

**Georgetown University's
McDonough School of Business
Georgetown MBA Career Center
- Steers Center Real Estate
Resume for Full-time
Candidates**

*Georgetown MBA Career Center
Job Title: Steers Center Real Estate Resume for Full-time Candidates*

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GREGORY BOWMAN

(703) 969-2187 ■ 850 N Randolph St. ■ Apt. 2006 ■ Arlington, VA 22203 ■ gpb34@georgetown.edu

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Candidate for Master of Business Administration

Washington, DC
Expected May 2018

- Georgetown Real Estate Society—Vice President
- Coursework:
 - Real Estate Private Equity; Real Estate Public Debt; Valuation; Real Estate Underwriting Clinic
- GMAT Score 690

VIRGINIA TECH, Pamplin College of Business Bachelor of Science, Business Management & Entrepreneurship

Blacksburg, VA
May 2009

- Minor: Business Leadership

EXPERIENCE

WESTBROOK PARTNERS

Washington, DC

MBA Investment Management Intern

May 2017-August 2017

- Underwrote and developed financial projection models for deals totaling 1,200 units and \$430M in deal value.
- Wrote Investment Committee Memos for deals totaling 760 units and \$230M in deal value.
- Led restructuring of condominium project JV financial model.

LANSDOWNE DEVELOPMENT GROUP

Herndon, VA

Real estate development firm, operating in Washington, DC metro area

Vice President & Acquisitions Manager

November 2014-July 2016

- Located, identified, and led financial projection and due diligence on six prospective projects, totaling 2,000 units and \$230M in deal value.
- Spearheaded initiative to spread development footprint outside DC area.
 - Underwrote deals in Stafford, VA and Warrenton, VA.
- Led initiative to identify new capital partners for investment in real estate projects.
 - Identified three new sources of capital for future partnership.

Vice President, Operations

October 2012-November 2014

- Oversaw successful closing of three real estate development projects in DC area.
 - Managed process from due diligence through deal closing.
 - Projects totaled 2,600 units and 110k s.f. commercial space.
- Secured total of \$26M in private equity financing and total of \$11M in revolving and lump-outlay bank debt.
 - Negotiated with private equity partners and banks for favorable investment/lending terms and management fee to Lansdowne.
- Underwrote and developed financial projection models for deals totaling 6,800 units and \$780M in deal value.

Project Manager

November 2009-October 2012

- Managed site development of 128-unit condominium project.
 - Delivered lots on time and completed project within budget.
- Managed site contractors and bank relationships on two development projects.

FRASER FORBES REAL ESTATE SERVICES

McLean, VA

Summer Intern

May 2008-August 2008

- Performed market research for areas of interest for residential real estate services and land sales.

OTHER

Software skills: Microsoft Excel, PowerPoint; Argus DCF

Other interests: Member, Urban Land Institute (ULI) and National Association of Homebuilders (NAHB)
District Mentor, A4LE SchoolsNEXT Student Design Competition, Arlington, VA
Volunteer, St. Catherine of Siena Catholic Church, Great Falls, VA
Basketball Coach, Special Olympics of Virginia, Blacksburg Chapter
Physical Fitness; Golf; River Kayaking

