



# 2021 Resume Book

MSRE – Students Graduating 2021

## FOR MORE INFORMATION

Katie Latier - [Katie.Latier@colorado.edu](mailto:Katie.Latier@colorado.edu)

Associate Director, CU Real Estate Center

Leeds School of Business

## Benjamin M. Barron

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### EDUCATION University of Colorado Boulder – Leeds School of Business

May 2021

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Bachelor of Science in Business Administration with a dual Emphasis in Finance and Entrepreneurial Strategy (May 2020)

Candidate for a Master of Science with Emphasis in Real Estate (May 2021)

#### Cumulative GPA 3.24

- **Relevant Courses:** Corporate Financial Reporting, Investment and Portfolio Management, Real Estate Economics, New Venture Creation, Hiring and Retaining HR, Individual/Organization leadership, Derivative Securities, Quantitative Methods

### RELEVANT WORK EXPERIENCE

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#### Sun-Up Sealcoats LLC, Vail, CO

January 2016-Present

##### Owner

- Organize and monitor operations of 3 foreman to ensure thorough completion of projects and adherence to safety measures.
- Utilize estimating software Moon Invoice Pro to build residential, commercial, and municipal contracts associated with client request. Estimations include budgeting, deadlines, feasibility, and professional sales experience.
- Manage and discuss the company's financials to insure a stable capital structure, conservative operating income, credit opportunities, equipment costs, and expense reports.
- Maintain a sustainable competitive advantage while operating as a relatively new entity within the Colorado asphalt industry.

#### ULI Etkin Johnson Student Scholar, Boulder, CO

October 2020-Present

##### Member of Student Organization

- One of 24 elected student representatives chosen for demonstrated real estate driven interest and sustainable development ideas.
- Attend monthly meetings to discuss current events, job leads, market opportunity, and emerging trends.
- Effectively allocate time and resources to collaborate with members throughout the Urban Land Institute.

#### Ski Guide, Vail, CO

September 2016-Present

##### Independent

- Lead groups of ~10 clients on downhill ski outings promoting ski technique, mountain safety and an enjoyable experience.
- Perfect safety track record throughout the winter, confirming that all guests remained positive and comfortable at all times.

#### Gorsuch Limited, Vail, CO

December 2017-Present

##### Alpine Ski Technician and Sales Representative

- Recommend proper equipment for customers by analyzing and discussing their ski capabilities.
- Represent ski equipment brands and provide information about ski technology that aligns with consumer preferences.

#### KJUS International, Boulder, CO

November 2017-February 2018

##### Fit Model

- Represent future clothing lines for commercial buyers while discussing brand technology, sales, and information regarding the product before it is introduced to the industry
- Attend the largest outdoor apparel trade show as a representative and assist prospective buyers with structure on their orders.

#### Cordillera Golf Club. Troon Inc. Edwards, CO

May 2015-August 2017

##### Guest Services Agent

- Prepared golf course operations for all outside staff and ensure member satisfaction throughout the golfing season.
  - Managed 11 outside staff members promoting professionalism and job performance by tracking KSAO's and focusing on areas of needed improvement.
  - Organized services for additional golf course offerings such as individual lessons, instructional events/clinics, tournaments, and other gatherings such as galas or dinners.
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## LEADERSHIP AND ACTIVITIES

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### NAIOP Project Competition, Boulder, CO

December 2020-Present

#### *Lead Development Coordinator*

- Development based team aimed at designing the Rocky Mountain Real Estate Challenge site.
- Build government interest in possible design layout, increased tax revenue, and opportunistic changes that could serve the community.
- Plan with 6 Leeds MSRE students to design a unique, inciting development plan to pitch to architecture firms, developers, and NAIOP judges.

### New Venture Creation, Boulder, CO

August 2019-March 2020

#### *Member of Mucho*

- Application based team aimed at educating first generation college student on pertinent topics within personal budgeting, investment strategy, and retirement opportunities.
- Develop student interest in personal finance through an online platform that provides easy access to the user.
- Collaborate with 5 Leeds students to design a unique, inciting business plan to pitch to investors and 1,000+ students.

