



**MIT CENTER FOR
REAL ESTATE**
Class of 2009
Resume Book

Spring 2009

MIT/Center for Real Estate
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**MIT CENTER FOR REAL ESTATE
RECRUITMENT GUIDE
2008-2009 ACADEMIC YEAR**

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ABOUT THE MIT CENTER FOR REAL ESTATE

Mission

The mission of the Center for Real Estate is to transform the quality of the built environment and the real estate industry by providing a forum for education, research, and the exchange of ideas among the thought leaders of the global real estate community.

We do this through the following:

- A specialized, globally recognized, one-year Master of Science in Real Estate Development (MSRED) program that emphasizes the creation, operation and management of the physical product.
- A unique interdisciplinary research platform that brings together academia and industry to address critical issues and areas for the advancement of real estate knowledge.
- An outreach structure that connects MIT with Industry and Alumni to develop the profession as a whole and to support the Center's long-term growth and sustainability.

MIT/Center for Real Estate

The Massachusetts Institute of Technology (MIT) was the first university in the country to offer a one-year professional degree in real estate investment, development, and management. The program is multi-disciplinary with faculty from various departments throughout MIT. The faculty draws on the human resources and intellectual capital of the Institute's Departments of Architecture, Civil Engineering, Economics, Management, and Urban Studies and Planning.

Tony Ciochetti, the Chairman and Director of the Center, is a Professor of the Practice in the Department of Urban Studies and Planning. Formerly a tenured professor at the University of North Carolina - Chapel Hill's Kenan Flagler Business School, Tony is a highly-respected academic who offers extensive real estate industry experience in development and in commercial mortgage analysis. The MIT Center for Real Estate has established itself at the cutting edge of applied research. David M. Geltner, the Director of Research, is a Professor of Real Estate Finance in the Department of Urban Studies and Planning and is an expert in the area of real estate economics and investment analysis. His research interests are in the areas of institutional investment and risk and the analysis of real estate investment performance. William Wheaton is an authority on urban and regional economics and is also a principal in a consulting firm that provides econometric forecasting to companies active in the market for commercial space. Lynn Fisher is an Associate Professor of Real Estate; currently her research focuses on real estate finance, housing economics and brokerage agency. Gloria Schuck is a Lecturer in the Department of Urban Studies and Planning. She has done research and consulted for multinational corporations on leadership and the organizational impacts of information technologies and organizational change. These are only a few of the many distinguished leaders in teaching and research that contribute to the master of science degree program at the Center.

MIT/Center for Real Estate – Our Industry Partners

Over twenty years ago the MIT Center for Real Estate was established with the support of 64 founding companies. For an annual fee, Industry Partners receive complimentary copies of the Center's research reports, access to the Center's faculty, access to the MIT libraries, preferential scheduling of employment interviews with MIT/CRE students, and discounted enrollment in the Professional Development Courses. In addition, the Center serves its Industry Partners and the broader real estate industry through annual meetings. Topics have included foreign investment in

United States real estate, public-private partnerships, sustainability and energy-related issues, “smart” building technology, the capital markets, industry consolidation, the impact of the Internet, the public markets, and government policy and the real estate cycle.

The Center’s partner firms have historically provided a basis for strong support for the Center’s operations and a source of research funding. In addition, Partner firms provide placement opportunities for students, a source of guest lecturers, and access to the industry for student case studies. The partnership program offers leaders in the industry a forum for the exchange of ideas and the opportunity to share in the results of research undertaken at the Center for Real Estate.

THE Master of Science in REAL ESTATE DEVELOPMENT

The MSRED Program

The MIT Center for Real Estate provides a one-year, full time program of studies leading to a Master of Science in Real Estate Development. The program’s main objective is to provide students with a comprehensive understanding of real estate investment, development, and management. Students must complete six core courses, at least two electives and a thesis. The core subjects include: Real Estate Finance and Investment, Real Estate Development, Legal Issues, Real Estate Economics, and Capital Markets, as well as courses in management and design. The thesis project is completed during the summer term and is a research paper that allows the student to apply and integrate the areas of knowledge acquired through course work into a substantial written report. Research topics are often suggested by partner firms or faculty advisors or are based on a student’s particular interest.

The academic program is designed to give students knowledge from each of the major disciplines that contribute to the real estate industry. The program is a rigorous one that balances theory with practice and draws heavily upon the relationship with industry that characterizes education at MIT. Upon graduation, students are prepared to assume responsible positions in private and public real estate organizations in the United States and abroad.

The MSRED Student

The students enrolled in the Master of Science in Real Estate Development program are comprised of a diverse group of individuals, all with experience in some area of the real estate industry. The 35 to 40 members of each class come from all areas of the United States as well as from countries around the globe. Admission decisions are based on high academic standing, relevant work experience, letters of recommendation and the applicant’s statement of objectives.

Currently there are almost 1,000 MIT/CRE alumni/ae employed as asset managers, developers, project managers, investment bankers, real estate analysts, acquisition/disposition managers, and portfolio managers. Employers are companies like Hines, J.P. Morgan, AMB Property, CB Commercial, the City of Toronto, and Deutsche Bank Realty Advisors. (See the Appendix for a fuller listing.) Alumni/ae are employed with companies in areas around the world.

COMPANY PRESENTATIONS AND RECRUITMENT GUIDELINES

Company Presentations

MIT/CRE encourages companies to visit the campus and provide students with an opportunity to learn more about their firm. Companies can present formal slide shows, host an informal reception, or sponsor a panel discussion. A lecture hall which seats 70 people or a small conference room, which seats 12, is available for presentations. The Center staff is happy to coordinate audiovisual arrangements and any catering or refreshment needs. A form for companies interested in recruiting on campus is located in the Appendix as is a summary of the process for scheduling a presentation.

Scheduling the Presentation. Because of the students' rigorous classroom work, we ask companies to arrange their visits around the classroom schedule. This generally means that the best time for company presentations is on Fridays, during lunch, or in the early evening. The class schedule is provided in this guide.

In addition to arrangements at the Center, some companies prefer to make presentations at an area hotel. Area hotel space is in demand, so you are encouraged to make your arrangements early. If your presentation is to be held off campus it is a good idea to check with the Center before scheduling it, to avoid possible conflicts. A list of hotels convenient to the Center for Real Estate is included in the Appendix.

Company Information and Advertisement. If you decide to schedule a presentation, it is a good idea for students to have information about the firm prior to the presentation. We suggest sending multiple copies of company brochures and news articles, provide a website address, and if positions are available, a listing of those positions with job descriptions. If an alumnus of MIT/CRE is employed within your company bring him/her along if possible.

The MIT/CRE staff is happy to provide notification of your event to Center students, members of the Cambridge graduate real estate community, and students interested in real estate at other MIT Departments and Schools. We do this by e-mail and through postings. If you have a poster of your own or would like a wider audience, we are happy to discuss the best way to provide coverage to the students you are trying to reach. From time to time we also invite MIT/CRE alumni who are in the job market.

Company Recruitment – Job Interviews

Partner firms receive the recruitment guide in advance of other real estate companies to give them the benefit and opportunity to schedule their recruiting needs first. Classes do not generally meet on Fridays, making this a good day for interview sessions. Arrangements can be made to conduct interviews at the Center; however, space is available on a limited basis. As an alternative, some companies prefer to use the meeting room facilities at a local hotel. A list of hotels convenient to the Center for Real Estate is included in the Appendix.

We ask that companies interested in interviewing on campus provide information about their firm and if possible, a job description. Companies may decide to conduct open, closed or "combination" interviews. Combination schedules have both open and closed interview slots.

Open Interviews. Open interviews allow any student who is interested in a company or position to sign up and be scheduled for an interview. The Center staff schedules open interviews

and coordinates the interview space.

Closed Interviews. Interviews are closed if employers pre-select the students they wish to interview from resumes received or from the MIT/CRE resume book. The Center staff can assist in scheduling these interviews or companies may choose to make direct contact with these students.

Generally companies allow 30 to 45 minutes per interview. The Appendix contains a form for requesting on-campus interviews. The interview scheduling process is summarized in the chart in the Appendix.

Job Postings

The Center for Real Estate receives job postings each year from around the globe. Job descriptions are posted on the Center's web page and are accessible only to current students and alumni/ae of the program. In addition, listings are retained on file at the Center for one year.

Job descriptions should include:

- ❑ A brief company profile
- ❑ A position title and list of responsibilities
- ❑ Qualifications/background, including education, required
- ❑ Complete contact information for where resumes are to be sent and to whom

Job descriptions should be sent by e-mail to: <mit-cre@mit.edu>. Please mention in the "Subject" line that this is a "Job Posting". If for some reason, you are unable to e-mail the job description, please contact Marion O. Cunningham at 617-253-2680.

CareerBridge

The MIT Careers Office subscribes to an on-line job service called CareerBridge. If you are interested in posting your job with the entire student population at MIT you may wish to consider this service. There is a nominal fee for the posting. Please contact the MIT Careers Office at 617-253-4733 for additional information.

Career Skills Seminars

Another way for your company to get exposure, especially if there may not be any immediate hiring needs, is to participate in career support seminars. Students are always eager to hear about employer perspectives on industry trends, the various areas of specialization such as asset management, finance, and acquisitions as well employer insights on networking, interviewing skills, and compensation trends. For more information on how you may participate in any of these seminars please contact Marion O. Cunningham, Managing Director, at 617-253-2680.

Selected Employers of Graduates

Advanced Appraisal Group, Inc.
AEGON USA Realty Mgt, Inc.
Aeltus Investment Mgt, Inc.
AEW Capital Management
AIG Global Real Estate
Allegis Realty Investors LLC
Allied Jackson-Cross Mortgage Services
AMB Property Corporation
American Real Estate Services, Inc.
AMRESKO Advisors Inc.
Archon Group
Aspen Square Management
Assisted Living Concepts
Atlantic Bank
AvalonBay Communities
Baird Pacific West
Bank America Corp.
Beacon Capital Partners
Bear Saint Properties
Berkeley Investments, Inc.
Blackstone Group
Boston Housing Authority
Boston Properties
Cabot Industrial Trust
California Housing Finance Agency
Cambridge Housing Authority
Catellus Development Corporation
CB Commercial Real Estate Group, Inc.
Codina Bush Klein/Oncor International
Commonwealth Property Investors
Community Housing Innovations
Corporate Properties, Ltd.
Cottonwood Partners
Cushman & Wakefield
Dartmouth Realty Advisors
Dell Computer
Deutsche Bank Realty Advisors
Development Bank of Japan
Downing & Co., Inc.
Draper & Kramer Realty Advisors Inc.
E & Y Kenneth Leventhal, Real Estate Grp
EDAW
EOCD
Fidelity Real Estate, LLC
First Washington Realty Trust
Forest City Enterprises
Forest City Ratner Companies
Franklin Realty Advisors, Inc.
General Motors Investment Management
General Services Admin.
Generx Inc.

Geometry Group, Inc
Goldman Sachs (Asia) L. L. C.
Government of Singapore Investment Corp.
GPM, Inc.
Greenwich Group
Hanwha Land Development Co.
Hearthstone Advisors
Heritage Partners
Hines
Holualoa Companies
Hotel Properties Limited
Intracorp Real Estate
INVESCO Realty Advisors
ISES Properties
J.P. Morgan Investment, Inc.
John Hancock Mutual Life Insurance Co.
Jones Lang LaSalle
Kajima Corporation, Real Estate Group
Keystone Financial Network
L.J. Melody and Co.
Landauer Associates, Inc.
Landmark Advisors S.A.
Leggat McCall Properties
Lend Lease Real Estate Investments
Liberty Property Trust
Lowe Enterprises Commercial Group
M3 Capital Partners
Madison Marquette
Manekin Corp.
Mass Biotechnology Research Park
Massachusetts Housing Finance Agency
Maxxam, Inc.
Mektima S.A. Properties
Mellon Trust
Mesirow Stein Real Estate
MIT Investment Management
Mitsui Fudosan Co. Ltd.
Moody's Investment Services
New Atlantic Development Corporation
New Boston Fund
Nippon Life Insurance Co.
Nordblom Company
Nortel
Northland Residential Corp.
Oakland Community Housing, Inc.
OCWEN Financial Corp.
Simon Property Group
TA Associates
Taurus Investments
Touchstone Development
Trammell Crow

**MIT/CENTER FOR REAL ESTATE
STUDENT RESUMES**

Class of 2009

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

Candidate for Master of City Planning and Master of Science in Real Estate Development, *expected August 2009*

- Research Assistant, MIT@Lawrence Community Partnership; Managing a project with Community Development Department to catalogue/promote sustainable initiatives in public & private sector
- Current GPA: 4.8/5.0

UNIVERSITY OF NOTRE DAME

South Bend, IN

Bachelor of Architecture, *cum laude*, May 2000

- Year of study in Notre Dame Rome Studies Program

EXPERIENCE

Eight years of professional experience in the development, design, programming and construction of affordable and mixed income housing, including five HOPE VI and multiple Tax Credit projects

THE COMMUNITY BUILDERS, INC., 2008

Boston, MA

Urban Housing Development Firm with over 400 employees in 14 offices, specializing in developing, financing, and operating high quality affordable rental and for-sale housing

- Programmed community and management uses for 282-unit affordable housing project in Boston
- Analyzed financial, physical and political feasibility of three potential MA tax credit projects of 40 to 80 units

TORTI GALLAS AND PARTNERS, 2000-2007

Silver Spring, MD

Architect and Project Manager in Architecture and Planning firm with over 150 employees, specializing in neighborhood revitalization, large-scale mixed use projects, sustainable design, and master plan zoning entitlement

Center Court Revitalization, Niagara Falls, NY: Project Manager

Planning and architectural design of 282 unit HOPE VI neighborhood revitalization project

- Led four-person team in creating and assembling programming, planning and design exhibits for LIHTC application
- Represented project before Zoning Commission in gaining Site and Subdivision approvals
- Managed design team, MEP/Structural/Civil consultants, project budget and multi-phase development schedule

Pollin Memorial Development, Washington, DC: Project Manager

Planning and architectural design for 100% affordable, 125 unit townhouse development

- Managed design team, MEP/Structural/Civil consultants, budget and schedule, coordinated Construction Manager
- Assembled PUD application and Zoning Commission presentations

Bridgeton Revitalization, Bridgeton, NJ: Project Manager/Project Architect

Planning, architectural design, and construction administration for five phase redevelopment, including 297 units on scattered sites and 2300sf community center

- Administered Construction Phase Services, including answering RFI's, approving submittals, and creating and approving completed work for the construction draw
- Produced design and construction documentation, including specifications

City West, Cincinnati, OH: Staff Architect

Five phase, 480 unit HOPE VI revitalization including apartments, retail, rowhouses, flats and parks; national awards for development and design (AIA, Builder's Choice, CNU, HUD Public Housing, *Residential Architect*)

- Staff architect for lead planning/ arch. design firm; coordinated with Co-Architects on construction docs

REGISTRATIONS

Licensed Architect, District of Columbia (2005)

LEED Accredited Professional (2003)

NATHAN BOYER

One Leighton Street, Apt 1515, Cambridge, MA 02141 · (801) 376-4619 · nboyer@mit.edu

PROFILE

A young, vibrant professional who has experience and education and is excited about all aspects of real estate. Looking to develop high-quality office, retail, and industrial properties for a well-respected firm anywhere in the United States.