Deal Sheet -- Gregory Bowman

Project	Location	Deal Size (millions)	Residential Units	Commercial (thousands SF)	Responsibilities
Closed Deals					
Contract Flip	Loudoun Co., VA	22	127	55	Ran proforma analyses; worked on purchase & sale contracts
Crescent Parke	Leesburg, VA	58	385	60	Performed full due-diligence; ran proforma analyses/partnership waterfalls; negotiated purchase & JV partnership contracts; closed deal
Crescent Place	Leesburg, VA	34	224	34	Performed full due-diligence; ran proforma analyses/partnership waterfalls; negotiated purchase & JV partnership contracts; negotiated homebuilder contracts; closed deal; negotiated development loan terms; managed project development
Lake Frederick	Winchester, VA	175	1850		Performed full due-diligence; ran proforma analyses/partnership waterfalls; negotiated purchase & JV partnership contracts; negotiated homebuilder contracts; closed deal; managed project development
Lansdowne Town Center	Lansdowne, VA	7	13	13	Ran proforma analyses; closed deal; negotiated construction loan terms; worked on vertical construction management team
Manor at Holly Hills	Frederick Co., MD	7	20		Performed full due-diligence; ran proforma analyses/partnership waterfalls; negotiated purchase & JV partnership contracts; negotiated homebuilder contracts; closed deal; negotiated development loan terms; managed project development
Morley Corner	Ashburn, VA	9	128		Performed full due-diligence; ran proforma analyses; negotiated homebuilder contracts; closed deal; negotiated development loan terms; managed project development
Pursuit Deals					
Active Adult Project	Gettysburg, PA	183	2000		Performed due-diligence; ran proforma analyses; negotiated purchase contract
Active Adult Project	Sterling, VA	67	170		Performed due-diligence/market analysis; ran proforma analyses
Arrington	Fauquier Co., VA	34	172		Performed due-diligence; ran proforma analyses
Covered Land Play	McLean, VA	135	226		Performed due-diligence/market analysis; ran proforma analyses
Karington	Prince George's Co., MD	119	1096		Performed full due-diligence; ran proforma analyses/partnership waterfalls; negotiated purchase & JV partnership contracts
Large Tract Project	Leesburg, VA	86	400		Performed due-diligence; ran proforma analyses
Metro Site Project	Ashburn, VA	16	700	120	Performed due-diligence; ran proforma analyses
Metro Site Project	Reston, VA	110	265		Performed due-diligence/market analysis; ran proforma analyses; wrote IC Memo
Property Assemblage	Warrenton, VA	16	134		Performed full due-diligence; ran proforma analyses; negotiated purchase contract
Property Assemblage	Prince William Co., VA	61	210		Performed full due-diligence; ran proforma analyses/partnership waterfalls
Property Assemblage	Leesburg, VA	31	135		Performed due-diligence; ran proforma analyses
Resi/Data Center Project	Ashburn, VA	120	496	1100	Performed due-diligence/market analysis; ran proforma analyses; wrote IC Memo
Rt. 50 Project	Loudoun Co., VA	23	210		Performed due-diligence; ran proforma analyses; negotiated purchase contract
Rt. 7 Project	Sterling, VA	56	345		Performed due-diligence; ran proforma analyses; negotiated purchase contract
Sunrise Lake	Stafford, VA	68	688		Performed full due-diligence; ran proforma analyses/partnership waterfalls; negotiated purchase contract
Total		Total Acquisitions \$1,437,000,000	Residential Units 9,994	Commercial Space (SF) 1,382,000	

RYAN DRING

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration *GPA 3.67/4.0, GMAT 710*

Washington, DC
May 2018

GEORGE WASHINGTON UNIVERSITY, Elliott School of International Affairs
Bachelor of Arts in International Affairs *Cum Laude*

Washington, DC
January 2010

EXPERIENCE

TIBER CREEK ASSOCIATES

Investment Consultant, Real Estate Development

Washington, DC
August 2017 – Present

- **Feasibility Study:** Examine economic trends, submarket supply and demand, comparable property leasing and zoning allowances to articulate a thesis on competitive uses of a 0.68 acre mixed-use land parcel.
- **Valuation:** Develop NOI projections for multifamily, office, retail and hotel land uses, estimate construction costs, and evaluate asset-specific yield-on-cost to identify the highest-valued development strategy.

CRESTLINE HOTELS & RESORTS

MBA Associate, Hotel Acquisitions and Finance

Fairfax, VA
June – December 2017

- **Proforma Modeling:** Forecasted cash flows and estimated valuation on over \$350 million of full- and select-service hotels, helping to win \$3.9 million in management contracts within a 3-month period.
- **Capital Planning:** Coordinated profitability analysis on 50 select-service properties to identify the best use of \$30 million designated for property improvements. Returns are forecasted to generate \$3.2 million in incremental value.
- **Asset Management:** Drove competitive RevPAR and operating margins for a 125-hotel portfolio by evaluating opportunities to improve market penetration and strengthen NOI margin and growth.

LOTUS CAPITAL PARTNERS

MBA Associate, Commercial Real Estate Capital Advisory

New York, NY
October 2016 – April 2017

- **Capital Structuring:** Underwrote and structured over \$300 million in debt financing, including a \$115 million mortgage and mezzanine debt package for a Class A, single tenant office, representing \$2.8 million in revenue.
- **Market Research:** Analyzed submarket economics and property comparables to establish a competitive context for offering processes. Launched an offering for a \$125 million Mandarin Oriental construction loan in South Florida.
- **Due Diligence:** Reviewed leases, operating statements, CapEx plans, and tax and engineering assessments for financing on a \$320 million, 606,000 sf GSA-leased office building.