### CU Men's Ice Hockey, Boulder, CO

August 2016-August 2018

#### *Defensemen*

- Represented CU Boulder Division II Club Ice Hockey in nationwide games while building comradery and trust amongst the 25-member team.

## SKILLS AND INTERESTS

- **Technical:** Proficient in Argus Enterprise, R Programing, Excel, Word and PowerPoint, Certifications: Bloomberg Market Concepts
- **Interests:** Outdoor Activities, organized sports, construction, automobiles

## Thomas Calvert

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

*Master of Science in Real Estate*

*May 2021*

- **Specialized Skills:** Microsoft Office; RStudio computer programming
- **Relevant Courses:** Real Estate Finance & Investment; Real Estate Economics; Real Estate Law
- **Certification** – Pursuing software certification in Argus Enterprise 13.0 for commercial real estate modeling
- **Active Project:** NAIOP Project Competition- working in a team to conceptualize, analyze, design, and present a real estate development project for the town of Minturn.

UNIVERSITY OF COLORADO BOULDER

Boulder, CO

*Degree in Organizational Communication with a Minor in Business*

*December 2019*

- Leeds Business Minor – Real Estate Track

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### PROFESSIONAL EXPERIENCE

SAN CLEMENTE MUNICIPAL GOLF COURSE

San Clemente, CA

*Player/Outside Services*

*August 2016 – July 2020*

- Provided customer service to assist players in the pro shop and organize future tee times
- Supported efficient course operations as a course starter and by performing cart maintenance
- Promoted values of the course through respectful interactions and building relationships with the public
- Developed an understanding of golf course agronomy and layout by interacting with maintenance crew and walking the course countless times

SPORTS THREAD

Denver, CO

*Social Media Marketing Intern*

*August 2019 – January 2020*

- Helped grow the social media network for high school athletes around the world who aspire to play sports at the collegiate level by gathering content of different athletics and sports clubs around CU Boulder
- Learned to use various social media platforms including Facebook, Twitter, Instagram, and LinkedIn for Sports Thread's development and brand recognition
- Developed skills such as: effective content marketing, implementing social media strategies, monitoring and analyzing social media data to reach set goals, and networking
- Enjoyed being part of a company that helps high school athletes get the recognition they deserve

UNIVERSITY OF COLORADO FOUNDATION

*Student Fundraiser*

*September 2018 – January 2019*

- Worked as a student caller helping the CU Foundation raise funds for many programs and opportunities for students.
- Supported scholarships and academic programs to promote student success by engaging with the alumni community and raising over \$10,000 over the course of the semester

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### ADDITIONAL INFORMATION

- **Volunteer Work** - Volunteer services at Flatirons Golf Course, Boulder, CO - Starter/Marshall
- **Soft Skills** – Attention to detail; Time management; Adaptability; Problem-solving; Strong work ethic
- **Interests** – Golf; Golf course design; Football; Mountain biking; Classic rock

# Ross Carpenter

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## EDUCATION

**University of Colorado Boulder, Leeds School of Business**  
Master of Science in Real Estate

**August 2020-May 2021**  
GPA: 3.35

### **Relevant Coursework**

Real Estate Finance and Investment  
Corporate Finance

Real Estate Investment & Risk Management  
Real Estate Law and Practice

Real Estate Economics  
Land Use Law

### **University of Colorado Boulder**

Bachelor of Arts in Communication, Minor in Business

**August 2016-May 2020**  
GPA: 3.32

### **Semester at Sea**

**January 2019-April 2019**

- Multi Country Study abroad program which aims to give students the global understanding necessary to address the challenges of our interdependent world

## WORK EXPERIENCE

### **Cushman & Wakefield**

Industrial Capital Markets Intern

Chicago, IL  
June 2020-August 2020

- Assisted in preparation of OMs, prepared lease abstracts and tenant business overviews
- Compiled data on the holdings of various clients to create pitch books for potential investment offerings
- Developed understanding of transaction execution risks
- Participated in buyer interviews with domestic and offshore investors for both sale and joint venture transactions
- Toured an Amazon build to suit while under construction in the Chicago suburbs, participated in listing presentation