EDUCATION

Massachusetts Institute of Technology 2008-Present Cambridge, MA

Master of Science in Real Estate Development Candidate 2009

- Studying real estate finance, development processes, economics, entrepreneurship and deal structures
- Taking Real Property Asset Management class at Harvard Business School
- Active participant in MIT's Sloan Business School Real Estate Club

Brigham Young University 2003-2007 Provo, UT

Business Finance Major with emphasis in Real Estate

- 3.71 cumulative GPA, member Marriott School Honor Society
- VP Recruiting of Real Estate Club, Member Investment Banking Club

WORK EXPERIENCE

The Boyer Company 2006-July 2008 Salt Lake City, UT

Retail and Office Leasing Agent / Project Manager

- Actively market retail and office space at the Gateway, a \$300 million mixed-use center
- Review, modify and negotiate retail leases for office and retail tenants
- Developed Hyatt Place Hotel and Office Buildings with tenants such as Morgan Stanley, Ernst & Young, Wells Fargo Bank

Brigham Young University 2006-2007 Provo, UT

Teacher Assistant, Real Estate MBA 698 and Real Estate Business Management 413

- Reviewed and taught key real estate concepts to students
- Assisted the professor in researching real estate market trends

Jones Lang LaSalle Summer 2006 Washington D.C.

Intern

- Oversaw over 200+ active real estate transactions for the Lockheed Martin Company
- Prepared mid-year report to Lockheed Martin Corporate Real Estate Group

Cushman & Wakefield / Commerce CRG 2003-2004 Provo, UT

Database Coordinator / Sales Agent

- Managed vacancy-trend database for Utah County Market Review Publication
- Researched real-estate market vacancy trends in Utah County
- Assisted in closing over \$3.1 million of real-estate transactions
- Wrote-up contracts and conducted business meetings
- Represented clients in real-estate transactions
- Balanced 30-hour work weeks with full-time school responsibilities

VOLUNTEER EXPERIENCE

Salvation Army 2007 Salt Lake City, UT

- Prepare food and feed the homeless in downtown Salt Lake City's homeless shelters

Big Brother, Big Sister 2006 Provo, UT

- "Adopted" an underprivileged boy. Taught him about college and career opportunities.

Church Representative 2001-2003 Stockholm, Sweden

- Learned to communicate fluently in Swedish

76 Tyler Street
Boston, MA 02111

BENJAMIN E. BULLOCH

bulloch@mit.edu
benbulloch@gmail.com
(M) 559-363-8101

SUMMARY

Skilled and driven real estate professional with broad executive experience (5 years) in development disciplines including deal structure, entitlements, design-process management, financial analysis, construction and marketing.

EXPERIENCE

PROJECT MANAGER

KASHIAN COMPANIES

Executed all aspects of development for general partner Edward Kashian on mixed-use projects totaling 2 million square feet of commercial and 1,350 multi-family residential units (Campus Pointe at Fresno State & Fancher Creek Town Center.) Managed teams of planners, architects, engineers, contractors, attorneys, and brokers through engineering, design, environmental review, entitlements, financing, construction, leasing, and tenant turnover. (www.lance-kashian.com)

OCTOBER 2006 – JULY 2008

FRESNO, CALIFORNIA

LAND SALES SPECIALIST

FRASER FORBES COMPANY

Developed and implemented an entrepreneurial strategy for identifying, quantifying, and marketing land deals in Fairfax County, Virginia for residential mixed-use, multi-family, and single family projects. Negotiated and structured 11 land deals totaling \$140 million for national and regional clients. Directed teams of attorneys, engineers, and consultants through due diligence and pre-entitlement processes. (www.fraserforbes.com)

AUGUST 2003 – AUGUST 2006

MCLEAN, VIRGINIA

COFOUNDER & BUSINESS DEVELOPMENT DIRECTOR

NKD WEBMEDIA

Cofounded internet software start-up as University of Edinburgh student. Directed public and private sector marketing and project implementation.

FEBRUARY 2001 – JULY 2002

EDINBURGH, SCOTLAND

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Master of Science in Real Estate Development (MSRED) candidate
Graduate Management Admission Test (GMAT) – 710 / 93rd percentile

2008 – 2009

UNIVERSITY OF EDINBURGH (SCOTLAND)

BSc (Social Sciences) in International Business and Social Anthropology

2000 – 2002

LEADERSHIP

FRESNO'S LEADING YOUNG PROFESSIONALS

Board of Directors & Chair of Government Relations Committee

2006 – 2008

DOWNTOWN FRESNO REDEVELOPMENT TASKFORCE

Mayoral Appointee

2007 – 2008

URBAN LAND INSTITUTE

Central Valley Chapter Exploratory Committee (Fresno)

2007 – 2008

Young Leaders Group - Events Committee (Washington D.C.)

2005 – 2006

GREATER MERRIFIELD BUSINESS ASSOCIATION

Board of Directors & Chair of Revitalization and Development Committee

2003 – 2006

PERSONAL

Student Pilot of Cessna 150G/150hp, International Travel to 31 Countries (4 years overseas), Music Collecting, Sailing, Skiing, Eagle Scout

Alberto P. Cailao, LEED® AP

E-mail: acailao@mit.com

Mobile: 617.818.6637

224 Albany Street #334

Cambridge, MA 02139

SUMMARY OF QUALIFICATIONS

Motivated international professional with extensive knowledge of financial/investment analysis, project management and transportation infrastructure planning; an enthusiastic problem solver with proven leadership aptitude, quantitative ability and a desire to acquire new skills

EDUCATION

Massachusetts Institute of Technology MS Real Estate Development Candidate Coursework Includes: Real Estate Finance and Investment, Real Estate Economics, Real Estate Law, Real Estate Capital Markets, Innovative Project Delivery, Sustainable Strategy and Finance (Harvard Graduate School of Design)	Cambridge, MA	2009
Wentworth Institute of Technology BS Civil Engineering	Boston, MA	2001
Choate Rosemary Hall High School Degree	Wallingford, CT	1997

EXPERIENCE

Zubatkin Owner Representation, LLC Project Manager <ul style="list-style-type: none">Managed and controlled the planning, design, construction, and approvals process for new exhibit hall construction, façade restorations, and capital upgrades for the American Museum of Natural History in New York, NY; total projects valued over \$300MCoordinated the project team through the design and construction phases of the expansion of the United States Golf Association Museum in Far Hills, NJ; project valued at \$20MOversaw the construction phases of the New Museum of Contemporary Art (60,000 SF) in New York, NY and a 13-story residential development, 63 Schermerhorn Street in Brooklyn, NYAdministered and monitored the City and State funded requisition process for the American Museum of Natural History and the New Museum of Contemporary Art; contracts worth \$45MStreamlined company's working procedures by implementing technical, operational, and graphic standards	New York, NY	2006–2008
Tetra Tech/Rizzo Transportation Project Planner <ul style="list-style-type: none">Analyzed, forecasted, and developed solutions for transportation infrastructure issues for the following projects (partial list): Boston Convention and Exhibition Center, Massachusetts Bay Transit Authority Subway and Commuter Rail Expansion, Jamaica Plain's Arborway, Somerville's Assembly Square, North Charlestown, MA and Downtown Dover, NHPrepared Traffic Impact Reports and negotiated with local and state agencies in the entitlement process for the following clients (partial list): AvalonBay Communities, Lowes and Stop & ShopEstablished presentation and report graphic standards for presenting technical information to clients and to the publicAwarded the 2003 Best Representative of Company Core Values	Framingham, MA	2001–2005
Massachusetts Port Authority Assistant to Senior Project Manager/Presentation Specialist <ul style="list-style-type: none">Prepared presentation materials and planning maps that were published and presented to the public for the South Boston Waterfront Master Plan	Boston, MA	1999-2000
DP Architects Co Ltd. Architect/CAD Intern for the Fullerton Hotel Project (renovation of historic landmark) <ul style="list-style-type: none">Designed full-scale mock-up of a two-story hotel suite constructed off-site	Singapore	1998

ADDITIONAL

Memberships:	MIT Real Estate Club, Urban Land Institute, United States Green Building Council, American Institute of Architects
Proficient in:	AutoCAD, Adobe Creative Suite, Microsoft Office, Various Financial Analysis Tools
Resided in:	Hong Kong, Philippines, Singapore, South Korea, Venezuela, Vietnam, United States
Languages:	Fluent in English, Spanish, Tagalog
Interests:	Technology, Architecture, Graphic Design, Photography, Travel, Sports

ONUR CELEN

Address:

100 Landsdowne Street Apt: 1406
Cambridge MA 02139

Phone: (315) 447-5448**E-mail:** ocelen@mit.edu

SUMMARY

Energetic and proactive strategic thinker and decision maker, recognized as a leader and an entrepreneur within real estate and business consultancy.

EDUCATION

- Candidate for Master of Science in Real Estate Development, MIT (2008-2009)
- Master of Art in Economics and Finance, Bogazici University [GPA:3.85] (2007-2008)
- Bachelor of Science in Industrial Engineering, Koc University (2003-2007)
- Bachelor of Arts in Business and Administration, Koc University (2003-2007)
- Internship at IBM Consulting services(2006)
 - Translated and actively participated in the consultancy of SAP program implementations and adaptations of the newly acquired “Engers Keramics” factory which Eczacıbaşı group bought and presentation of the results in English and German
 - Researched on Telecommunication systems in Turkey, participated in meetings of establishing the new telecommunication system in Turkey after being privatized by OGER group.
- Internship at “Sarkuysan Electrolytic Copper Industries & Trade.”(2005)

Worked on the production plan, facility design and have spent effort in improvement of the efficiency of the assembly line and facility design.

EXPERIENCE

CELEN STRATEGIC INVESTMENT SOLUTIONS Istanbul, TURKEY
GENERAL MANAGER (2007-2008)

Coordinated variety of services on the following business areas: Feasibility Studies and Valuations, Re-location studies and simulations of educational and industrial institutes, Facility Design, Market Research Studies, Monte Carlo Simulations, Mathematical Modeling and Optimization, Econometric Modeling and Forecasts, Macro Economical Projections

CELEN CORPORATE VALUATION AND COUNSELING INC. Istanbul, TURKEY
PARTNER (2005-2008)

- Directed and composed Real Estate Valuations and Appraisals within the scope of Highest & Best Use, Market Research and Analysis, Location Analysis, Economic Feasibility Studies
- Coordinated Project Management Services, Investment Strategy, Business Valuations and Investment Consultancy

SKILLS, INTERESTS AND AFFILIATIONS

- Language Skills: Turkish, English and German
- Computer Skills: C++, Eviews 5.0, Minitab, SPSS, Arena, Microsoft office programs
- Interests: Table tennis (4th in Istanbul 2000), basketball, chess, skiing, bowling
- MIT Sloan Real Estate Club, member
- ICSC, student member
- ULI , Young leaders member
- Participated in PWC& ULI Turkey Emerging Trends Europe 2008
- Participated in MIPIM conference in Cannes, France.(March 2008)
- Participated in the PWC’s “Taxation in Real Estate” seminar
- Participated in Active Academy 5th International Finance Summit

PINAR BOYAR CELEN

E-mail: pinar@celen.com.tr / pcelen@mit.edu

Phone Number: 3154475449

SUMMARY

Goal oriented, creative professional with international experience in various business areas such as real estate investment consultancy, retail and research. Comprehensive knowledge in financial analysis, market analysis and implementation. Excellent leadership and social skills paired with strong analytical, management, client relationship and problem solving abilities. Interested in applying industry experience in domestic and international real estate markets.

EDUCATION & SCHOLARSHIPS

Massachusetts Institute of Technology , Cambridge Candidate for Master of Science in Real Estate Development, MSRED	2008-2009
Bogazici University , Istanbul Master of Arts in Economics and Finance, MA; GPA: 3.90/ 4.00, Honor Roll	2007- 2008
TUBITAK Scholarship for Masters Degree , The Scientific and Technological Research Council of Turkey	2007
Koc University , Istanbul, Industrial Engineering, B.Sc. Koc University , Istanbul, Economics, B.A. Full Scholarship , GPA: 3.88 / 4 ; Vehbi Koc's Honor Roll, Vehbi Koc Scholars Rank: 1 (College of Engineering), 3 (College of Administrative Sci. and Econ.)	2007- 2008

PROFESSIONAL EXPERIENCE

<i>Celen Strategic Investment Solutions</i> <ul style="list-style-type: none">• Provided value added consulting services about real estate investment decisions of our customers such as due-diligence, feasibility studies, market analysis and business valuation• Worked on location selection of a pharmaceutical company warehouse based on logistics and building costs and construct a facility design of the new warehouse as internship study	2007-2008
<i>Migros- İstanbul (The largest Supermarket Chain in Turkey)</i> <i>Internship study - Research and Development Department</i> <ul style="list-style-type: none">• Built a mathematical optimization model for determination of store location and site selection after the merger of Tansas and Migros and comparison of the optimization model conclusions with the geographical information system (GIS) software outcomes as a part of an independent project for R&D Department	2006-2007
<i>Toyotasa – İstanbul</i> <i>Internship study - Region after Sales Department</i> <ul style="list-style-type: none">• Worked on evaluation of customer satisfaction surveys, preparation of statistical results to be utilized for Kaizen Ideology, continuous improvement and development ideology• Estimated the values and the distortion rates of the spare part coefficients for the upcoming year	2005
<i>Assistant of Sibel Salman (Prof. in Industrial Engineering at Koc University)</i> <ul style="list-style-type: none">• Conducted research for a project about the effects of an expected earthquake in Istanbul area performed for TUBITAK, The Scientific and Technological Research Council of Turkey, and Istanbul Metropolitan Municipality• Teaching assistant for problem sections and recitations	2003-2007
<i>Academic Assistant at Koc University (Chemistry, Accounting, Statistics)</i>	2005-2007

LEADERSHIP&AFFILIATIONS

Ambassador of TDP (Türkische Deutsch Platform) <ul style="list-style-type: none">• Had been to Germany in 2007, participated in conferences and suggested ideas to contribute the economic and political relationships between Turkey and Germany• Aim to create internship and job opportunities in Germany for Turkish students Member of MIT Sloan Real Estate Club Student Member of ICSC (International Council of Shopping Centers) Participated in MIPIM 2008 in France , international investment summit Member of IKSIV (İstanbul Kultur ve Sanat Vakfi-Istanbul Culture and Art Charity) Participated in Active Academy 5 th International Finance Summit Participated in PWC& ULI Turkey Emerging Trends Europe 2008

SKILLS

Computer Knowledge: C++,Java, Arena, Stata, Minitab, Microsoft Office Suite
Foreign Language: English (Fluent), German (Lower intermediate)

JASON ROBERT ELLIS

70 Pacific St. #234
Cambridge, MA 02139
(619) 757-4343
jrellis@mit.edu

EDUCATION

MIT CENTER FOR REAL ESTATE

M.S. in Real Estate Development (Candidate)

Cambridge, MA

8/08-7/09

YALE UNIVERSITY

B.A. in Architecture magna cum laude

New Haven, CT

9/88-5/92

EXPERIENCE

HARPER CONSTRUCTION COMPANY, INC.

Design-build general contractor.

Los Angeles & San Diego, CA

Project Manager

10/98-8/08

- Directed design consultants in construction document/specs development and addressed field construction issues. During construction phase, analyzed bids, drafted and negotiated contracts, tracked project costs/schedule, processed submittals, RFI's and change orders, enforced compliance with contract documents/LEED, coordinated subs and implemented punchlists/close-out.
- Projects included \$33M in office space, two \$45M student housing complexes, a \$70M college campus revitalization, \$21M downtown loft apartment mixed-use project and \$31.7M 430-unit housing rehab.
- Received several "Outstanding" formal ratings from Government clients.

HOGUE & ASSOCIATES

Commercial office interior design and furniture firm.

San Francisco, CA

Marketing Manager

9/97-9/98

- Developed marketing strategies, conducted market research, designed marketing materials, orchestrated client contact and managed client databases for four regional offices.

U.S. AIR FORCE

Military.