JP MORGAN CHASE

Assistant Vice President, Prime Brokerage Client Relationship Management

New York, NY
June 2015 – June 2016

- **Business Development:** Leveraged the comparative analysis of clients' cross-product volumes, profitability, and assets under management to attract an additional \$3 billion in managed assets and \$2 million in revenue.
- **Risk Evaluation:** Assessed excessive foreign currency exposure due to control gaps and inconsistent behavior, and implemented practices that shortened execution time by 35% and decreased error-related losses by 60%.

DEUTSCHE BANK

Interim Director, Leveraged Debt Capital Markets Syndication
Senior Associate, Corporate Bond and Credit Derivative Trading

New York, NY
May 2010 – June 2015

- **Structured Finance:** Supervised the structuring and allocation of \$72 billion in cross-currency, high yield debt financing for institutional and corporate clients, resulting in over \$85 million in fee revenue for the bank.
 - **Deal Negotiation:** Arranged a \$40 million securities repurchase for a premium client that decreased the client's interest expense by \$5.5 million and solidified our firm as the lead adviser on the client's upcoming IPO.
 - **Capital Management:** Developed trading strategies that reduced illiquid inventory through balance sheet securitization. Trading innovation cut aged inventory by 70% and reduced capital charges by \$660,000 annually.
 - **Quantitative Analysis:** Evaluated pricing strategies for tenders, auctions, claw-backs and exchanges. Compared broker pricing and forecasted buy-side behavioral outcomes, raising profits by \$85,000 annually.
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DISTINCTIONS

- **Certifications:** Completed CFA Level 1
- **Software:** Excel (financial modeling), PowerPoint (pitchbooks), STR reports, Argus, CoStar, Trepp
- **Personal Achievements:** Served as educational liaison to Cuba, performed classical choral music at Carnegie Hall

WILLIAM F. MARTIN

2444 Tunlaw Rd NW Apt B ▪ Washington, DC 20007 ▪ wfm22@georgetown.edu

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2018

- Steers Center for Global Real Estate Fellowship, Poland Real Estate Fellowship
- McDonough Real Estate Case Competition (2016, 2017), University of Texas National Real Estate Case Challenge
- Coursework: Real Estate Underwriting Clinic, Valuation, Private Equity, Global Business Experience - Berlin
- Leadership: Executive Vice President, Georgetown Real Estate Society; Vice President, Finance Club

GEORGETOWN UNIVERSITY, School of Continuing Studies

Washington, DC

Master of Professional Studies in Real Estate; Finance and Development – GPA 3.83

May 2012

LONDON SCHOOL OF ECONOMICS

London, UK

Summer Program Coursework

July 2008

THE PENNSYLVANIA STATE UNIVERSITY

University Park, PA

Bachelor of Science in Civil Engineering; Minor in Engineering Entrepreneurship – GPA 3.69

May 2008

- Dean's List honors seven semesters, Tau Beta Pi National Engineering Honor Society, Chi Epsilon National Civil Engineering Honor Society, American Society of Civil Engineers Membership Chair, Club Lacrosse

EXPERIENCE

RXR REALTY

New York, NY

Summer Development Intern

June 2017 – August 2017

- RXR manages 23.1 million sf of commercial operating properties and approximately 6,300 multi-family and for sale units under active development in the New York Metropolitan area with a gross asset value over \$17.7 billion.
- 810 Fulton St – Fort Greene/Clinton Hill, Ground-up 12-story 363-unit luxury apartments with 33,000 sf ground retail
 - Represented RXR as owner at contractor meetings including subcontractor releases, finance draws, and OAC updates.
 - Managed development model lease-up projections based on current market data.
 - Evaluated property management, leasing, and marketing teams against financial projections and operating goals.
- 47 Hall St – Navy Yard, 665,901 sf full-block mixed use redevelopment
 - Analyzed and updated proposed tenant mix and pricing feasibility against market demand and development trends.
 - Established relationships with transportation services including Curb, Ford, and Car2Go.
 - Coordinated evaluation of compliance with NYC permitting requirements alongside designers and consultants.
 - Headed overall implementation for achieving new Wired Certification internet connectivity program.

HITT CONTRACTING INC.