### **Koenig Alumni Center**

Student Aide

Boulder, CO  
May 2018-May 2020

- Responsible for organization and set up of events as well as communication with alumni
- Assisted program managers with completion of projects
- Dependable worker: Completed tasks in a timely, professional manner, represented the university well

### **Cushman & Wakefield**

Office Tenant Representation Intern

Chicago, IL  
June 2019-August 2019

- Researched properties via CoStar to identify potential clients to represent
- Constructed stacking plans of buildings in downtown Chicago to target tenants with lease expirations approaching
- Toured offices with brokers and tenants to see which spaces meet the needs of the tenants
- Attended meetings, conference calls, and "lunch and learns" to develop a broad understanding of the commercial real estate industry

## RELEVANT LEADERSHIP

### **Sigma Alpha Epsilon Fraternity**

Scholarship Chairman

Boulder, CO  
January 2018-December 2018

- Oversaw all scholarship initiatives and academic programs
- Implemented a program mandating underachieving students spend at least 7 hours a week at a set location to study and improve their grades

### **Glenbrook South High School**

Varsity Tennis Captain

Glenview, IL  
October 2015-May 2016

- Arranged a fundraiser to obtain tennis equipment for disadvantaged youth in Chicago
- Motivated the team throughout the season, led all activities in practice, set expectations for all players and held them accountable

## SKILLS

Argus Enterprise training January 2021, Advanced Real Estate Excel Modeling January 2021, proficient with Microsoft Office, CoStar, and RStudio.

Strong interpersonal and communication abilities.

## INTERESTS

Skiing, football, basketball, outdoor activities, wildlife, travel

**Paula Anne Chavarria**  
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## **OBJECTIVE**

Work with a leading Commercial Real Estate professional to prepare financial models for Development, Asset Management, and Acquisitions, with an emphasized interest in Hospitality, Mixed-Use, and Multifamily.

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## **EDUCATION**

**University of Colorado Boulder, Leeds School of Business MSRE Candidate** Boulder, CO  
*Master of Real Estate, Class 2021* *Expected Graduation May 2021*

**University of Colorado at Boulder, Leeds School of Business** Boulder, CO  
*Business Administration with a Management and Real Estate Concentration* *May 2018*

- *Leeds Diverse Scholar Program:* select community of diverse business students
  - *Real Estate Certificate:* Principles of Real Estate, Real Estate Law, Finance Investment Analysis
  - *Sherman Miller Real Estate Case Competition:* Team took first place
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## **EXPERIENCE**

**Cushman & Wakefield** Denver, CO  
*Assistant Property Manager* *Fall 2019 – Spring 2020*

- Oversee portfolio of industrial, office, and retail asset classes
- Prepare AR reports, review rent roll, create lease abstracts through Yardi
- Assist with preparation of annual budgets and semi-annual loan draws to present to Ownership
- Oversee the execution of capital improvement projects across assets

**Cushman & Wakefield** Denver, CO  
*Property Administrator* *Fall 2018 – 2019*

- Perform administrative functions and facilitate the completion of miscellaneous asset projects
- Create a culture throughout the building with the integration of building events and formation of tenant relationships

**San Diego Hilton Resort & Spa** San Diego, CA  
*Recreation Supervisor (Seasonal)* *Summer 2015 - 2017*

- Oversaw the Resort Recreation Team responsible for maintaining guest relations during the peak summer season
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## **LEADERSHIP**

**CU Real Estate Young Alumni Board** Denver, CO  
*Co-Chair of Events Committee* *Fall 2019 – Present*

- Organize events on behalf of the Young Alumni Board for networking and educational opportunities
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## **SKILLS**

- Microsoft Office Suite and Excel Financial Modeling – Social Media – Yardi – Events – Public Speaking – Slide Deck Preparation & Presentation – Client Communication – Argus - Fluent in Spanish

## Kyle Clinton

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**PROFESSIONAL SUMMARY:** Construction and real estate industry leader with 5+ years of experience of leading profitable projects in a range of industries. Excellent communication, relationship building and problem solving abilities paired with a superior work ethic and forward-thinking mentality.