Moody AFB, GA & Nellis AFB, NV

Commissioned Officer

5/92-9/97

- Design & Construction Manager: Supervised eight engineers and \$35 million in fast-track projects. Scoped projects with clients, negotiated subcontracts, led A/E firms in the development of construction plans, established project schedules and quality-controlled design submittals. During construction, conducted inspections, approved product submittals, negotiated change orders and provided contract technical support. Spearheaded the design and construction program for a fast-track 2,000 personnel HH-60 helicopter squadron relocation from Patrick AFB, FL.
- Recipient of AF Design Excellence Award & AF Commendation Medal.
- Facilities Planner & Programmer: Implemented comprehensive planning for 10,000-personnel installation. Collaborated with local planning officials on zoning issues. Coordinated facility requirements, project sitings, traffic circulation, architectural compatibility and utility requirements. Secured funding for \$40M in new construction projects.
- Planning program recognized as best in AF by an independent assessment team.

SKILLS

- LEED Accredited Professional, MS Office Suite, MS Project, Suretrak/Primavera, Timberline, Prolog, AutoCAD, 30-Hour OSHA Certification

JASON J. FOSTER

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Charlestown, MA 02129

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jjfoster@mit.edu
jason.john.foster@gmail.com

SUMMARY

Entrepreneurial, team-oriented real estate professional with broad range of experience in permitting, project management, asset management, financial analysis, marketing, and brokerage. Efficient performer and leader exhibiting strong decision-making abilities, and problem solving and analytical skills.

EDUCATION

- Massachusetts Institute of Technology** *Cambridge, MA* *August 2008 – Present*
- Candidate for Master of Science in Real Estate Development
- Boston College – Carroll School of Management** *Chestnut Hill, MA* *September 1999 – May 2003*
- Bachelor of Science – Finance

EXPERIENCE

- Cathartes Private Investments – Project Manager** *Boston, MA* *September 2004 – August 2008*
- Lead project manager on Harbour Hill Condominiums, a 21-unit luxury condominium project in downtown Portsmouth, NH. Responsibilities included financial modeling, construction management, negotiation, marketing
 - Project manager on Strathmore Condominiums (72 residential units) and Etonic Lofts (64 residential units), in Brockton, MA. Responsibilities included contract negotiation, strategy, construction management, financial analysis, marketing
 - Project manager on Westford/Chelmsford proposed development of approximately 400,000 SF - 650,000 SF retail and industrial product. Responsibilities included strategy, permitting, financial analysis, asset management
 - Project manager on multi-use project in Portsmouth, NH consisting of approximately 160,000 SF office, 75,000 SF retail, 28 residential units, and a 128-key extended stay hotel, all over below-grade parking. Responsibilities included financial analysis, budgeting, pre-construction review, vendor selection, design/pricing review – projected LEED Silver
 - Assistant project manager on CityGreen, a 21-unit residential condominium project in Jamaica Plain, MA. Responsibilities included permitting, community process management, financial analysis, marketing
 - Project manager on Mezzo Design Lofts, a 146-unit residential condominium project in Charlestown, MA. Responsibilities included permitting, financial analysis, design, marketing, construction management
- Meredith & Grew, Inc. – Analyst/Associate** *Boston, MA* *June 2003 – August 2004*
- Performed financial analysis lease/investment sales transactions ranging in size from 5,000 SF to 600,000 SF
 - Responsible for the development and implementation of all detailed financial models to facilitate execution on the firm's largest Boston leasing assignment - Investors Bank & Trust
 - Responsible for maintaining Financial District, Back Bay, and Seaport tower studies and market studies across all building classes
 - Assisted on direct leases, lease renewals, and sublease transactions, including regularly interfacing with tenant and landlord clients
 - Created marketing materials, and performed financial analysis for all new business meetings and presentations
 - Prospected across industries for new business opportunities

AFFILIATIONS/ACTIVITIES

- South Church Habitat for Humanity participant and advisor to youth volunteers / *South Glastonbury, CT* *7 years*
- Boston Walk For Hunger Heart & Sole Walker/Participant / *Boston, MA* *4 years*
- REFA Emerging Leaders member
- NAIOP Developing Leaders committee member
- ULI Young Leaders member
- MIT Sloan/CRE Real Estate Club member
- Pursuing LEED accreditation (New Construction) with expected completion January 2009

SKILLS

- Proficient in Microsoft Excel, PowerPoint, Word, Project, Access, Adobe, ProCalc, Argus
- Functional proficiency in Spanish

KURTIS FUSARO

169 Auburn Street
Cambridge, MA 02139
(617) 596-1868
fusaro@mit.edu

SUMMARY OF QUALIFICATIONS

- Diverse transactional and operational real estate background with expertise in commercial lending, institutional ownership and development.
- Experience analyzing transactions of all major asset types in markets throughout the United States.
- Team oriented and entrepreneurial with strong analytical, communication and client relation skills.

AREAS OF EXPERIENCE

- Acquisition and Development Analysis
- Asset Management
- Loan Underwriting
- Loan Work-Outs
- Sophisticated Excel Financial Modeling
- Project and Construction Management
- Corporate Real Estate Management
- Property Management

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA (July-09)

Candidate for Master of Science in Real Estate Development

- Additional coursework completed at Harvard University.
- Participant in McCombs National Real Estate Challenge and MIT \$100k business plan competition.

BOSTON UNIVERSITY, Boston, MA (Jun-07)

Certificate in Real Estate Finance

OHIO WESLEYAN UNIVERSITY, Delaware, OH (May-01)

Bachelor of Arts in Economics Management

- Graduated Magna Cum Laude, Phi Beta Kappa
- Varsity Swim Team Captain, Sigma Chi Fraternity President

RELEVANT EXPERIENCE

LEGACY PROPERTY GROUP, Atlanta, GA (Jan-09)

Intern

- Analyzed Legacy's \$300 million in past projects to determine returns achieved for equity investors.
- Aided in pre-development work for a 212-unit senior living facility and a 210-bed student housing project.
- Created an annual report showcasing Legacy's 15 years of successful development culminating in 750,000 square feet of hospitality, senior living and retail projects.

POTOMAC REALTY CAPITAL, Needham, MA (Nov-06 – Jul-08)

Asset Manager

- Conducted property inspections, ensured loan compliance, and maintained borrower relationships.
- Managed a portfolio of 21 assets with a principal balance of \$93 million including all major asset types.
- Performed asset work-outs: developed exit scenarios and worked with counsel to exercise legal rights.
- Co-managed the \$1.25 million renovation and lease-up of a 276-unit multifamily foreclosure in Montgomery, Alabama including the development of renovation scope and the on-site oversight of contractors.

Underwriting Analyst

- Underwrote 24 bridge, mezzanine, and preferred equity loans totaling \$290 million.
- Pre-screened deals of all major asset types in markets throughout the United States.
- Developed numerous executive summaries and presented deals at loan committee meetings.
- Performed all aspects of the due diligence process including economic research, financial modeling, local market analysis, borrower reviews, management of third party reports, and property inspections.

HARVARD UNIVERSITY REAL ESTATE SERVICES, Cambridge, MA (Nov-05 – Nov-06)

Financial Analyst

- Developed and managed budgets for a portfolio of 30 university and commercial properties.
- Oversaw a diverse set of asset types encompassing approximately 600,000 square feet of space.
- Worked with property managers to ensure facility operations and capital projects remained within budget.

MILLENNIUM PHARMACEUTICALS, Cambridge, MA (Jul-01 – Nov-05)

Senior Accountant

- Managed budgets and analyzed financial results for various business groups throughout the company.
- Analyzed options for 593,000 square feet of unused real estate as Millennium restructured its workforce.

Staff Accountant

- Performed accounting for \$1.5 billion in cash and investments, \$600 million in debt, and \$180 million in annual salary and benefit expense.

ADDITIONAL INFORMATION

Entrepreneurship: Co-founded a profitable online custom magnet business (Mar-05 - Present).

Computer Skills: Excel financial modeling, Adobe Creative Suite, Microsoft Office, ArcGIS, Argus.

ROSS MACNAIR GAMMILL

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Cambridge, MA 02139
Cell: 707-480-1537
rgammill@mit.edu

7557 Last Chance Ct
Fort Collins, CO 80525
Cell: 707-480-1537

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY Cambridge, MA
Candidate for Master of Science in Real Estate Development Summer 2009

- Coursework in Real Estate Capital Markets, Development, Finance, Law, Economics, and Sustainability.
- Supplemental coursework completed at Harvard Business School.
- MIT Team Member: Affordable Housing Development Competition, Federal Home Loan Bank of Boston.
- MIT Team Member: National Real Estate Challenge at McCombs School of Business, University of Texas, Austin.

UNIVERSITY OF CALIFORNIA, LOS ANGELES Los Angeles, CA
Bachelor of Arts, Economics; Bachelor of Arts, Geography 1998-2002

THE TAFT SCHOOL Watertown, CT
High School Degree 1994-1998

EXPERIENCE

BRIDGER COMMERCIAL FUNDING Mill Valley, CA
Associate Underwriter 2005-2007

- Underwrote 78 loans for a total of over \$400 million. All loans were successfully securitized and maintain 0% default rate.
- Presented Credit Memos for approval by Credit Committee. Trained new hires on underwriting and Credit Memo preparation.
- Conducted all due diligence including lease reviews, appraisal reviews, Borrower credit analysis, site inspections, engineering report reviews, and remediation of environmental concerns.
- Negotiated loan structures such as economic reserves/holdbacks, mezzanine debts, and Interest-Only terms.
- Underwrote portfolios, single-tenant properties, and construction take-outs.
- Reviewed and provided guidance to Lender's counsel in drafting loan documents.
- Revised forward interest rate lock procedure resulting in 40% faster approval process.

WAGERWORKS San Francisco, CA
Financial Analyst 2004-2005

- Designed and built monthly revenue reports in Excel for delivery to CEO and CFO.
- Modeled company's income and expense projections to assist in budgeting and planning of objectives.
- Built and maintained Access database to track company's financial performance. Automated and standardized importation of revenue data into company database.
- Reviewed partnership contracts to ensure accurate and efficient implementation of revenue sharing agreements.
- Created and tracked operational metrics to measure employees' efficiency and time management.

TRIAGE CONSULTING GROUP San Francisco, CA
Associate Consultant 2002-2004

- Assigned daily and weekly tasks to consulting team responsible for the recovery of lost revenue ranging from \$1 million to \$20 million.
- Developed and implemented monthly project strategies including financial and staffing forecasts.
- Reported consulting project findings to client executives to facilitate the resolution and/or minimization of revenue loss due to operational and process-related issues.
- Supervised, trained, and evaluated new Associate Consultants.

ADDITIONAL INFORMATION

- Computer Skills: Expert in Microsoft Excel, Access, Word, and PowerPoint; ARGUS.
- Member: Sloan Real Estate Club; Harvard Business School Real Estate Consortium.
- Interests: Activities include motorcycle racing, mountain biking, and ice climbing. Recent travel to Southeast Asia, South America, China, and Australia. Lived in England for 5 years.

James Francis Gerrity IV

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617-312-1452 • jgerrity@mit.edu

Professional Experience

Centremark Properties, Inc., Boston, Massachusetts

2004 – 2008

Associate at a boutique commercial real estate investment firm, responsible for assisting company president with all aspects of acquisition, ownership, and management of commercial office, industrial, retail, hotel, and parking assets.

- Sourced on and off-market properties valued in excess of \$100 million for acquisition through the building of personal relationships with brokers and owners.
- Underwrote and performed acquisition due diligence on 80 properties with a cumulative value of over \$1 billion.
- Assisted with negotiating and securing financing terms and documents for company acquisitions and for the refinancing of company portfolio properties.
- Responsible for asset management of 14 properties both within the corporate portfolio and for institutional clients representing 1,500,000 square feet with a cumulative value of \$300 million, including direct management of facilities personnel.
- Oversaw leasing activity, managed broker leasing teams, negotiated contracts and leases, and managed tenant contact for all properties under management.
- Prepared financial reporting for properties under management with annual operating cash flows in excess of \$25 million.
- Hired and managed contractors and architects for tenant fit-outs, building improvements, and the development of newly acquired properties, with direct involvement in 10 projects totaling \$28 million.
- Assisted in the financial analysis, contract negotiation, and broker management related to the disposition of 5 properties valued at \$100 MM and representing an average 25% IRR.

Notable Accomplishment: Individually responsible for the acquisition of Merchant's Row.

- Personally sourced the off-market acquisition of Merchant's Row, a three building, 175,000 square foot retail portfolio acquired for \$20 million in January, 2006.
- Underwrote the acquisition of Merchant's Row, including the assessment of deal financials, physical due diligence, market conditions, and lease information.
- Assisted Centremark President in the negotiation and securing of loan terms and documents with LaSalle Bank.
- Undertook primary responsibility for the management of leasing negotiations and construction projects required to reposition Merchant's Row within the market.

SEA Education Association, Woods Hole, Massachusetts

2003

- Worked as a member of a 10 person crew aboard a 134' brigantine off of the California coast.
- Responsible for teaching a curriculum of Oceanography and traditional sailing skills including navigation, sail mechanics, and nautical terminology to groups of 22 high-school students.

Education

Massachusetts Institute of Technology, Cambridge, Massachusetts

2008 - 2009

- Candidate for Master of Science in Real Estate Development

Williams College, Williamstown, Massachusetts

1999 – 2003

- B.A. in American History.
- Minor concentration in Political Science

Personal

- Proficient in Excel, ARGUS, Word, Peachtree, and Kardin.
- Licensed Massachusetts Real Estate Salesperson.
- Licensed U.S. Coast Guard Captain for vessels under 50 gross tons.
- Hobbies include sailing, fishing, skiing, and all things mechanical.

JINBAE JEONG

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email: jjeong@mit.edu

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Cambridge, MA 02139
(857)234-9296

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY Cambridge, Massachusetts
Candidate for Master Science of Real Estate Development, 2009
Coursework includes Real Estate Investment and Finance, Portfolio Management, Real Estate Economics, Development Management, Real Estate Options in Emerging Markets
YONSEI UNIVERSITY Seoul, Korea
Master of Science/ Department of Architectural Engineering, 2001
Thesis: Modeling of Cost-Benefit Analysis of Office Renovation
Comprehensive training in construction management
YONSEI UNIVERSITY Seoul, Korea
Bachelor of Science/ Department of Architectural Engineering, 1995

EXPERIENCE

LG CORP. (LG Group Holding Company) Seoul, Korea
Project Manager 2003-2008

- Led a Task Force Team of 12 affiliated companies, to forecast business circumstances and potential real estate demand for office buildings, factories, logistics, and R&D centers. Devised scenarios for real estate management, and alternatives of owning, leasing, and disposal for overall properties under long-term perspective.
- Organized a cross-functional team to buy a \$200 Million's office development project from a developer, managed comprehensive due diligence, financial analysis, and transaction negotiation, and closed the deal, expecting over 8% of yield rate after completion, an exceptionally high rate in recent competitive market.
- Participated in Yongsan project, the largest real estate project in Korea, with Hyundai Construction and Macquarie Bank, and led a team for engineering study, investment feasibility analysis as well as cash flow projection for one of the world's highest skyscraper with 136 stories.
- Conducted an overall research on investment opportunities in 'International Office District' of new Songdo City, Incheon, Korea.

LG RETAIL CO., LTD. Seoul, Korea
Assistant Project Manager 2001-2003

- Successfully carried out disposal of surplus real estate asset in Seoul through bidding invitation of potential target customers and presentation. Sold a building with appraisal value of US\$14 million at US\$ 16 million.
- Executed exhaustive analyses for maintenance costs including taxes, power, labor, telecommunications, and determined optimum facility management services and maintenance cost.

DAEWOO ENGINEERING & CONSTRUCTION CO., LTD. Seoul, Korea
Construction Manager 1995-1999
Managed construction projects of National Intelligence Security buildings and Yonsei Engineering Research Center Buildings.

