboration with CIO and solution teams.
- Identified 20+ potential UHNW clients through the analysis of IPO and annual report analysis.
- Advised "Dots Connect Dots" in a digital transformation project to boost the usage efficiency of clients' databases.
- Integrated the Next-Gen events into the prospecting strategy, helping increase interactions with clients by 10%.

CHIWAY GROUP (Global Real Estate Investment and REITS) **Shanghai, China**
Director of Asset Management & Investment *May 2020 – May 2021*

- Completed 7 acquisition deals of opportunistic development across tier-1 & 2 cities in the east of China.
- Interacted with Joint Venture firms and LPs to help them get on board the acquisition and consecutive execution.

ZHONG NAN (Ranked Top 16 Real Estate Development Firm) **Shanghai, China**
Director of Asset Management & Investment *March 2019 – May 2020*

- Expanded the development team from 2 to 40 people in 6 months, leading to projects' expansion in 20+ cities.
- Led a 40-person team that oversaw the planning, construction, and budgeting of 26 newly acquired projects.

SUNAC (Ranked Top 4 Real Estate Development Firm, Luxury Real Estate Brand, Fortune 500) **Shanghai, China**
Manager of Asset Management & Development *February 2016 – July 2018*

- Oversaw the sale of the high-end mixed-use project (\$4B). Realized an IRR of over 100% (opportunistic project).
- Managed high-end properties marketing and branding jobs. Led C-Suite's circle events and seasonal gatherings.

WORLD UNION (The First Publicly Traded Real Estate Consulting Firm) **Shanghai, China**
Senior Consultant *September 2012 – February 2016*

- Led a 5-person team to provide land acquisition and development strategies, helped 20+ developers' sales and prices higher than competitors, and won "Best Service Team" and "Ever Trust-worthy Cooperators" in 2014.
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DISTINCTIONS

Achievements: Projects consistently ranked first in sales in Shanghai, Annual company speech in front of 500 people
Leadership: Founder of Shanghai Luxury Real Estate Peer Alliance, Owner of a Beauty Salon Startup
Involvement: Released a debut single in 2018; Peking Opera performer; Avid hiker; Scuba diving enthusiast

LUIS YANES

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Master of Business Administration

Washington, DC
May 2023

- Grandview Steers Scholarship Award recipient.
- Graduate Real Estate Club, Graduate Investment Club.

NORTHEASTERN UNIVERSITY, School of Engineering Bachelor of Science in Civil Engineering & Business Administration Minor

Boston, MA
May 2017

- Dean's List 2013 & 2014. Northeastern University American Society of Civil Engineers.
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EXPERIENCE

RAILFIELD REALTY PARTNERS Real Estate Summer Intern

Bethesda, MD
May 2022 – August 2022

- Analyzed and underwrote upwards of 40 multifamily properties across the Sun Belt and Mid-Atlantic states. 4 of those deals were awarded to our team and are currently under contract.
- Engaged in the asset management of the team's 4000+ units across all properties. Ranging from budget creation and review to property performance reporting and analysis.
- Actively sought investment properties by building relationships with multifamily deal brokers and potential sellers.

KBIS CAPITAL Real Estate Investment Associate

Miami, FL
December 2020 – December 2021

- Analyzed and underwrote potential commercial real estate deals for KBIS Fund I.
- Determined Fund investment strategy, asset class selection, and geographic market selection.
- Managed marketing material and investment deck preparation prior to the launch of Investment Fund and equity raise process for a target fund size of \$40MM
- Coordinated the structuring of the Fund and its affiliate entities with Legal Counsel.
- Developed and maintained investor relations during the equity raise process for over 60 investors.

ATLANTIC PACIFIC COMMUNITY BUILDERS Assistant Project Manager

Miami, FL
July 2019 – December 2020

- Directed the construction workflow process including estimating, contracting, buyout, construction administration, financial management and closeout of a \$25MM project, including direct supervision of a construction associate.
- Managed project finances and set up pre-construction coordination including contract review engineering, creation of subcontractor scopes and budgeting for 3 projects ranging from \$20MM to \$40MM and over 50 subcontractors.

PLAZA CONSTRUCTION Assistant Project Manager

Miami, FL
May 2017 – July 2019

- Oversaw the completion of interior section of ultra-luxury \$250MM high-rise residential project (1000 Museum) designed by well-known architect Zaha Hadid while supervising work of 15 subcontractors and 8 employees.
 - Evaluated engineering plans to monitor and ensure compliance with project specifications and code requirements.
 - Supervised operations of the 8-person staff at Warranty Service Dept, responsible for 1300+ completed apartments.
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DISTINCTIONS

- Certificates:** Commercial Real Estate Analysis and Investment Certificate (Provided by MIT's School of Architecture and Planning – 2020). Wall Street Prep Real Estate Financial Modelling Certificate.
- Leadership:** Ambassador at ALSI Foundation, dedicated to support vulnerable youth in Venezuela by financing their education, nutrition, and health. The foundation has raised over \$300,000 since its creation.
- Languages:** English (fluent), Spanish (native).
- Community:** Organized fund-raising events and golf tournaments to support vulnerable youth in Venezuela.
- Interests:** Golf, Soccer, Tennis, History, Science-Fiction literature, Cinema.
- Competencies:** Argus, Real Estate Financial Modelling, Procore, CMIC, Bluebeam, AutoCAD, Solidworks.