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
*Master of Science in Real Estate* May 2021

- Member, Graduate Real Estate Association

THE OHIO STATE UNIVERSITY Columbus, OH  
*Bachelor of Arts in Strategic Communications* December 2014

- Member of the 2015 National Championship Football Team
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### PROFESSIONAL EXPERIENCE

**Construction One, Inc.** Columbus, OH  
*General contractor specializing in tenant improvements and remodels in the retail, healthcare and entertainment industries*  
**Project Manager** August 2017 – September 2020

- Led ~92% of projects to profitability by managing each phase efficiently, from accurate estimation to on-time project close-out
- Reduced expenditures by 10-15% per project by effectively negotiating vendor and service contracts to drive savings
- Initiated more than \$1 million in new business by developing strong take-off proposals for potential projects while managing 3-4 projects simultaneously
- Established and cultivated working relationships with new and existing clients
- Coached and developed Assistant Project Managers to elevate quality of work and provide career path opportunities

**Assistant Project Manager** October 2016– August 2017

- Reviewed subcontractor proposals and drawings prepared by architects to identify missing information, generate questions and align budgets
- Evaluated change order requests in response to out-of-scope work activities and developing field conditions

Urban Five Construction Denver, CO  
**Assistant Punch Out Superintendent** January 2016– September 2016

- Successfully managed punch-out team of 20 workers to improve amount of unit turnover
  - Improved turnover rate from 10 units per month to 30 units per month within first quarter on site
  - Coordinated schedules, deliveries and managed day-to-day activities of on-site subcontractors
  - Maintained strong working knowledge of all aspects related to 300+ unit multi-family project in downtown Denver
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### ADDITIONAL INFORMATION

- Received SCRUM Master Certification as a means to lead effective project teams
- Experienced in construction project management through SmartSheet and Procore
- Supports local high school athletes hone in on their specialized abilities through private lessons
- Skilled in financial modeling to identify strong real estate market opportunities
- Certified in ARGUS
- Member of the Urban Land Institute Scholar Program

## William James Cord

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

**Master of Science in Real Estate**

*May 2021*

- **Specialized Skills:** Word, Excel, Powerpoint, Filemaker-Pro Google Earth Pro, R-Studio & ARGUS
- **Relevant Courses:** Real Estate Finance & Investment Analysis, Real Estate Economics, Financial Accounting, Corporate Finance, Quantitative Methods, Real Estate Investment & Risk Management, Land Use Law, NAIOP Case Competition, & Real Estate Law
- **GPA: 3.45**

University of Colorado Boulder – Leeds School of Business

Boulder, Colorado

**Bachelor of Science with an area of emphasis in Real Estate**

*May 2020*

- Activities & Awards – Real Estate Club
- Studied at the Universitat Autònoma de Barcelona – International Business

January 2019- April 2019

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### PROFESSIONAL EXPERIENCE

Tierra Development Advisors

Newport Beach, California

**Intern**

*June 2018 – August 2018*

- Created Pro-Forma spreadsheets and rent-calculation spreadsheets to create potential revenue streams for proposed developments, showing basic knowledge of Microsoft Excel and finance
- Called local city planning and development departments to inquire about statuses of properties already being developed, showing communications skills
- Read through city and county municipal code to find zoning code/requirements, city general plan impact fees, and set-back fees to help calculate costs of development for proposed commercial developments, showing analyzation and financial skills

David August INC.

Costa Mesa, California

**Logistics Assistant**

*May 2017 – August 2017*

- Worked in shipping and receiving of garments and personal customer delivery, utilizing organizational skills
- Responsible for measuring customers clothing via 'spot check', (checking measurements like in-seam, point to point, and chest length), displaying attention to detail
- Kept track of clothing orders via File Maker Pro, and Microsoft Excel, showing organizational skills

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### ADDITIONAL INFORMATION / ACTIVITIES

**Kappa Sigma Fraternity (Gamma Tau Chapter)**

Boulder, Colorado

*Philanthropy Committee*

*December 2016 – May 2020*

- Organized philanthropic events such as sorority volleyball tournaments, showing accountability.
- Main beneficiaries of our philanthropy events were Wounded Warrior Project & Veterans Moving Forward.