OTHERS

- Member of Real Estate Club combined with MIT CRE, Sloan school and Harvard RE Club
- Completed Communication in Business Course from IEL of Harvard University
- Certified Commercial Investment Member, CCIM

Rena Konagai

Term Address:

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Permanent Address:

4-20-7 Kugayama Suginami-ku, Tokyo 168-0082 Japan
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EXECUTIVE SUMMARY

Comprehensive financial-analysis and modeling skills acquired from professional career in rating, non-performing loan collection servicing, and investment banking. Specific background in structured finance in terms of number of transactions, range of specialty, and depth of Japan market overview.

EXPERIENCE

MOODY'S JAPAN K.K. TOKYO, JAPAN
Associate Analyst, Commercial Mortgage Backed Securities (CMBS) Rating Team 2005 – Present
Senior Associate, CMBS Rating Team 2004 –2005

- Represented rating analysts regularly for four major CMBS arrangers (Morgan Stanley, Calyon, GMAC, Unified Partners), as well as took single isolated transactions several times with others (Mizuho, Mitsubishi UFJ, Mitsubishi Trust, Mitsui Sumitomo, ORIX, Deutsche, Lehman Brothers, JPMorgan).
- Rated as chief analyst and monitored 3 non-recourse loans in amount of USD 0.2 billion, 11 unpublished transactions in total issuance of USD 5.2 billion and one public J-REIT.
- Led team in ratings to over 12 large-loan transactions, and coached five newly hired analysts.
- Coordinated ratings as second analyst to 2 J-REITs, 3 non-recourse loans in amount of USD 0.3 billion and over 7 non-public CMBS transactions in total amount of USD 1.1 billion.

ASATSU-DK INC. TOKYO, JAPAN
Sales Representative, International Marketing Division 2003 – 2004

- Managed sales promotion of imported confectioneries at third largest advertisement company in Japan.

MERRILL LYNCH JAPAN SECURITIES CO., LTD. TOKYO, JAPAN
Associate Analyst, Global Industry Group of Investment Banking Division (IBK) 2003
Analyst, IBK 2002 –2003
Spring Intern, IBK 2001

- Proposed merger, IPO strategies, and investor relationship makings, covering electric power companies, transportation companies, and pharmaceutical companies.
- Organized financial restructuring and strategic turnarounds to borrower companies at UFJ Strategic Partners, Merrill's non-performing loan servicing joint venture with UFJ Bank.

MACKINSEY & COMPANY TOKYO, JAPAN
Summer Intern 1999

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY Cambridge, MA, U.S.A.
Candidate for Master of Science in Real Estate Development, 2009 2008 – present

- Coursework in real estate finance, capital markets, law, design, and development.
- Proposed thesis: Comparison of Default Factors in J-REIT with US-REIT

HITOTSUBASHI UNIVERSITY Tokyo, Japan
Bachelor of Arts in Economics 2002

- Awarded one-year exchange scholarship: The University of Queensland (Brisbane, AU, 2000).

LICENSE

Japanese Securities Representative Examination I&II, U.S. Series 7, Real-estate Transaction Specialist, Information Systems Security Administrator

LANGUAGE

Native Japanese. Fluent English. Knowledge of Chinese.

COMPUTER

Windows office programs, financial data software (Bloomberg, FactSet)

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, CENTER FOR REAL ESTATE Cambridge, MA
MSRED Candidate 2008 - Present

- Co- President, Sloan Real Estate Club

UNIVERSITY OF MICHIGAN Ann Arbor, MI
BA History and African Studies 1996 - 2000

- B.A. History and High Honors in Afro-American and African Studies, G.P.A. 3.6/4.0
- Economics, Accounting, and Finance coursework
- Golden Key International Honour Society, Distinction
- Elected Representative of the Michigan Student Assembly

SCHOOL FOR INTERNATIONAL TRAINING Zimbabwe
1999

- Three month study abroad of Zimbabwe's culture, language, history, and economy.

EXPERIENCE

BEACON COMMUNITIES DEVELOPMENT LLC Boston, MA
Development Director 2004 - 2008

- Managed all aspects of the development process of affordable, mixed-income, and mixed-use rental and condominium developments from acquisition through stabilization.
- In the aggregate, managed the development and/or predevelopment of approximately 850 housing units and 200k sf of retail and office space equating to approximately \$200M in total development cost.
- Specialized in complex transactions that involved multiple layers of subsidy including state and federal tax credits, tax-exempt bond financing, and taxable and soft debt.
- Oversaw and coordinated zoning and environmental approvals, project financing, design and construction, marketing, and legal matters.
- Responsible for developing complex pro formas, financial forecasts and analyses.

FENWAY CDC Boston, MA
Housing Project Manager 2002 - 2004

- Managed the development of Morville House, a \$32 million, 178 unit, LIHTC/tax-exempt bond financed new construction/renovation elderly housing development.
- Directed the acquisition, financing and renovation of 3 condominium units, formerly owned by the City of Boston, into first-time homebuyer units.

Americorps Community Organizer 2001 - 2002

- Led GIS mapping project with residents and city officials to improve pedestrian safety along the busy Boylston Street corridor in the Fenway neighborhood.
- Organized multi-ethnic, bilingual Fenway Family Coalition.

MASSACHUSETTS ASSOCIATION OF COMMUNITY DEVELOPMENT CORPORATIONS Boston, MA
Project Associate 2000 - 2001

- Authored MACDC's 2001 Production Pipeline Survey and Report that analyzed state-wide CDC achievements and was utilized by MACDC's legislative advocacy team.

ADDITIONAL

- LEED Accredited Professional.
- Community Activities: Director – Caritas Communities; Co-Chair – 2009 Combined Jewish Philanthropies Annual Real Estate Market Update; Member – Preservation Mass Legislative Subcommittee; Commissioner – Essex National Heritage Commission.
- Computer Skills: ArcGIS, SketchUp, Excel, Access, Word, and PowerPoint.
- Languages: Conversant in Spanish.

ENTREPRENEURIAL EXPERIENCE

EDGEWATER VILLAS LLC, *an entrepreneurial venture I formed to purchase an apartment complex* 2006 - PRESENT
Managing Partner, Los Angeles, CA

- Led acquisition efforts to purchase an 18 unit apartment complex. Created investment memorandum, formed LLC, raised \$1MN from private third party investors and secured additional \$2MN in financing to purchase property.
 - Manage property managers to ensure property is maintained, tenant concerns are addressed and leasing strategy is effective. Efforts have resulted in increasing occupancy from 80% to 93% and increasing NOI revenue by 15%.
-

PROFESSIONAL EXPERIENCE

CUSHMAN & WAKEFIELD 2004 – 2008
Associate Director, Asia Pacific, San Jose, CA (2006-2008)

- Delivered \$2 million in annual revenue to the firm; consistently exceeded sales goals by more than 30%.
- Led global project teams that advised and managed international real estate portfolios for Fortune 500 corporations and investors. Sample assignments: performed development advisory work for the world's tallest building, advised IBM on the relocation of their regional headquarters from Tokyo to Shanghai, and consulted a US pharma firm on where to locate a \$100 MN manufacturing plant in South East Asia.
- Developed US-bound real estate business from Asia and managed teams advising foreign entities entering the US. Assignments included represented the Chinese Government on a joint-venture with MOMA New York and advised a Korean insurance group on placing \$600 MN focused on "core" property types in Tier 1 markets.
- Worked directly with the firm's executive management on initiatives to better integrate service lines across all regions.

Senior Manager, Commercial Services, Shanghai, China (2005)

- Recognized as #2 top producing broker in Shanghai (out of 30) and #5 in Greater China (out of 75).
- Represented companies in 610,000 sq. ft. of commercial real estate lease acquisitions; developed and executed real estate strategies for multi-national companies, built financial and building analyses and negotiated with government bureaus to obtain necessary approvals and incentives.
- Advised Regional CEO, as part of his taskforce, on the firm's local operation concerns and growth opportunities.
- AWARD: "2005 Deal of the Year" for representing McKinsey & Co. in an 80,000 sq. ft. relocation assignment.

Associate, Commercial Services, Shanghai, China (2004)

- Built DCF models analyzing occupancy costs, developed RFI responses, presentations, and pitch books.
- AWARD: "2004 Rookie of the Year."

ANAIK, *French textile firm specializing in design and production of cosmetic promotional items* 2001 – 2003
Product Manager (2003), **Merchandiser** (2001-2002), Shanghai, China

- Responsible for start-up operations for Shanghai office. Established company's manufacturing footprint in China: sourced and selected vendors, and negotiated exclusive manufacturing contracts. Oversaw production process from fabric production to quality control; exceeded production goals by 60% in the first year.
 - Developed and presented to firms' founders market entry strategy analyzing local cosmetics industry and market segment opportunities. Launched sales operations and developed L'Oreal account responsible for \$250K in revenue.
-

SELECT SPEAKING ENGAGEMENTS AND PUBLICATIONS

Speaking Engagements: Wharton China Business Forum: Real Estate Panel (2007), 80th State Bar of California Meeting: "Foreign Real Estate Transactions" (2007), Urban Land Institute: "Shanghai Real Estate Market" (2006), American Conference Institute: "Real Estate Investments in China" (2007).

Co-Authored Publications: Urban Land (2008): "Vietnam Rising" and "Beijing After The Olympics"; Real Estate Forum (2008): "Asian Real Estate Markets; Effect of Global Financial Turmoil and Prognosis for 2008".

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, CAMBRIDGE, MA 2008 – 2009
Candidate for Master of Science in Real Estate Development

PEPPERDINE UNIVERSITY, MALIBU, CA 1996 – 2000
B.Sc. International Business

ADDITIONAL INFORMATION

Community Affiliations: Active Kidz: Baseball Program Coordinator; 2004-2006, BUILD: Mentor; 2006 – 2008.

Languages: Fluent in Mandarin Chinese (completed Fudan University language program); conversational Japanese.

PRESENT ADDRESS
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Cambridge, MA 02139

Bryan D. Lee
LEED AP
BryanLee@mit.edu
904-378-6261

PERMANENT ADDRESS
5405 Marina Cove
Lakeland, FL 33813

EDUCATION

- Massachusetts Institute of Technology (MIT)** **July 2009**
- Candidate, Masters of Science in Real Estate Development (MSRED)
 - Detailed knowledge of commercial real estate underwriting and valuation process, including multi-layer debt financing
 - Focus on commercial real estate finance
 - Recipient of Appraisal Institute 'Education Trust' scholarship
 - MIT Team Member, McCombs Real Estate Competition, University of Texas 2008
 - Member, MIT Sloan Real Estate Club
- Harvard Business School (HBS)** **May 2009**
- Real Estate Development, Design, and Construction coursework
 - Professional Argus Training
- University of Florida** **August 2004**
- Bachelor of Science in Finance; Florida Merit Academic Scholarship recipient
- Study Abroad, Sydney, Australia** **February-May 2003**
- Arcadia University Sydney Semester Internship Program
 - Thesis on Australian/Asian economic relationships
- Professional Coursework- Appraisal Institute – Nearly Completed MAI coursework**
- Basic Income Capitalization (40 hours)
 - Highest and Best Use and Market Analysis (40 hours)
 - Advanced Sales Comparison and Cost Approaches (40 hours)
 - Report Writing and Valuation Analysis (40 hours)

EXPERIENCE

- Commercial Real Estate Analyst, Cantrell Real Estate** **May 2004-July 2008**
- Advanced Commercial Real Estate Underwriting, Appraisal, Underwriting, and Analysis:
 - ❖ Development pro forma for projects with anticipated gross sales revenue in excess of \$40,000,000
 - ❖ Co-appraiser for Flagler Development Corporation's Florida land portfolio
 - ❖ Financial feasibility and pro forma analysis of Codina Development's Downtown Doral mixed-use project
 - Managed valuation team for multiple projects
 - Extensive Highest and Best Use Studies, Financial Feasibility Studies, Pro Formas
 - Development consulting for land acquisition and profit forecasting
 - NPV Analysis; Levered and Unlevered IRR Analysis
 - Managed and coordinated entire due diligence process for acquisitions and loan underwriting
 - Secured construction and permanent financing for multi-million dollar acquisition and development projects
 - Discounted Cash Flow Analysis; Advanced Financial Modeling; Sensitivity Analysis
 - Market, Marketability, and Demographic Studies
- Externship, Insight Real Estate LLC, Chicago, IL** **January 2009**
- Created 'Property Acquisition Matrix' to select most appropriate MSAs for a 2.3 Billion REIT
- Lee Investments, LLC- Founder** **2006-2008**
- Created limited liability corporation to pursue mixed-used development opportunities
 - Negotiated with private landowners and planning and zoning boards

LICENSING

LEED Accredited Professional
State Registered Real Estate Sales Associate, Florida, License No. SL 3130197 (transferrable to other states)
Certified General Real Estate Appraiser, Florida, Lic. # RZ 3105 (transferrable to other states)

PUBLICATIONS

"An Autopsy of Unlevered Real Estate Returns", May 2009, *Urban Land Magazine*

PROFESSIONAL

United States Green Building Council (Jacksonville Steering Committee); Urban Land Institute; International Council of Shopping Centers; Emerging Green Builders, MIT Sloan Real Estate Club

COMPUTER SKILLS

Windows, Microsoft Office Suite with extensive Excel experience, Professional Argus training

PERSONAL

Extensive travel throughout Europe, New Zealand, S. America, Australia, and the United States, including hiking/backpacking through the U.S. National Parks and living with aboriginal communities in Western Australia

JIA MA

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Cambridge, MA 02139

Phone: 617-447-0976
Email: jiama@mit.edu

SUMMARY

- Highly productive real estate consultant with 6 years experience in project evaluation, project management, and decision making with 80% success rate in project biddings and acquisitions.
- Strong financial analysis ability paired with extensive skills in market research and business development.
- Seek investment and development opportunities in global markets.

EDUCATION

Massachusetts Institute of Technology Cambridge, MA
Master of Science in Real Estate Development 2009

Coursework: Real Estate Finance and Investment, Real Estate Economics, Real Estate Capital Markets, Finance Theory (Sloan), Venture Capital and Private Equity (HBS), Real Estate Leadership

Tsinghua University Beijing, China
Master of Architecture, Bachelor of Architecture 2004/2001

Awarded Minority Nationalities Student Scholarship (top20% GPA)

EXPERIENCE

Langcheng Century Consulting & Architecture Ltd. Beijing, China
Partner, Real Estate Consultant 2006-2008

- Established real estate consulting business; identified, evaluated and facilitated various development projects for private developers and local governments.
- Collaborated and negotiated with various government departments through transaction and permitting process.
- Consulted on acquisition and development of 10 million sq. ft mixed-use project in Hebei Province, including project evaluating, bidding, approval, and strategic planning.
- Conducted in-depth feasibility study and market research for 3 community development projects with total 900,000 sq. ft in north of China.
- Analyzed financial model for affordable housing project of over 3000 units, reducing 11% of the development cost.

Beijing Municipal Institute of City Planning & Design Beijing, China
Project Manager 2004-006

- Successfully handled all aspects of fee-base project management for clients, including capital budgeting, scheduling, and construction, resulting in revenue of \$17.2 million in two years.
- Led cross-functional teams of 5-25 planners, designers, and engineers and collaborated closely with government, real estate developers, consultants, and contractors.
- Initiated a Customer Satisfaction Management System that led to the acquisition of a contract valued at \$2.3 million.
- Conducted research on regional planning and status quo for Northern Area of Haidian District of Beijing.
- Directed planning and analysis for City Sculpture System of Beijing for 2008 Olympic Games.

AXS SATOW INC. Tokyo, Japan
Associate Architect 2003

Assisted lead architect to develop design, implement drawings, and prepare presentation for three architecture projects: the Main Stadium for the 2008 Olympic Games, a mix-use project in Beijing, and an international office project in Japan.