Falls Church, VA

Project Manager, Asst Project Manager, Asst Superintendent, Project Engineer

August 2008 – July 2016

- Negotiated, priced, contracted, and managed project teams for Corporate Interiors Sector, totaling over 450,000 sf of mixed-use work valued over \$111 million across 140 separate jobs. Managed financial process of every project.
- Built and maintained strong client relationships for new and repeat business. Clients and projects include DC offices and headquarters for: The Carlyle Group, Toyota Motors Group, Urban Land Institute, American Congress of Obstetricians and Gynecologists (ACOG), Tishman Speyer, Hines, JLL, JBG, Washington Nationals Baseball Club.
- Managed teams of superintendents, subcontractors, architects, engineers, and owners to achieve quality, safety, and successful completion on time and budget. Led all phases from pre-design negotiations through project warranty.

Career Highlights

- Spearheaded and delivered the Nationals Park Diamond Club complete off-season rebuild ahead of schedule for 2016 season including 20,000 sf demo, kitchen expansion, and new mezzanine steel structure spanning adjacent concourse.
- Delivered multiple projects achieving LEED Gold and LEED Silver
- Project Awarded Association of Building Contractors "Excellence in Construction" (2011, 2012)
- Project Awarded NAIOP Commercial Real Estate Development Association DC|MD Best Interiors (2016).
- Captain of HITT's 75-employee team in annual D.C. chapter JDRF Real Estate Games. Founded the HITT Tri Team.

DISTINCTIONS, ACTIVITIES, INTERESTS

- Associations:** Urban Land Institute Young Leader Mentorship Program 2013-Present, Committee Member 2015-2018
Georgetown Real Estate Alliance (DC & NYC)
- Leadership:** Co-President, McDonough Sports Club; Cohort Rep, MBA Student Government Association
- Technical:** LEED AP, Training the Street, REFM Boot Camp, Wharton Leadership Conference 2018
- Sports:** Triathlons (Olympic & Half-Ironman), NY Cycling Club, DC Triathlon Club, DC Lacrosse Club
- Global Mindset:** Alaska, Peru, Colombia, Cuba, China, Hong Kong, Japan, Czech Republic, Hungary, France, Ireland, Germany, Netherlands, Spain, UK

EDWARD MUNDY

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Candidate for Master of Business Administration

Washington, DC
Expected May 2018

- Member of Georgetown Real Estate Society and Georgetown Finance Club.
- Relevant Coursework: Real Estate Modeling Clinic, ARGUS training (DCF and Enterprise), Real Estate Private Equity, Real Estate Public Equity, Real Estate Public Debt, Real Estate Entrepreneurship.

WASHINGTON COLLEGE Bachelor of Arts, Business Management

Chestertown, MD
May 2007

- Partial academic scholarship recipient, Dean's List multiple semesters.
 - Four-Year Varsity Rower (Fall and Spring Seasons). Elected Men's Rowing Captain senior year.
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EXPERIENCE

GLOBAL MEDICAL REIT (NYSE: GMRE) Summer Associate

Bethesda, MD
May 2017 – Present

Healthcare Real Estate Acquisitions

- Performed property due diligence, modeled expected returns, and prepared investment memos for potential acquisitions used in decision-making process by Board of Directors, facilitating the execution of \$40mn and 125,000 sf across four properties, with another \$70mn and 127,000 sf across three properties in the closing pipeline.
- Developed projections for future property/portfolio cash flows used by management to provide quarterly earnings guidance.
- Gained firsthand experience on process for recapitalizing a publicly traded company with a secondary common stock offering that raised \$35mn in net proceeds, and a preferred stock offering that raised \$75mn in net proceeds.

MESIROW FINANCIAL Senior Vice President, Rates Trader Institutional Sales and Trading

Chicago, IL
July 2012 – July 2016

- Progressed from small trade execution to trades of all sizes up to \$100mn; sharing same responsibilities as head trader.
- Researched new investment vehicle (structured notes) to diversify revenue stream during challenging rate environment, facilitating \$135mn in new issuance in first two years.
- Transacted approximately \$10bn gross across approximately one thousand treasury, agency, and structured notes trades in FY15 as member of rates desk trading team.

MERRILL LYNCH Registered Client Associate Private Wealth Management

Chicago, IL
May 2011 – June 2012

- Contributed to team winning "Top 100 Client Associate" firm-wide award for FY12.
- Generated weekly market summary and macroeconomic outlook for three-person team of top producing Financial Advisors with approximately \$500mn in assets under management at time of employment.
- Evaluated existing investment strategies using both quantitative and qualitative analysis, presenting replacement and/or additional fund managers or alternative investments to fit specific client needs.