**Mika Surf**

Costa Mesa, California

*Member*

*Sept. 2014 – May 2019*

- Taught underprivileged children from different parts of county to surf
- Infused Christian values during the process



# Simon Egerton

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## EDUCATION:

### University of Colorado at Boulder

Expected Graduation May 2021

*Master's in Real Estate*; Prosky Family Scholarship & MS Real Estate Awards Recipient, 2021 ULI Hines Competitor, 2021 NAIOP Competitor

### University of Colorado at Boulder

May 2020

*B.A. in Economics with an emphasis in Quantitative Finance, Minor in Leadership*

**Cumulative GPA 3.66**; Chancellors Achievement Scholarship, Walker Flanagan Scholarship

*Presidents Leadership Class*

- Involves engaging and qualitative workshops with industry leaders and professional partners, mentoring, community outreach, and global experiential opportunities

## WORK EXPERIENCE:

### Monfort Companies, Denver, CO

August 2020 – Present

*Real Estate Associate*

- Weekly review 5+ potential acquisition and redevelopment opportunities for clarity and profit potential
- Produce a comprehensive budget estimate to determine the value of the potential opportunity to the company
- Work closely with a team of professionals to best execute those deals in an efficient manner

### Real Estate Teachers Assistant, Boulder, CO

September 2018 – Present

*Real Estate Finance and Investment, Real Estate Economics*

- Work closely with the professor and 50+ students to ensure success and competency in general real estate subjects
- Grade and return exams in a timely and efficient manner, host regular office hours to facilitate student learning
- Collaborate with professors to determine appropriate questions for assignments and projects

### Yes Energy, Boulder, CO

September 2017 – May 2019, September 2019- August 2020

*Junior Analyst*

- Took the initiative to independently develop a more comprehensive mapping improvement for our products, and trained 4+ employees on the new solution which gave our customers more detail in their analysis
- Collaborated with the 6-person content operations team to ensure the quality and completeness of transmission grids, and incorporate that into energy markets
- Understand and interact with power markets and assist traders in making the most efficient decisions

### SM Energy, Denver, CO

May 2019 – August 2019

*Land Administration Intern, Division Orders*

- Released \$600,000 of funds in held in suspense due to unknown addresses, assist the company in meeting goals of becoming more accountable to landowners and shareholders
- Learned the practices and innerworkings of an upstream oil company

## LEADERSHIP AND ACTIVITIES:

### Attainable Housing Research, Boulder, CO

January 2019 – May 2020

*Researcher*

- Researched and assembled a 50-page report on attainable housing issues and responses in 7 different cities by connecting with 16 real estate professionals with varied backgrounds around the US
- Presented research to the CU Boulder International Advisory Board to receive their feedback and share hypothesis
- Had a weekly check in to ensure the project was on track and set future goals for the week going forward

### CU Venture Club, Boulder, CO

January 2017 – December 2017

*Founder/Partner*

- Founded with 2 other members to create an organization with 25 members on CU campus' that is accessible to all who are interested in the future of business by hosting and organizing presentations and discussions from or about promising and revolutionary startups'

## SKILLS AND INTERESTS:

**Technical:** Kahr Excel for Real Estate Analysis, Kahr Argus Training Class, Highly Proficient user of MS Excel, MS Word, MS PowerPoint, Moderate user of SQL and R

**Interests:** Globalization and trade, politics, cities, running, dodgeball, ultimate frisbee, volleyball, snowboarding, fly fishing

# Dylan A. Esquenazi

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## EDUCATION

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### University of Wisconsin-Madison

Madison, WI

Degree: Bachelor of Business Administration

May 2020

Major: Real Estate and Urban Land Economics

Overall GPA: 3.34/4.0

### University of Colorado-Boulder

Boulder, CO

Degree: Masters in Science

May 2021

Major: Real Estate

## PROFESSIONAL EXPERIENCE

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### Colliers International

Miami, FL

*Brokerage Intern*

June 2019 – July 2019

- Toured potential clients weekly, negotiating leases, finding adequate sights, and ensuring strong tenant relationships
- Generated tenant mix analyses in order to specify the specific uses of new tenants
- Received outstanding recognition and support from Upper Management and my fellow co-workers