Architectural Design & Research Institute of Tsinghua University Beijing, China
Assistant Architect 2001—2003

Initiated concepts and developed and implemented designs for mixed-use, commercial, residential, and sports projects.

AWARDS

- 3rd prize in the International Competition for the Conceptual Planning of B.O.C.C.M., 2006
- 1st prize in the International Architecture Competition for the Shooting Range for the 2008 Olympic Games, 2003
- 3rd prize in the International Architecture Competition for the Main Stadium for the 2008 Olympic Games., 2003
- The Excellent Award in Bacon International Forum & Exhibition for Traditional Arts, Florence, Italy, 2002

AFFILIATIONS & SKILLS

- Membership: Urban Land Institute (ULI), Real Estate Finance Association (REFA), MIT Sloan Real Estate Club
- Computer Skills: Strong Excel financial modeling skills, Argus, Microsoft Office Applications, Photoshop, CAD
- Language Skills: Mandarin (Native), English (Fluent), French (Basic)

Robert J Martinson

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Chestnut Hill, MA 02467

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Professional Experience

- 7/2005 to 8/2008 **CB Richard Ellis / Trammell Crow Company - Senior Project Manager** Boston, Massachusetts
- Created value and true cost savings to clients for a variety of relocation and restack projects
 - Represented a municipality for ground up development of a 60,000 SF police station/headquarters
 - Coordinated tenant fit up projects including a 70,000 SF culinary institute consisting of 10 training kitchens, a 30,000 SF Class A executive office, a 295,000 SF office restack, a 100,000 SF office, warehouse and light manufacturing space and a 45,000 SF suburban office and 100 seat call center
 - Managed all vendors and relocation activities for projects throughout New England
 - Completed due diligence evaluations for properties ranging from small offices to a college campus
 - Collaborated with architects and engineers during programming and schematic design activities
 - Developed strong relationships with the brokerage group and other real estate professionals
- 3/2002 to 7/2005 **Martinson Group – Project Manager** Elk Grove Village, Illinois
- Managed all aspects of construction projects for a commercial general contractor
 - Coordinated pre-construction development, building design, site layout and conceptual estimating
 - Negotiated bids for subcontract buy-out and prepared associated proposal and contract documents
 - Executed short and long term project forecasting and scheduling
 - Analyzed job costs and profitability at each project conclusion
 - Modernized office atmosphere with updated technology resources
 - Performed in multiple roles as an integral member of a small hard-working company team
- 8/2002 to 7/2005 **Northern Glass – division of Martinson Group - Manager/Treasurer** Elk Grove Village, Illinois
- Developed and implemented turnaround action plan to return company to profitability
 - Learned key components of the glazing industry for issue discussion and problem solving with crews
 - Managed company finances and prioritized associated transactions
 - Fostered relationships with the company bank, suppliers and union representatives
 - Motivated union glazing crews to achieve quality work in budgeted hours
- 5/2000 to 3/2002 **Dimension Data / Proxicom - Senior Consultant – Data/Information Engineering** Chicago, Illinois
- Worked abroad in Paris, France to direct site leads on database issues, fulfill Database Administrator role and complete critical tasks for development of a major European automotive internet site
 - Leveraged knowledge of relational databases and database modeling to complete the design, tuning, deployment, and testing to transfer a complex consolidated product database to an internet model
- 8/1998 to 5/2000 **PricewaterhouseCoopers - Consultant – Management Consulting Services** Rosemont, Illinois
- Led data conversion effort including complete design and development of a database platform transfer consisting of over 150 million customers
 - Completed multiple projects for the gas utility industry including development of application enhancements and execution of system test plans to gain client approval

Education

- 2008 to Present **Massachusetts Institute of Technology** Cambridge, Massachusetts
- Candidate for Master of Science in Real Estate Development, 2009*
- 2007 **Harvard Extension School** Cambridge, Massachusetts
- Real Estate Finance and Managerial Finance courses
- 1994 to 1998 **University of Michigan** Ann Arbor, Michigan
- Bachelor of Science in Chemical Engineering*
- Co-chair College of Engineering Graduation Committee, Co-Chairman for 1998 Greek Week, Participant LeaderShape Institute, Active leader Theta Chi Fraternity, Campus Tour Guide, University of Michigan Hospitals Volunteer

Interests

- Hold an active position on the University of Michigan Alumni Board of Greater Boston
- Actively participate in triathlons, golf and downhill skiing
- Retain a private pilot certificate
- Completed 5 Chicago Marathons and actively train for future marathons
- Successfully climbed Mt. Rainier as fundraiser to benefit the American Lung Association

KRISTIAN PETERSON

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Boise, ID 83703
Cell: (208) 284-7000

PROFILE

Highly motivated real estate professional with extensive experience in real estate investment analysis. Comprehensive skills in market research, feasibility studies, and financial modeling. Worked on over \$1.2 billion of successful real estate acquisitions across a broad range of markets and property types. Strengths include organization, communication, and leadership.

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

Candidate for Master of Science in Real Estate Development

Fall 2009

- Coursework in Real Estate Finance and Investments, Real Estate Economics, Real Estate Development, Legal Issues
- Completed coursework at Harvard Business School, Harvard Graduate School of Design, MIT Sloan School Management

MARRIOTT SCHOOL OF MANAGEMENT, BRIGHAM YOUNG UNIVERSITY

Provo, UT

Bachelor of Science, Management – Financial Services Emphasis

1996, 1999-2003

- Recipient, BYU academic half-tuition scholarship
- International work experience at Trinity College London, London U.K.

EXPERIENCE

DBSI DISCOVERY REAL ESTATE SERVICES

Dallas, TX

National Leasing Advisor

Boise, ID

Due Diligence Manager, Land Development

2005-2008

- Advised senior management and principals on successful acquisition of over \$1.2 billion of real estate. Personally inspected over 10.2 million square feet of office, retail, and industrial properties across 42 states. Performed competitive analysis for prospective acquisitions, including an evaluation of property fundamentals.
- Developed feasibility reports used by acquisitions, due diligence, leasing, and finance departments to establish fair market value. Integrated conclusions into leasing parameters to guide the performance of each property.
- Developed extensive network of real estate professionals in primary, secondary, and tertiary markets throughout the U.S.
- Assembled Due Diligence department for a national real estate development company (DBSI Development). Developed an Excel-based due diligence model and the internal process for evaluating both residential and commercial land acquisition.
- Managed three due diligence analysts with responsibility for all markets nationwide.

GRUBB & ELLIS | ICG

Boise, ID

Sales Associate

2003-2005

- Produced highest leasing results for the company Q1 and Q2 2005. Achieved highest number of listings per agent. Managed property listings exceeding 1.0 Million square feet across multiple states. Developed negotiation skills.
- Consulted on land development opportunities including office, medical, and retail properties.
- Participated in growth of company from a local brokerage to a national affiliate office of Grubb & Ellis.

COLLIERS CLARK CRG

Provo, UT

Research and Marketing Manager

2001-2003

- Developed commercial property database totaling 26 million square feet of inventory used by private and civic sectors. Surveyed market transactions and maintained database.
- Produced bi-annual market report of office, retail, and industrial properties. Contributed results to Utah County economic development agency annual report.

ADDITIONAL INFORMATION

- **Interests:** Spending time with family, tennis, skiing, and history. Extensive domestic and international travel.
- **Languages:** Conversant in Spanish and Portuguese
- **Licensure:** Real Estate Sales Agent in Idaho and Utah
- **Computer Skills:** Microsoft Office applications, strong Excel financial modeling skills; ARGUS
- Member, MIT Sloan Real Estate Club
- Candidate for Certified Commercial Investment Member (CCIM); Urban Land Institute (ULI) member
- Served two-year volunteer mission for The Church of Jesus Christ of Latter-day Saints, 1998-1999
- Volunteered with Big Brother/Big Sister Program, 2002 – 2003; Greater Boston Foodbank, 2009

Jodie C. Poirier

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Cambridge, MA 02139

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poirier@mit.edu

PROFILE

A goal-oriented entrepreneur with a diversified experience base. Demonstrated strong sales and customer relation skills while working with a Fortune 500 residential development company for four years. Strong track record in leadership with the ability to think globally while applying divergent as well as convergent thinking. Takes individual initiative to meet demands with a proven ability for attention to detail. Strong communication, analytical, and organizational skills, and a keen sense of humor.

EDUCATION

- Massachusetts Institute of Technology** Cambridge, MA
Candidate for Master of Science in Real Estate Development 2009
- Coursework in Real Estate Finance and Investments, Real Estate Economics, Real Estate Development, Leadership in Real Estate
- Cornell University** Ithaca, NY
Bachelor of Arts in Psychology 2000
- NCAA Division I women's tennis player and senior year team captain

PROFESSIONAL EXPERIENCE

- Pulte Homes** Tucson, AZ
Sales Associate 2005-2008
- Led a three person sales team to revitalize the sales and marketing of a 200 home and 400 home master-planned community
 - Exceeded 2007 sales sign-up goal by 60% and 2005 sales sign-up goal by 50%
 - Guided community to a 2006 first place ranking by JD Power and Associates for Tucson New-Home Buyer Satisfaction
 - Collaborated with construction, customer relations, and mortgage departments to ensure customer satisfaction with the homebuilding experience
 - Selected as a Pulte Wingman to train and mentor sales new hires
 - Pulte Top Gun Nominee for excellence in leadership
 - Instituted the Pulte Culture Committee to preserve company culture and promote positive energy
- Pulte Homes, Sun City Hilton Head** Bluffton, SC
Sales Associate 2004
- Member of a twenty person sales team responsible for selling homes in a 10,000 home master-planned community
 - Rookie of the Year 2004
 - Generated over a million in sales every month
 - Participated in three-month Pulte Top Gun Sales Training
- Greenwich Country Club** Greenwich, CT
Tennis Pro 2003
- Organized daily practice sessions, tailoring training according to member's needs and requests
 - Interfaced with tennis pros and members of surrounding clubs to coordinate the Fairwest Jr. Tennis League
- The Southwestern Company** Nashville, TN
Independent Contractor Summer, 2002
- Executed all sales, ordering, inventory, accounting, scheduling, and delivery of educational reference books
 - Attained personal retail sales of \$60,750
 - Achieved a ninth-place ranking out of 2000 first-year dealers
 - Acquired principles of salesmanship and success through direct sales
- United States Tennis Association** Los Angeles, CA
USA School Program Director, Southern California 2001-2002
- Collaborated with superintendents, teachers, and community sports directors to implement the USA School Tennis Curriculum, reaching over 10,000 Southern California students
 - Conducted USTA In-Service Training Seminars for teachers, coaches, and administrators
 - Created and directed school tennis assemblies designed to introduce curriculum
- Tennis Europe** Spain, Switzerland, France
Tennis Coach Summer, 2000
- Supervised the training, travel itineraries, and finances of 15 high school tennis players
 - Coached players throughout European tennis tournaments

SKILLS AND AFFILIATIONS

- Spanish Fluency
- Class Representative, MIT Center of Real Estate Alumni Association
- Member, International Council of Shopping Centers
- Arizona real estate sales license
- Financial modeling

D. Benjamin Power

124 Berkshire Street, Apt. 7, Cambridge, MA 02141
215-888-4417 :: bpower@mit.edu

EDUCATION

- Massachusetts Institute of Technology** Cambridge, Mass. Candidate, June 2009
Master in City Planning / Master of Science in Real Estate Development
Master's Thesis: How Social Compact's DrillDown market data supports Miami inner-city retail development.
- University of Pennsylvania** Philadelphia, Penn. May 2004
Bachelor of Arts: Urban Studies; Psychology
Urban Studies Thesis: Predicting zoo visitor circulation with GIS-applied environmental psychology theory.

GRADUATE SCHOOL PROJECT EXPERIENCE

- **Real Estate Financial Modeling & Development Proposals:** Financial modeling of cash flow pro-formas, CMBS transactions, & REIT portfolio analysis; Large-scale urban development site planning & market analysis.
- **City of Cartagena, Colombia:** Developed consensus-building citizen participation plans for Mayor's office.
- **Miami Workers Center:** Wrote working-paper for "Green Enterprise Zone" proposal for Miami low-income area.
- **Economic Development Planning:** Created workforce development plan for N. Central Mass. Economic Dev. Council.
- **Downtown Management Organizations:** Designed BID management plan for Philadelphia's Dept. of Commerce.

PROFESSIONAL EXPERIENCE

- Public & Community Affairs Intern** **Federal Reserve Bank of Boston**, Boston, Mass. Summer 2008
- Led Department's research on local residential foreclosure issues, trends & REO property disposition strategies.
 - Coordinated research & statistics to support foreclosure advocacy efforts.
- Junior Project Manager** **The Curtis Group**, Miami, Fla. 2006 - 2007
- Facilitated & led multi-disciplinary teams that produced master plans, neighborhood redevelopment plans, zoning/land use variances & amendments.
 - As a team member performed planning code research & analysis, GIS site analysis & community outreach.
 - Produced written & graphic material for private & government development projects.
- Marketing Associate** **Spillis Candela Architects**, Miami, Fla. 2006
- Responsible for narrative project descriptions for winning development proposals: Ras Al Hadd Resort in Oman.
 - Coordinated & wrote in-house project summary sheets, for marketing efforts to clients.
 - Authored form-based design guidelines & analysis of demographic estimates for master plan in Jebel Ali, Dubai.
- Transportation Planner** **DMJM Harris Planning**, Miami, Fla. 2005
- GIS data collection & analysis for transportation projects: Miami-Dade BRT, COTA Rapid Transit, WMATA.
 - Prepared & produced proposal responses, including scope of work & fee structure estimates
 - Managed contracts & negotiation processes, acting as liaison between the team & client.
- GIS Research Assistant** **Cartographic Modeling Laboratory**, Philadelphia, Penn. 2003 – 2004
- Mapping projects for UPenn offices & local city agencies.
 - Developed new spatial analysis through neighborhood surveys for web-based "Neighborhood Information System".
- Commissioner's Intern – Project Assistant** **City of Miami City Hall**, Miami, Fla. Summer 2002
- Contributed to development of community organizing collaborative in low income West Grove
 - Created plan for sustaining collaborative through the University of Miami Center for Urban & Community Design.

AWARDS & HONORS

- **MIT:** Department Student Council Member; Spaulding Fellowship for 2nd Year MCP Achievement
- **FHLB Boston's 2008 Affordable Housing Development Competition:** 1st Place Team; Mixed-use TOD proposal
- **UPenn:** George Weiss Leadership Scholarship; Cipactli Latino Honor Society; Sphinx Senior Leadership Society

VOLUNTEER EXPERIENCE

- **Alternate Spring Break:** Renovated a house with Habitat for Humanity, Portland, Oregon
- **ACAMP Tutoring Program:** Mentored low-income students in Hispanic neighborhood of Philadelphia
- **Civic House Executive Council:** Co-Chair/ One-time Service Liaison for UPenn's community service hub
- **PennCORP:** Led 30 students in pre-orientation community service program at UPenn
- **UC Green:** Organized West Philadelphia urban greening projects.

SKILLS

- Bicultural/ fully fluent in Spanish & English (Native of Santiago, Chile)
- Extensive experience in ArcMAP GIS 9.x (Spatial Analyst, 3D Analyst), MS Office, Adobe Photoshop, AutoCAD.

Jia Qian
jasonq@mit.edu

Education Background :

2008-2009

Candidate, Fall 2009

Massachusetts Institute of Technology

Master of Science in Real Estate Development

1996-2000

Remmin University of China

Bachelor of Art

Working Experience :

2000.4 to present

China Vanke Co., Ltd

2007.11— present

Corporate Treasure Department, Assistant General Manager

- Take part in overseas financing, including foreign loan and structural loan, equity cooperation with foreign entities, and financial instruments application.