ARBOR RESEARCH AND TRADING Research Analyst

Barrington, IL
April 2010 – May 2011

Institutional Research and Sales

- Launched new initiative for marketing, selling, and supporting proven in-house technical research to institutional clients, contributing to the addition of 15-20 new clients subscribing via hard and soft dollar payments in its first year.

MERRILL LYNCH Registered Client Associate Private Wealth Management

Northbrook, IL
May 2007 – October 2009

- Acclimated branch management and incoming brokers to the operational activities required to transition client assets, facilitating the transition of over \$1bn in client assets to Merrill Lynch during time on transition team.
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DISTINCTIONS

- Achievement:** Series 7 and Series 66 registered, Competed in Head of the Charles Rowing Regatta
Community: A Just Harvest Soup Kitchen volunteer – Chicago, IL
Personal: Travel, family, trying new restaurants, and overcoming fears (bungee jumping and skydiving)
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JOSH ORELL

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Candidate for Master of Business Administration

Washington, DC
Expected May 2018

- Poland Fellow - Steers Center for Global Real Estate
- Board Advisor - Georgetown Real Estate Society *September 2016 – Present*
- Moderator for the McBride Family Lecture Series *October 2017*
 - Interviewed Michael Nash, Co-Founder and Chairman of Blackstone Real Estate Debt Strategies
- Underwriting and Investment Advisor - Invesco Real Estate Clinic *January 2017 – December 2017*

UNIVERSITY OF MARYLAND
Bachelor of Arts, Economics

College Park, MD
May 2011

EXPERIENCE

JEFFERSON APARTMENT GROUP
MBA Acquisitions Intern

McLean, VA
September 2017 – December 2017

- Underwrote \$880 million of multifamily properties located in high barrier-to-entry markets on the East Coast

CICERO CAPITAL PARTNERS, LLC
MBA Summer Associate

Columbia, MD
June 2017 – August 2017

- Underwrote the acquisition of a 97,000 sf office property located in Linthicum, MD for \$3.5 million (\$36/sf)
- Acquired 12 bonds for approximately \$11 million with an average fixed coupon rate of 5.74% and purchase price of \$96.95
- Evaluated 20 CMBS deals with a total outstanding loan balance of \$2.6 billion

INVESTCORP INTERNATIONAL, INC.
Real Estate Associate

New York, NY
September 2014 – July 2016

- Senior asset manager for four full-service hotels, valued at approximately \$200M, located in TX, IL, OK, and FL
- Associate asset manager for roughly \$4B of real estate across the United States, assisting with leasing efforts, capital projects, budgets, valuations, and financial reporting
- Analyzed and conducted due diligence on new investments including tax analyses, estoppel preparation, cash flow adjustments and sensitivity analyses related to property and investor returns
- Created and maintained disposition models with Argus and Excel, prepared investment committee memos, as well as served as the point person with lenders, brokers, counsel, and buyers during the sales process
- Developed an internal platform for Investcorp's real estate portfolio through the use of Salesforce and Tableau that provided real-time information for internal and investment purposes
- Actively managed \$1.5M fire restoration project along with associated insurance claims that resulted in \$800K of unanticipated proceeds to the company

LNR PROPERTY, LLC
CMBS Rotational Analyst

Miami Beach, FL
January 2013 – August 2014

- Acquisitions - Underwrote \$220M of debt across 22 new issuance CMBS deals, with an average deal size of \$1.39B, and presented projections to management during the due diligence process
- Investment Management - Analyzed and presented performance of large and/or troubled loans within specific CMBS deals that LNR either specially serviced or held bond positions in
- Special Resolutions Group - Oversaw the sales process for defaulted notes and REO properties through Auction.com's platform; managed 10 auctions that resulted in \$500M in sales across 75 assets
- Loan Asset Management - Analyzed and processed lease consents, property management changes, and loan assumptions by reviewing loan documents, underwriting base case and downside scenarios, and presenting recommendations to management; efforts resulted in roughly \$500K in servicing fees for LNR
- Selected twice by senior management to mentor new analyst hires

OTHER

Software skills: Microsoft Office, Argus DCF/Enterprise, CoStar, Reis, and Real Capital Analytics
Other interests: Tennis, golf, and skiing