### Jones Lang LaSalle (JLL)

Chicago, IL

*Retail Brokerage Intern*

May 2018 – August 2018

- Enlarged the mix of tenants represented by the retail team through cold calling, scheduled meetings, market research and client tours
- Led group of 4 other interns to generate a presentation critiquing JLL's processes and organization, promoting useful solutions
- Awarded an offer to return to the JLL team as an intern the following summer

### Virtual Reality (VR) World NYC

New York, NY

*Brand Ambassador/Marketing Intern*

June 2017-August 2017

- Strategized a market plan in which the startup would generate business through hotel concierge sales pitches
- Personally marketed the business to over 30 hotels in the New York City area, generating agreements with over 15 hotels

## LEADERSHIP AND INVOLVEMENT

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### Real Estate Club

Madison, WI

*Active Member*

September 2016 – May 2020

- Captured the internal mindset of successful Real Estate professionals through guest seminars and mentor fellowships
- Regularly networked with over 150 other graduate and undergraduate Real Estate students with future aspirations within the Real Estate industry

### Humorology

Madison, WI

*Lead Director*

October 2017 – January 2017

- Directed a group of over 100 students in a philanthropic musical show that incorporates writing, choreography, and composing
- Raised over \$25,000 as our team had earned the runner up in the competition

## INTERESTS

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- Brokerage, Retail, Real Estate Development, Spanish, South Florida Sports, Fitness, Hiking, Skiing

## Grant Evans

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<https://www.linkedin.com/in/grant-evans1>

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**PROFESSIONAL SUMMARY:** Graduated from CU Boulder with a double major in finance and real estate. Currently pursuing Master of Science in real estate from CU Boulder. Several successful and in-depth internships with established companies have provided a real-world experience with enhanced understanding of real estate and transactions. Ambitious, reliable and detail oriented.

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
***Master of Science in Real Estate*** *May 2021*

- **Specialized Skills:** ARGUS Enterprise, Excel, PowerPoint
- **Relevant Courses:** Corporate Finance, Financial Accounting, Real Estate Economics, Real Estate Finance and Investment, Land Use Law, Real Estate Technology, CUREC Advanced Excel Modeling
- **GPA: 3.82**

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
***Bachelor of Science: Business Administration, Finance and Real Estate*** *May 2020*

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### PROFESSIONAL EXPERIENCE

Pinnacle Real Estate Advisors Denver, CO  
***Intern for Calame Lewallen Brokerage Team*** *May 2019 – August 2019*

- Performed daily research on the Denver Multifamily market.
- Responsible for referring a \$1.2 million retail deal during internship which the team successfully closed.
- Completed investment analysis on multifamily, office, and retail investment properties.
- Managed team's CRM database, including prospecting for potential new clients.
- Participated in sales calls and meetings to achieve a better understanding of the sales process.

Northwestern Mutual Denver, CO  
***College Financial Representative*** *May 2018 – September 2018*

- Attained license to sell Life, Health, and Disability Insurance.
- Ran own financial advising practice as intern.
- Acquired clients through networking and prospecting.
- Met with clients and listened to their goals and needs to construct an individualized, holistic financial plan.
- Top performer for high net worth sales.

Statera Englewood, CO  
***Intern*** *May – September 2015, 2016, 2017*

- Generated potential client lists for sales team to contact.
  - Participated in management and oversight of Salesforce Software for sales team.
  - Assisted with coordination and facilitation of golf fundraiser for the Blind Institute of Technology.
  - Assisted with remodeling the company website and social media presence.
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### ADDITIONAL INFORMATION AND SKILLS

- Licensed in ARGUS Enterprise software
- Advanced Excel skills
- Strong knowledge of CoStar software program
- Networking, prospecting, and client relations
- Excellent organizational, writing, and communication skills



## OBJECTIVE

To obtain a fulltime position with a respected leader in commercial real estate that challenges my skills, previous work experience, and educational background so that I can meaningfully contribute to the company's success.