2004.11—2007.10

Corporate Strategy and Investment Department, Assistant General Manager

- Suggest annual investment budget, portfolio strategy, and relevant policies, such as allocating quota of investment in different areas and target markets, etc.
- Lead the research of real estate market, including Macro and micro economic, demography, financial market, policy, and competitors' strategies.
- Study on the long-term strategy and indentify the short term focus.
- Awarded Corporate Golden Medal for Top Performers in 2005(20 in 10,000).

2003.12—2004.12

Marketing and Sales Department of Guangzhou Vanke, Deputy Manager

- In charge of the sales of two projects in Guangzhou.
- Make marketing decisions about positioning, product design, pricing, and promoting.

2003.03—2003.12

Land Acquisition Department of Guangzhou Vanke, Deputy Manager, Analyst

- Lead feasibility analysis, take part in the negotiation with the land owner, and help deal with the legal procedures. Successfully acquire two pieces of land amount to 300,000 square meters in the city of Guangzhou.
- Awarded Top Ten Employee in Pearl River Delta Area of Vanke in 2003(10 in 3000).

2000.04—2003.02

Corporate Human Resource Department, Operational Manager, staff, trainee

- Promote to Operational Manager one year later, managing a team with 7 people.
- Be in charge of compensation and insurance, performance management, recruiting, and personnel affairs.
- Initially introduce Balanced Score Card, Compensation Survey, Position Appraisal, and Employee Satisfactory Survey into the human resource management practice of Vanke.

SI YUAN (KATHERINE) QIU

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA 2008- Present
Candidate for Master of Science in Real Estate Development, 2009

WELLESLEY COLLEGE, Wellesley, MA 2002–2004
Graduated in 2.5 years with Bachelor of Arts Degree cum laude
Major: Economics. Minor: Mathematics. Overall GPA: 3.75/4.00. Major GPA: 3.89/4.00

EXPERIENCE

SEIFEL CONSULTING, San Francisco, CA January 2009
Planner / Economist Extern

- Presented to staff legislation governing the allocation, distribution, and use of California's \$529.6 million of Neighborhood Stabilization Program emergency federal assistance for the foreclosure crisis
- Analyzed economic blight conditions for Richmond, CA redevelopment plan report
- Reconstructed and improved Low Income Housing Tax Credit model

JPI PARTNERS LLC, Carlsbad, CA 2007- 2008
Senior Financial Analyst (formerly Acquisitions Financial Analyst), West Region Operations

- Spearheaded the California Cap Rate Study project, an analysis of >\$8 billion of multifamily transactions, to facilitate understanding market conditions in the apartment industry
- Cap Rate Study regularly utilized by senior management to determine Exit Cap Rates for projects and distributed to JPI's investors
- Evaluated >\$2 billion of potential 100+-unit core and value-add acquisition opportunities in California, Colorado, and Washington

BANK OF AMERICA, San Diego, CA 2006-2007
Senior Client Manager Analyst / Credit Products Analyst, Commercial Banking / Portfolio Management

- Developed the San Diego 2006 Market Playbook, a business development tool aimed to expand revenue growth, by analyzing market level sales data and gathering input from team members
- Playbook recognized as one of the best in West Region; focus and monitoring of Playbook metrics helped Unit exceed revenue goals by 10%
- Conducted in-depth financial statement and tax return analysis to assess the credit profile of a portfolio of ~102 clients, including public and private companies, and high net worth individuals

BANC OF AMERICA SECURITIES LLC, Charlotte, NC 2005-2006
Analyst, Syndicated Loan Capital Markets

- Syndicated credit facilities for companies seeking financing for acquisitions, leveraged buyouts, dividends, spin-offs, refinancing, and general corporate purposes
- Built complex financial models with pro-forma projections, cash flow forecasting, and multi-scenario analysis for companies in a wide range of industries
- Performed due diligence; drafted screening and offering memoranda, and lender presentations
- Completed 10+ live transactions totaling >\$4 billion of financing, generating >\$14 million in revenue

ADDITIONAL INFORMATION

- Phillips Exeter Academy General Alumni/ae Council, *Admissions Representative*
- Alumni Association of the Center for Real Estate (AACRE), *Class of 2009 Student Representative*
- Six-week investment banking analyst training
- Formerly Series 7 & 63 licensed
- Advanced financial modeling skills in Microsoft Excel; experience with ArcGIS and ARGUS
- Hobbies include traveling, rock climbing, kickboxing, yoga, cooking, violin, and dining out

RICARDO M. SOLÓRZANO MACÍAS

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OBJECTIVE

Entrepreneurial professional with strong leadership and deal-making skills, seeking to apply and develop my management abilities to create a leading company in the real estate market.

PROFESSIONAL EXPERIENCE

Grupo SOL, Cd. Juárez, Chihuahua, México

General Director

June 2002 – Present

- Real estate group dedicated for over 25 years to the integrated development, administration and sale of commercial and housing projects.

Finance and Administration Department

November 1999 – June 2002

- Feasibility analysis of investment projects and decision making.

BBVA Bancomer, Cd. Juárez, Chihuahua, México

Professional Internship

May – July 2001

- Research project on the *maquiladora* sector in Cd. Juárez and the State of Chihuahua.

EDUCATION

MIT Center for Real Estate,

Cambridge, MA

August 2008 – Present

Candidate for Master of Science in Real Estate Development

Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM),

March 2005 – June 2005

Cd. Juárez, Chihuahua, México

Diplomat in Real Estate Administration

Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM),

August 1997 – May 2002

Monterrey, NL. México

Bachelor of Financial Administration

- Graduated with honors
- Awarded for the highest average of the department (Fall 2002)

ICADE Universidad Pontificia de Comillas,

August – December 2001

Madrid, Spain

Study abroad semester

Instituto de Estudios Bursátiles (IEB),

November – December 2001

Madrid, Spain

Course on Technical and Fundamental Stock-exchange Analysis

LEADERSHIP ACTIVITIES & HONORS

- **Asociación Mexicana de Profesionales Inmobiliarios** (AMPI Juárez A.C.), founding partner of the Mexican Association of Real Estate Professionals in Cd. Juárez
- **Asociación Mexicana de Profesionales Inmobiliarios** (AMPI Nacional), regional coordinator for the National Mexican Association of Real Estate Professionals from 2006 to 2008
- **Camara Nacional de la Industria de Desarrollo y Promoción de Vivienda** (CANADEVI), partner of the National Chamber for the Industry of Housing Development and Promotion
- **National Association of Realtors** (NAR), International member
- **XVI Entrepreneur Program Expo, 1st Place**, at Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM) year 2000
- **Financial Administration Alumni Society**, member
- **State of Chihuahua Alumni Society**, member

SUMMARY

Highly motivated professional with project management skills gained while working on over \$800 million worth of private construction projects. Extensive experience within the construction and real estate industry gained on complicated urban mixed-use, renovation, office and laboratory projects.

Areas of expertise include: Contract Negotiations, Project Management, Client Relations, and Operations

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY Cambridge, MA
Candidate for Master of Science in Real Estate Development 2009

- Supplemental course work completed at Harvard Business School
- MIT Team Member Federal Home Loan Bank of Boston Affordable Housing Competition (Spring 2009)

LAFAYETTE COLLEGE Easton, PA
BA, Engineering Studies, BA, Economics & Business 2004
Graduated with Departmental Honors in Engineering
Study Abroad: University of Queensland, Australia 2003

WORK EXPERIENCE

Bovis Lend Lease LMB, Inc. Boston, MA
Project Manager – Oversaw daily operations of \$26m project and reported to senior management 2006 - 2008
Assistant Project Manager – Managed various subcontracts on a large project 2005 - 2006
Project Engineer – Assisted Project Managers with multiple responsibilities 2004 - 2005
Engineering Intern – Introduced to various construction management techniques 2001, 2002, 2003

179 Lincoln St.; client: Millennium Partners 2007 - 2008
A 1.5 year, \$26 million renovation of a 100 year old, 250,000 sf. building in downtown Boston. Renovation included demolition, new elevators, upgraded mechanical systems, a new lobby and new underground parking. The project anticipates a LEED certified rating.

- Represented the owner in tenant improvement negotiations and job meetings
- Negotiated trade contract with numerous subcontractors, including design and design/build contracts
- Developed project budget and oversaw the project's anticipated cost report for client
- Worked with a small project team to develop and manage the project schedule

InterContinental Hotel & Residences; client: Extell Development 2004 - 2007
Three year, \$225 million, 25-story mix-use development structured around a Big Dig Ventilation building and Silver Line subway. The project contained a five-star, 424 room hotel, 130 luxury condominiums, spa, restaurant and bar.

- Worked with executive team to negotiate the close out of the project with the owner
- Led the project's Certificate of Occupancy approval process between city officials, developer, condo owners and hotel tenant
- Coordinated the MEP coordination, building startup, commissioning and training program for client acceptance
- Managing and negotiated the close out of approx. \$70 million in trade contracts.

Merck Research Center; client: Merck & Co., Inc. 2002, 2003
A \$275 million, 615,000 sf R&D facility with laboratories, offices and six levels below grade for parking

Ritz Carlton Towers / Millennium Place; client: Millennium Partners 2001
A \$359 million, 1.8 million sf project with two 37-story towers. The project included the Ritz-Carlton hotel, 300 luxury condominiums, Cineplex, Sports Club, 50,000 sf of retail space and below grade parking for 1,100 cars.

SKILLS AND AFFILIATIONS

- LEED Accredited Professional
- Member, Sloan Real Estate Club
- Member, MIT Energy Club
- Member, Urban Land Institute (ULI)
- Lafayette College Dean's List
- Proficient in all Microsoft Office Products
- Trained in Argus Software
- Expert in Prolog Manager

Denise Tan

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#5B Kennedy Terrace, 20 Kennedy Road
Central, Hong Kong

235 Albany Street, #2093
Cambridge, Massachusetts 02139

EDUCATION

-
- | | | |
|------|---|---------------|
| 2009 | MASSACHUSETTS INSTITUTE OF TECHNOLOGY
Candidate, MSc in Real Estate Development
<i>Cross registrant at the <u>Harvard Graduate School of Design</u> and <u>Harvard Business School</u>.</i>
Coursework includes Urban Economics, Private-Public Partnerships, Private Equity, Real Estate Investments, Capital Markets, Legal Issues, Project Delivery, Urban Design, Strategy, Sustainability.
Trained in ARGUS software. MIT Real Estate Club (founder of sub-group, Women in Real Estate). | Cambridge, MA |
| 2001 | UNIVERSITY OF CALIFORNIA AT BERKELEY
Bachelor of Arts in Economics | Berkeley, CA |

EXPERIENCE

Board Membership

- | | | |
|--------------|--|-----------|
| 1998-current | TAN JIN CHWEE & COMPANY
Board Member & General Management <ul style="list-style-type: none">Member of executive committee of third generation family company, holding approx. USD 150 MM book value commercial, residential and industrial freehold assets.In-residence 2004-2005, focused on property management of residential units and rehabilitation of 35,000 sq ft GFA urban conservation status mixed-use property | Singapore |
|--------------|--|-----------|

Employment

- | | | |
|---------|---|-----------|
| 2006-08 | AIG INVESTMENTS (AIG investment management arm)
Business Development Group – Manager (Promoted from Senior Associate) <ul style="list-style-type: none">Responsible for new business development in Asia Pacific and Middle East and for related internal coordination across business units and international offices. Corporate global assets under management (“AUM”) of USD 750 billion, regional Hong Kong AUM of USD 100 billion.During tenure, roughly USD 1 billion raised by Business Development Group, including for newly launched real estate closed-end funds (Asia, India, Emerging Europe).Coordinated gathering, analysis and writing of all marketing information required for institutional investors and consultant due diligence needs.Supervised maintaining of client relationship management database of investors and related external contacts. Sole non-local team member. | Hong Kong |
|---------|---|-----------|

- | | | |
|---------|---|-----------------------------|
| 2002-04 | KPMG LLP
Economic and Valuation Services - Associate <ul style="list-style-type: none">Advised Fortune 500 California-based clients, specializing in high-tech and biotechnology sectors, focusing on tax optimization structures, intellectual property transfers and valuations.In addition to above, also responsible for training of new associates and graduate recruiting. Key engagements: <ul style="list-style-type: none">Valuation of Hewlett Packard/Compaq record-sized merger’s combined 300+ subsidiaries in 65 countries for purposes of tax reporting.Establishment of appropriate royalty rates for the cost sharing arrangement of a software company’s Research & Development (“R&D”) created intangibles.Planning and implementation of extraterritorial legal entity to minimize unclaimed property losses for rewards program of one of world’s largest specialty retailer.Purchase price allocation for an Internet security company’s acquisition of its competitor. | San Francisco & Los Angeles |
|---------|---|-----------------------------|

Other: Government of Singapore Investment Corporation (*June to December 2005, Redwood City, CA*)
Citigroup Corporate and Investment Bank (*May to August 2001, Singapore*)

ADDITIONAL INFORMATION

-
- | | |
|---------------------|--|
| Background: | Singaporean. Speak Mandarin Chinese, Fujian and elementary Cantonese. |
| Memberships: | Urban Land Institute (ULI), International Council of Shopping Centers (ICSC), Asia Society, San Francisco Planning and Urban Research Institute, World Affairs Council Young Professionals, Commonwealth Club, Nextgen Partners of Silicon Valley. |
| Volunteer: | First Place Fund for Youth (fund-raising for foster youth association); Future Women Leaders Organization (young graduate program mentor); Cal Alumni Association (member of scholarship selection committee & candidate interviewer). |
| Other: | Certified Yoga Alliance® teacher. 1996 graduate, Singapore Chinese Girls' School. |

Michael B. Tilford

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PROFILE

Highly motivated real estate professional experienced in the fields of mixed use and master planned development and commercial investment acquisitions

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY	Cambridge, MA
Candidate for Masters of Science in Real Estate Development	2009
BOSTON UNIVERSITY	Boston, MA
Masters of Business Administration	2008
▪ Real Estate Finance Research Assistant	
GONZAGA UNIVERSITY	Spokane, WA
Bachelor of Arts in History	2003
▪ Study Abroad, Florence Italy	2000-2001

PROFESSIONAL EXPERIENCE

THE BULFINCH COMPANIES	Needham, MA
<i>Acquisitions Associate,</i>	2008
▪ Evaluated over \$200 million dollars of commercial acquisition prospects including high rise office, suburban office and urban retail using Argus and excel modeling	
▪ Prepared and submitted a land bid and development proposal to the City of Newport, RI to purchase a 3.12 acre parcel and develop a 58,000 SQFT light industrial, flex project	
SRM DEVELOPMENT	Spokane, WA
<i>Development Manager,</i>	2003-2006
Managed the reclamation, design and entitlement of the 151 acre, retail anchored, mixed use Riverstone Development (www.riverstoneceda.com) located in Coeur d'Alene, ID while pursuing related commercial investment acquisitions	
<i>Project Management Experience</i>	
▪ Managed 10 architectural, engineering and design consulting firms for the planning and entitlement of the Riverstone Development	
▪ Directed the \$25 million dollar reclamation and infrastructure development of an abandoned, 77 acre gravel pit for integration into the Riverstone site	
▪ Prepared, presented and obtained approval for 4 major public entitlement requests for the Riverstone project including annexation, platting and a PUD overlay	
▪ Managed the engineering and design of a 5 acre park and 6 acre pond within the Riverstone development that was completed in the Spring of 2007	
▪ Oversaw 4 design and construction firms and coordinated with city and state officials for the design, entitlement and infrastructural improvement of a 255 unit waterfront residential community within Riverstone	
▪ Assisted in the preparation and approval of a \$7 million dollar tax increment financing request for the Riverstone project	
<i>Acquisitions and Dispositions Experience:</i>	
▪ Conducted the due diligence and oversaw the \$2 million dollar acquisition of a 50 slip marina with 3 acres of prime waterfront in Coeur d'Alene	
▪ Completed the \$1 million acquisition of an 18 unit apartment complex in Coeur d'Alene, ID using a 1031 exchange	
▪ Completed the \$2 million dollar acquisition of a Motel and RV park in Coeur d'Alene, ID	
▪ Acquired 6 acres of speculative land acquisitions for SRM investors valued at over \$2 million dollars	
▪ Assisted in the \$14 million dollar disposition of prime 17 +/- acre waterfront residential subdivision within the Riverstone Development	

SKILLS AND AFFILIATIONS

Proficient in ARGUS, Excel, Word, Project and Powerpoint	
Urban Land Institute, <i>Boston, MA Member of Urban Plan Committee</i>	2007-2008
Urban Land Institute, <i>Boston, MA Member Pawtucket RI, Technical Assistance Panel</i>	2008
National Association of Industrial and Office Properties, <i>Boston Developing Leaders</i>	2007-2008

KUNAL WADHWANI

Eastgate Apartments, 60 Wadsworth Street, Cambridge, MA 02142 • Email: kunalw@mit.edu • Mobile: 617.470.3542

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, Massachusetts

Candidate for Master of Science in Real Estate Development, 2009

- Including courses in Real Property and Private Equity Finance from **Harvard Business School**, Real Estate Law from **Harvard Law**, Real Estate Strategy from **Harvard Graduate School of Design**
- Member of MIT Sloan Real Estate Club and MIT Venture Capital and Private Equity Club

K. J. SOMAIYA INSTITUTE OF MANAGEMENT STUDIES, Bombay, India

M.B.A. (Finance), University of Mumbai, 1996-98

- Graduated with the Top Rank, Internship as Management trainee with HDFC (Housing Development Finance Corporation), India

THADOMAL SHAHANI ENGINEERING COLLEGE, Bombay, India

B Eng (Computers), University of Mumbai, 1992-96

- Only Student with a consistent First Class in all semesters, Internship as TCS (Tata Consultancy Services), India

REAL ESTATE WORK EXPERIENCE

P. R. BUILDERS (A premier developer in prime localities of Mumbai) *Partner, Bombay, Part Time 1998-2003, Full Time 2003 –2008*

- Deal execution including deal structuring, financial modeling, due diligence, legal negotiations, investment memo preparation, and presentations
- Evaluated over 50 potential real estate investment opportunities worth over \$200 million and negotiated property acquisitions totaling \$25 million. IRR for all acquisitions was over 30%. Assessed investment prospects by creating detailed financial models with sensitivity analysis.
- Researched real estate markets in Tier-1& 2 cities of India – Bangalore, Hyderabad, Pune, Nasik
- Responsible for a premium \$100 million 21-story residential project in South Bombay spanning over 100,000 sq. ft. with each apartment valued at over \$4 million. Also responsible for a 25,000 sq. ft. \$10 million retail project. Tasks include managing the permitting process, project management and marketing.
- Selected Transaction Experience
 - Real Estate joint venture with co-op society for redevelopment of property located in Bandra, Mumbai. Negotiations involved 24 society members and temporary relocation for all 24 members. Significant upside due to excellent location and limited supply of high quality residential real estate
 - Real Estate joint venture with property owner for redevelopment of property located off Linking Road, Mumbai. Significant upside due to proximity to booming retail locations on Linking Road.
 - Real Estate joint venture for redevelopment of two properties located in an upmarket suburb of Mumbai. Significant upside due to proximity to suburban hotel district and development of new retail mall developments
 - Real Estate investment in Grade A retail property off Linking Road, Mumbai occupied by a Grade A tenant paying above market rent
 - Real Estate development joint venture for redevelopment of a ½ acre property in South Mumbai into a tall skyscraper overlooking Arabian Sea and Mumbai's financial district

K RAHEJA CORP (One of India's leading diversified real estate business groups) *Consultant, Bombay, 2003 - 2008*

- Prepared a feasibility report on the \$200 million Inorbit Mall. Compiled information such as user demand, prospective tenants, lease rates, vacancy rates and demographic data. Recommended the mall concept, site plan and ideal tenant mix. This mall was awarded "Mall of the Year" in 2005 at the ICICI Bank Retail Awards.
- Advised on prospective commercial and residential projects including project design, financial projections, market analysis, project timelines and site management.

CONSULTING EXPERIENCE

ADP Wilco (It was a subsidiary of ADP, a Fortune 500 company), *Business Technology Consultant, London, 2000 - 2003*

- Responsible for implementation and training of the Gloss equity and debt settlement system for Lazard Securities and WestLb, London. Was the lead consultant for the implementation of Swift 15022 settlement standards across all European clients including Bank of America, Cantor Fitzgerald, WestLB and La Caixa.
- Was the lead consultant for the gap analysis for a Global Corporate Actions system for UBS Warburg.

Citicorp Information Technology Industries Limited (Citigroup Subsidiary) *Associate Consultant, Mumbai, 1998 - 2000*

- Lead Information Architect for a multi-broker, multi-exchange internet brokerage system for a National Stock Exchange JV.
- Prepared business plans and feasibility studies for an Internet Solutions Business unit and secured a \$2 million budget. Developed detailed architectural, functional specifications for the company's internet banking products.

PERSONAL

- GMAT - 740
- Skills – Argus, MS Office, SQL • Languages – English, Hindi and Marathi
- Member of TiE- The Indus Entrepreneurs, Boston Chapter
- Interests include Architecture, Interior Design, Travel, F1 Car Racing
- Helped a chain of British Skin Clinics called Bare Necessity setup a JV in India

Philip Wang - Apt 7A, 41 Broadcast Drive, Hong Kong; 1(617) 800-4620 (US), (852) 9028-2626 (HK); pw10@mit.edu

Languages: Fluent in English, Cantonese, and Mandarin, Basic Shanghainese and French

Nationality: U.S. Citizen; Hong Kong Permanent Resident

- Experiences**
- SHUN TAK HOLDINGS LIMITED**, Macau and Hong Kong *Mar 2005 – Apr 2008*
Largest conglomerate in Macau with substantial exposure in real estate, hospitality, air and sea transports, and casino gaming through its 12.6% indirect interest in SJM, one of six casino concessionaires in Macau
Executive Assistant to Managing Director
Real Estate Business Development Manager – Managing Director’s Office
- Advised MD on development and investment opportunities in China, South Korea, UAE, Russia, and Kazakhstan by way of conducting DCF valuation, comparative analysis, and market research, and prepared corporate presentation for investor and business collaboration
 - Negotiated for a 450-room hotel management contract in Macau and prepared tender documents for real estate development projects in Asia
 - Coordinated the planning of a 4.3 million sf mixed-use development in Macau that consists of residential (2.3 million sf), retail (1.0 million sf), hotel (0.5 million sf), and office (0.5 million sf)
 - Spearheaded feasibility study and devised the operation logistics of a 250-room hotel-golf resort redevelopment project and 700-unit timeshare operation in Macau
 - Initiated periodic market assessment on the Macau gaming industry and conducted impact studies on the economic growth of Macau, for the formulation of real estate development and sales strategies
 - Assisted in the formulation of pricing and sales launch strategies for 2,500 residential units in Macau and Hong Kong, setting a local record for doubling the residential market price at the time of launch
 - Supervised the firm’s real estate operation which consists of 500,000sf retail/office leasing, 250-room hotel resort, and 1,000 condominium units
- MANDRA CAPITAL LIMITED**, Hong Kong *Nov 2004 – Feb 2005*
A private equity firm founded by ex-Morgan Stanley heads of investment banking in Hong Kong with investment focus on natural resources and automotive acquisitions in Mainland China
Manager
- Raised US\$200 million via a bond issue in Hong Kong for the acquisition of forestry land in China
 - Constructed financial and DCF valuation models on investment portfolio and assisted in the negotiation of operating management agreement
- MGM MIRAGE INTERNATIONAL (HK) LIMITED**, Hong Kong *Mar 2003 – Oct 2004*
Independent Market Consultant to Managing Director of Far East Development
- Conducted market research on casino gaming in Asia, Europe, Las Vegas and Atlantic City and advised on the market potentials of the Macau gaming market and MGM Grand Macau
 - Devised marketing strategies in accordance to regional analysis on tourism traffic and spending behaviors
- CORE PACIFIC YAMAICHI CAPITAL LIMITED**, Hong Kong *Jul 2000 – Feb 2003*
Leading investment bank in Hong Kong with focus in SME fund-raising transactions of under \$500 million, ranked BEST IPO (Initial Public Offering) HOUSE (under \$500 million) by FinanceAsia magazine in 2003
Corporate Finance Analyst
- Core execution responsibilities included DCF modeling, due diligence, drafting of prospectus and information memorandums, IPO listing regulatory compliances, and reviewing legal documents
 - Completed 6 IPO executions on the Hong Kong Stock Exchange raising \$2.5 billion in aggregate value
 - Performed deal origination and formulated corporate restructuring strategies for IPO candidates
- SPY CONCEPTS LIMITED**, Hong Kong *Mar 1998 – Jun 2000*
Internet Content Provider start-up specialized in content aggregation and Internet realty solutions
Co-Founder and Director
- LEHMAN BROTHERS ASIA LIMITED**, Hong Kong *Dec 1996 - Feb 1998*
Fixed Income Research
- SUMMER INTERNSHIPS** *1993-1995*
- **Equity Research Trainee in Property, JARDINE FLEMING HOLDINGS LIMITED**, Hong Kong
 - **Food and Beverage Trainee, HOTEL DE PARIS & HOTEL HERMITAGE**, Monaco
 - **Front Office Trainee, HYATT REGENCY HOTEL**, Hong Kong

Education **MASSACHUSETTS INSTITUTE OF TECHNOLOGY**, Massachusetts, USA
Candidate for Master of Science in Real Estate Development, September 2009

UNIVERSITY OF HONG KONG, Hong Kong
Master of Business Administration, December 2002

CORNELL UNIVERSITY, New York, USA
School of Hotel Administration, Bachelor of Science, May 1996

Term Address
Edgerton House
143 Albany St #403
Cambridge, MA 02139

William Casey Wells
562.260.2652
william.casey.wells@gmail.com

Permanent Address
3440 Snowden Ave
Long Beach, CA
90808

Summary

- Stellar track record of conception, implementation, and management of divisions and strategic business units
 - Experience financing single family, industrial, mixed use, multi family, office, retail, & self storage as well as CMBS and portfolio debt
 - Exceptional public speaking, negotiation, and writing skills
 - History of ambition and determination driven by an ethical commitment to the betterment of the firm, its clients, and the built environment
-

Education

Massachusetts Institute of Technology | Center for Real Estate - Cambridge, MA
Candidate for Master of Science in Real Estate Development, 2009

University of Southern California | Marshall School of Business - Los Angeles, CA
Master of Business Administration, 2008

Biola University | School of Arts and Sciences - La Mirada, CA
Bachelor of Arts in Biblical & Theological Studies, 2006
Bachelor of Arts in Philosophy, 2004

CA Licensed Real Estate Broker: ID Number: 01848040

Professional Experience

Associate, Churchill West, Los Angeles, CA 04/2007 - 04/2008

Responsibilities primarily focused on business development through the procurement of clients as well as the analysis and structuring of commercial asset backed financing funded through numerous blue chip conduit and portfolio lending firms. Typically, funds were lent to hotel, industrial, multi family, office, and self storage properties for the purpose of acquisition or for the defeasement of existing debt. Total capital per transaction ranged from \$5 million to \$500 million.

- Over \$100 million in potential capital placement procured
- Analysis performed on nearly \$3 billion worth of potential capital placement

National Director of Branch Operations, Jayco Capital, Irvine, CA, 05/2006 - 04/2007

Responsible for the design, implementation, and rapid growth of J-NET, the Jayco Capital Net Branch Division.

- Designed and implemented an innovative national branding and positioning strategy
- Expanded reach by extending licensure from 3 states to 49 states
- Multiple sustainable competitive advantages were implemented and maintained through operations and MIS including
 - Best in class fraud protection and a 140 % increase in transaction speed over industry average
 - Lower Cost of Goods Sold resulting in high profit margins and employee retention relative to industry average
 - Improved operating models for all divisions through synthesis of Branch Operations best practices

National Branch Manager, S2G Finance, Irvine, CA 1/2005 - 05/2006

Responsible for overseeing over 100 independent loan officers and 32 net branches.

- Improved operational efficiency through the successful implementation of rationalization procedures
- Conceived and implemented new service policies resulting in improved employee retention and a corresponding 600% growth in revenue
- Represented and negotiated on behalf of S2G Finance with key partner institutions and managed key accounts for the firm
- Departed the firm as the highest grossing senior manager, by all metrics, as measured from day 1 operations to departure

Vice President & Director of Sales, Wilshire Thorne, Irvine, CA 11/2001 - 12/2004

Responsible for overseeing and training sales managers and their teams of loan officers as well various support staff members.

- Directed marketing efforts and formulation of statewide branch sales policy and procedures
- Implemented a corporate wide lead tracking system that led to a 26% increase in closed leads and a 67% increase in ad ROI
- Participated in the reformulation of training material and tactics, which increased employee retention by 19%
- Consistently among the top 5% of the firm's producers by both volume and fee income

Faraji L Whalen

224 Albany St. Cambridge, MA 02139 fwhalen@mit.edu 202.487.9565 www.5wide.com

Professional Summary

Entrepreneurial real estate professional skilled at starting, leading, and managing organizations. Consistently achieved above market returns as property owner and manager. Skilled at property repositioning and adding value. Lived in four countries and comfortable with travel and intercultural communication. Core competencies include:

Leadership	Financial Analysis	Property Management
Personnel Management	Sales & Marketing	Problem-solving

Education

Massachusetts Institute of Technology , Cambridge, MA	Candidate, MS, Real Estate Development
Courses include Finance, Economics, and Capital Markets	2009
Morehouse College , Atlanta, GA	BA, Business Administration
Presidential Scholar, Student Newspaper Editor-in-Chief	2001

Professional Experience & Special Projects

5Wide Real Estate Development, Washington DC 2005-Present

Owner & President

- Purchased, renovated, and managed 4-unit property, tripling net operating income with <6% vacancy in two years.
- Increased condominium rental income by 80% YOY by marketing to short term business clients.
- Directed renovation, contractors, and vendors, and created business processes for leasing and marketing.
- Created brand identity, website, and contracts, and was profiled on National Public Radio feature for entrepreneurship.

Domus Realty, Washington DC 2006-2007

Residential Salesperson

- Conducted market and pricing analysis, managed marketing, and selected amenities for developer clients.
- Managed sales and marketing for boutique 15-unit condominium building in Washington DC.

Nelnet, Washington DC 2006-2007

Vice President, Mid-Atlantic Sales

- Sold loan products and technology solutions to high-level administrators, increasing private loan sales 15% YOY.
- Formed and managed client-specific teams of specialists to create custom financial and technical solutions for clients.

Sallie Mae, Reston, VA 2004-2005

Technical Sales Representative

- Operated and implemented two completely new electronic loan processing and servicing platforms within three months despite having no technical background.
- Led all regions in converting clients to new system under tight deadlines and increased loan sales 20%.

Project Manager, Mayor's Green Summer program, Washington DC 2008

- Led team of 10 Team Leaders teaching underserved youth green collar job skills including energy audits, green roof maintenance, and construction material recycling.

Chair, Marketing Board, 14th and U Main Streets, Washington DC 2003-2004

- Managed team of six volunteers in public/private partnership promoting retail business district as a shopping destination.

Skills & Affiliations

Computer Skills: Microsoft Office applications, strong Excel financial modeling skills, web design

Language Skills: Basic French Proficiency

Affiliations: Urban Land Institute, International Council of Shopping Centers, Sloan Real Estate Club, US Green Building Council, MIT McCombs Real Estate Competition Team

GUOXU XING

708 Apt, 540 Memorial Drive
CAMBRIDGE, MA 02139

g_xing@mit.edu
617-447-3375

SUMMARY

- Strong quantitatively-analyzing skills and well-rounded knowledge in real estate
- Six-years' work experience in planning and real estate consulting in both private and public sectors
- Interested in applying real estate experience and analyzing art to international markets

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY CAMBRIDGE, MA
Candidate for Master of Science in Real Estate Development 2009

- CRE Coursework: Real Estate Development, Real Estate Economics, Real Estate Finance & Investment
- SLOAN Coursework: Finance Theory I, Corporate Financial Accounting, Investments

TSINGHUA UNIVERSITY BEIJING, CHINA
Master of Engineering 2004
Bachelor of Architecture 2001

EXPERIENCE

CLERESTORY CAPITAL PARTNERS, LLC NEW YORK, NY
Intern Analyst JAN 2009

- Conducted an in-depth analysis of private equity investments in China's real estate market, producing a 25-page investment review independently.
- Assisted principals in due diligence, data processing and client relations.

URBAN PLANNING & DESIGN INSTITUTE OF TSINGHUA BEIJING, CHINA
Project Manager 2004- 2008

- Successfully managed contract negotiation, budgeting, scheduling, presentation and performance evaluation, working closely with developers, governments and architects.
- Led a team of 6-people in design and consulting for 12 projects over 10 provinces in China, including 6 urban plans totaling 12,000 acres, winning the highest revenue among 4 teams in the branch.
- Analyzed the tourism environmental capacity and transportation system using GIS application for Mt. Qingcheng and Du-Jiangyan, World Cultural Heritage (2000).
- Developed tourism infrastructure plan for Old Town of Li-Jiang, World Cultural Heritage (1997).
- Conducted a feasibility study and urban design for a 5-star hot spring hotel (350,000 sq. ft, \$18 million) in Guangzhou, and assisted the developer with land acquisitions totaling 450 acres.
- Won the bidding for 5 planning and consulting contracts worth over \$2 million.

BEIJING MUNICIPAL COMMISSION OF URBAN PLANNING CHINA & ITALY
Associate Planner 2002-2004

- Analyzed the urban transportation system along Chang'an Avenue in Beijing, and co-edited with the commission a 300-page book about the study.
- Investigated the urban transportation of Milan and Rome, Italy, as a comparative study with that of Beijing.
- Assisted in the examination of documents for two residential land-bids in Shi-Jingshan District, Beijing.

URBANUS ARCHITECTURE & DESIGN, INC SHENZHEN, CHINA
Intern Architect JUN-OCT 2000

- Assisted in developing construction documents for a 55,000 sq. ft mixed-use project in Shenzhen.

AFFILIATIONS AND SKILLS

- Level-I Candidate, Chartered Financial Analyst (CFA)
- Young Leader Member, Urban Land Institute (ULI)
- Proficient in MS Excel, Power Point, Word, Argus, Autocad platforms, ArcGIS and graphics packages



Joshua Zade

331A Harvard Street #8
Cambridge, MA 02139
mobile: (617) 233-1954
email: zade@mit.edu

Summary

Adaptable, inquisitive professional with more than four years experience in the real estate sector. Flexible and team-oriented with skills in financial modeling, project analysis and a wide range of research activities. Comfortable working under pressure and sincerely interested in a wide range of urban markets, property sectors and industry functions.

Graduate Education

Candidate for Master of City Planning and Master of Science in Real Estate Development

*Massachusetts Institute of Technology
2009*

- Teaching Assistant, Real Estate Development Studio: Urban Mixed-Use Projects (Spring 2009).
- Teaching Assistant, Real Estate Finance and Investment with Professor David Geltner (Fall 2007 & 2008).
- Federal Home Loan Bank of Boston Affordable Housing Development Competition:
 - Student Coordinator, 2008 Competition,
 - Member of Third Place Team, 2007 Competition.
- 2007 MIT Bratislava Urban Design Studio:
 - Member of student team that designed potential urban futures for a 2,500 acre site outside the capital of Slovakia,
 - Represented the studio at 2008 MIPIM conference in Cannes, France.

Employment

ConsultEcon, Inc.

Cambridge, Massachusetts

Summer Research Associate

Summer 2008

- Provided financial modeling, research, and writing in support of diverse consulting projects including studies on urban commercial revitalization, downtown redevelopment, visitor attraction planning, and museum project feasibility.

Seifel Consulting, Inc.

San Francisco, California

Visiting Consultant

January 2008

- Contributed research and writing to a report for the government of a prominent California county analyzing the planning and economic impacts of a proposed ballot initiative regulating residential growth in the County's rural areas.

Lesley University • Department of Operations and Campus Planning

Cambridge, Massachusetts

Summer Associate

Summer 2007

- Initiated architectural selection process for a new dormitory building, including drafting the Request for Proposals, researching potential architects, and participating in the initial interviewing process.

Keen Development Corporation

Cambridge, Massachusetts

Graphics and Marketing Coordinator

2001-2006

- Managed design and production of all graphic and marketing materials for a small private real estate developer specializing in mixed-income housing and adaptive reuse.
- Coordinated production of development studies, proposals and funding applications, including state and federal historic preservation programs. Designed and developed websites for the firm and related enterprises.
- Following the death of the firm's President in June 2006, assisted with firm's transition from active operations to trusteeship. Duties included reviewing more than a dozen projects constructed over 25 years to assemble documents for legal review.

Planet Interactive / Jack Morton Worldwide

Boston, Massachusetts

Multimedia Developer

1999-2001

- Produced and programmed a wide variety of multimedia projects, both as a lead and in support of senior developers. Clients ranged from Fortune 500 companies to local educational institutions.
- Provided installation and maintenance support to digital media projects including CD-ROMs, websites, and interactive kiosks. Duties included substantial domestic travel.

Other Education, Skills & Affiliations

Bachelor of Arts, *magna cum laude*, Williams College, 1998. Double major in English and Theatre.

Skills & Affiliations: Thoroughly familiar with typical office and graphics software in both Windows and Macintosh environments. Familiar with Argus; limited familiarity with SPSS and ArcGIS. Member, Urban Land Institute and American Planning Association.

APPENDIX

MIT/ CRE Course Calendar
<http://web.mit.edu/cre/education/core-courses.html>

Fall Schedule 2008

	MONDAY	Monday	TUESDAY	WEDNESDAY	WEDNESDAY	WEDNESDAY	THURSDAY	FRIDAY
8AM								
9AM	11.942 (Mixed Income Housing Developmt) 8:30-10:00am (10-485)	11.201 Gateway 9:00am - 11:00am W31-301		11.430 Leadership 9:00am - 12:00pm W31-305	11.201 Gateway 9:00am - 11:00am W31-301	11.942 (Mixed Income Housing Developmt) 8:30-10:00am (10-485)		
10AM			11.301 <i>Frenchman</i> 10:30am - 12:00pm				11.301 <i>Frenchman</i> 10:30am - 12:00pm	CAREER SERVICES 10am to 2pm
11AM								
12PM								
1PM			11.433; 15.021J RE Economics 12:30pm - 2:00pm	11.345 J Entrepreneurship 12:30-2:30pm H1			11.433; 15.021J RE Economics 12:30pm - 2:00pm	
2PM								
3PM	11.950 RED I 3 - 4:30pm		15.401 Section F (Finance Theory I) 2:30 - 4:00pm	11.950 RED I 3 - 4:30pm			15.401 Section F (Finance Theory I) 2:30 - 4:00pm	
4PM			11.431J; 15.426J RE Finance 4:00 - 5:30pm				11.431J; 15.426J RE Finance 4:00 - 5:30pm	
5PM	REDI Recitation 4:30 - 6:30pm		RE Economics Recitation 5:30 - 7:00pm	RED II: Products (Yanni) 4:30 - 6:30pm			RE Finance Recitation 5:30 - 7:00pm	
6PM								
7PM								

- Core Course
- CRE Elective Course
- Non-CRE course held in W31-301
- (Elective course held elsewhere on campus)

Spring 2009 Schedule

	MONDAY	TUESDAY	TUESDAY	WEDNESDAY	WEDNESDAY	THURSDAY	THURSDAY	FRIDAY
8AM								
9AM	11.340 RED III: Legal Issues 8:30am - 10:30am H2				11.340 RED III: Legal Issues 8:30am - 10:30am H2			
10AM								CAREER SERVICES 10am to 2pm
11AM		11.346 Housing Markets 11:00 - 1:00pm H1	11.346/ 11.944 Housing Markets, Policies and Plans Cont. H2 11:00 - 2:00pm					
12PM								
1PM		(Finance Theory II) 1:00 - 2:30pm				(Finance Theory II) 1:00 - 2:30pm		
2PM	11.303 RED IV: Design for Dev. 2:30 - 5:30pm	11.432 RE Capital Markets 2:30pm - 4:00pm H1	Thesis Prep H2 3:00-4:30pm	11.303 RED IV: Design for Dev. 2:30 - 5:30pm		11.432 RE Capital Markets 2:30pm - 4:00pm H1	Thesis Prep H2 3:00-4:30pm	
3PM		11.344 Project Development 4:00-5:30pm H1	Thesis Prep Recitation 4:30 - 6:00pm			11.344 Project Development 4:00-5:30pm H1		
4PM						11.432 RE Capital Markets Recitation (H1) 5:30 - 7:00pm		
5PM								
6PM								
7PM								

11.434 Advanced Topics in Real Estate Finance will not be offered 2008-2009

11.347 Topics in Housing Finance will not be offered 2008-2009

- Core Course
- CRE Elective Course
- Non-CRE course held in W31-301
- (Elective course held elsewhere on campus)

How to find the MIT/Center for Real Estate - Directions & Parking

MIT Center for Real Estate - 120 Massachusetts Avenue, Cambridge, MA

Directions

The Center is located on the third floor of a red brick building (formerly an armory) at the intersection of Vassar Street and Massachusetts Avenue in Cambridge. The address is 120 Massachusetts Avenue.

By Car

From Route I-90 (Massachusetts Turnpike)

Exit at Cambridge/Allston and follow the Cambridge signs over the River Street Bridge. Continue on to the first large intersection, (Central Square), and bear right onto Massachusetts Avenue. The Center is a half mile ahead on the right. (At the intersection after the railroad tracks.)

From the Airport

Follow signs for the Southeast Expressway (I-93N) -- See below

From Routes I-93 (Southeast Expressway)

Exit at Storrow Drive/Back Bay and follow the Storrow Drive signs to the exit for Mass. Ave. Cambridge (Rt. 2A) on the left. As you cross the bridge, you will be on Massachusetts Avenue with MIT straight ahead. The Center is located at the third set of lights on the left.

Taxi

The fare from Logan Airport is about \$30.

Public Transportation

Take the Red Line to Kendall Square. Walk west on Main Street (away from the river), then south on Vassar Street (left). The Center is about a 10-minute walk.

Public Parking Facilities

MIT has no visitor parking

Please note that all information is subject to change and should not be considered final.

- | | |
|--|--------------|
| 1. MIT - 139 Massachusetts Avenue | 617-253-8232 |
| 2. Park and Lock - 354 3rd Street. | 617-547-2685 |
| 3. Four Cambridge Ctr. Kinney Systems.
(Entrance is on Ames St. and Broadway) | 617-492-1956 |

AREA HOTELS

Le Meridien Hotel 617-577-0200
aka Hotel @MIT

800-222-8733
20 Sidney St.
Cambridge, MA 02139

Marriott Cambridge 617-494-6600

800-228-9290
2 Cambridge Center
Cambridge, MA 02142

Hyatt Regency Cambridge 617-492-1234

800-223-1234
575 Memorial Drive
Cambridge, MA 02139

Royal Sonesta Hotel 617-492-7281

5 Cambridge Parkway
Cambridge, MA 02142

The Eliot 617-267-1607

800-44-ELIOT
370 Commonwealth Avenue
Boston, MA 02215

The Charles Hotel 617-864-1200

800-882-1818
One Bennett Street
Cambridge, MA 02138

Summary Procedure: Company Presentations and On-Campus Interviews

1. Call the MIT/Center for Real Estate (617-253-4373) and request the *Recruitment Guide and Resume Book*.
2. Complete the *Company Presentation/On-Campus Interview Form* in the Appendix of the *Resume Book*.
3. Fax the form to the Managing Director, Marion Cunningham, at (617) 258-6991; alternatively, the form can be mailed or e-mailed to marionoc@mit.edu.
4. Upon receipt of the form, the Managing Director will call the company representative named on the form to discuss the details of the presentation and/or interview needs. The nature of the details to be discussed are summarized below:

Company Presentations:	On-Campus Interviews:
<ul style="list-style-type: none"> <input type="checkbox"/> Determine whether classes are in session on the proposed date; are there any potential conflicts, e.g., Partners' meeting or exams <input type="checkbox"/> Determine the optimal time for the presentation (generally in the early evening) <input type="checkbox"/> MIT/CRE staff will work with you to identify and reserve the room for the presentation <input type="checkbox"/> The company should indicate the type, if any, of audio-visual equipment that will be required <input type="checkbox"/> Please notify the Center if refreshments are needed <input type="checkbox"/> The company should make arrangements to send MIT/CRE copies of company brochures and/or financial statements <input type="checkbox"/> MIT/CRE will notify MSRED and area graduate real estate students, including Sloan and Harvard students, of the presentation and will disseminate and/or make available any information the company provides regarding the presentation <input type="checkbox"/> If desired, the MIT/CRE can post a sign-up sheet for students to sign if they plan to attend the presentation <input type="checkbox"/> Two (2) days before the presentation, the sign-up sheet is sent to the company representative so they know how many people to expect 	<ul style="list-style-type: none"> <input type="checkbox"/> Determine whether classes are in session on the proposed date; are there any potential conflicts, e.g., Partners' meeting or exams <input type="checkbox"/> Determine the optimal day(s) and time(s) <input type="checkbox"/> The company needs to let MIT/CRE know the number of interviewers to be involved and the number of rooms needed <input type="checkbox"/> MIT/CRE will determine room availability based on the company's requirements <input type="checkbox"/> The company will notify MIT/CRE of the number of students to be interviewed and the length of the time slots <input type="checkbox"/> The company will determine whether interviews will be closed (by invitation only), open (candidates sign-up for interview slots), or a mixture of both <input type="checkbox"/> If the interviews are open or an open/closed combination, a sign up sheet will be posted at the Center listing the available interview slots. Three (3) days before the interview date, the company will be sent a copy of the sign-up sheet. <input type="checkbox"/> If the interviews are closed, or an open/closed combination, the company will provide MIT/CRE with a list of the students being interviewed <input type="checkbox"/> For open interviews, MIT/CRE will post a list identifying the day, time, and place of the interviews <input type="checkbox"/> For closed interviews, the company is responsible for confirming the day, time, and place of the interview with the students <input type="checkbox"/> Please notify the Center if refreshments are needed <input type="checkbox"/> The company is asked to send company brochures, annual reports, or other marketing material for students to review. In addition, if students are being interviewed for a specific job, a copy of the job description is requested.

MIT Center for Real Estate
Company Presentation/On-Campus Interview Form

❶ Contact Information:

Name

Title

Company

Address

City

State

Zip

Country

Telephone

Fax

E-mail

I am interested in making a presentation

I am interested in on-campus interviewing

❷ First Choice:

Second Choice:

Date: _____

Date: _____

Time: _____

Time: _____

❸ Brief Description of Company:

❹ Anticipated Hiring Needs:

❺ AV/Refreshment requirements:

Fax or mail this form to:

MIT/ Center for Real Estate
77 Massachusetts Ave.
Building W31-310
Cambridge, MA 02139
Fax: (617) 258-6991

For questions, contact:

Marion Cunningham
Managing Director
Center for Real Estate
Phone: (617) 253-2680
E-mail: <marionoc@mit.edu>