## EDUCATION

**University of Colorado  
Boulder, Leeds School of  
Business, Boulder, CO**

Class of 2021

GPA: 3.81 (Fall 2020)

MS in Real Estate

**University of Colorado  
Boulder, Leeds School of  
Business, Boulder, CO**

Class of 2020

BS - Business Administration

Double Areas of Emphasis:

- Finance
- Real Estate

## CERTIFICATIONS

- ARGUS Enterprise Certification
- Colorado Licensed Real Estate Broker – anticipated Summer 2021
- Bloomberg Market Concepts – Core Concepts, Portfolio Management, Getting Started on the Terminal

## SKILLS

- ARGUS Enterprise
- CoStar
- Excel
- Basic Spanish

## SKYLER DOUGLAS D'APUZZO

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## EXPERIENCE

**Newmark Knight Frank, Denver, CO**

**June – August 2019**

Capital Markets Summer Analyst

- Worked closely with John Jugl's team on marketing, finance, and research.
- Wrote tenant and market summaries for BOVs.
- Abstracted leases.
- Conducted market research and analysis on CoStar for comps and current projects.
- Worked though the Argus manual and became comfortable with its main components.

**Cantor Fitzgerald, New York, NY**

**June – August 2018**

Equity Research Summer Analyst

- Worked closely with MD.
- Contributed to several initiating coverage reports by creating revenue models and research reports for companies in the health care sector.
- Presented to panel of MDs, other executives, and traders.
- Attended health care industry conferences.

**White Mountain Chaga, Boulder, CO**

**June – August 2017**

Digital Marketing Specialist

- Worked with the CEO on multiple sales tasks to increase revenue.
- Launched surveys, created ITP's, conducted research, and worked on spreadsheet tasks multiple Facebooks Ads to audiences of over 50,000.
- Lead designer and photographer for a branding campaign.

**Circle Graphics, Longmont, CO**

**May, 2016**

Marketing Intern

- Responsible for spreadsheet and research tasks.
- Helped design retargeting ads using SteelHouse Software.

**Vector Marketing, Boulder, CO**

**January – May, 2016**

Sales Representative

- Completed sales training course.
- Conducted sales presentations in person and over the phone. Achieved quota.

## LEADERSHIP & ACTIVITIES

**Sigma Nu Fraternity (Gamma Kappa Chapter)**

**2016 – 2020**

Recruitment Chairman (Executive Board position)

- Responsibilities include marketing the Greek system, organizing events for over 500 attendees, conducting and managing interviews, and structuring the membership process.

**Dawson High School, Lafayette, CO**

**2013 – 2016**

- Captain, Varsity Tennis Team Member.
- JV Basketball Team Captain, and earned Mustang Award for sportsmanship and leadership.

**Humanitarian Foundation, Costa Rica**

**2015**

- Earned President's Volunteer Service Award (100 hours).
- Worked with schools teaching English and art and worked on residential construction projects in some of the poorest communities in Costa Rica.

**Colegio Internacional Europa, Seville, Spain**

**2014**

- Five-week Spanish language exchange program.

## CHARLES GRASSO

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS   Boulder, CO  
***Master of Science in Real Estate***   May 2021

- **Activities & Awards:** Leeds School of Business merit scholarship
- **Relevant Courses:** Quantitative Methods for Real Estate, Real Estate Economics, Real Estate Investment, Fixed Income Investing
- **Certifications:** Argus Enterprise Certification  
Pursuing Colorado Real Estate Brokerage License

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS   Boulder, CO  
***Bachelor of Science in Business, Finance and Real Estate***   May 2020

- **Relevant Courses:** Real Estate Finance and Investments, Real Estate Law, Derivative Securities
- **International Studies:** International Financial Management, Special Topics in Finance  
(Research paper on the real estate market in London and Brexit)

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### PROFESSIONAL EXPERIENCE

Brookside Mezzanine Partners   Stamford, CT  
*Private Investment Firm*  
***Financial Analyst Intern***   May 2019 – June 2019

- Assisted in research and data analysis to develop company valuations
- Analyzed micro and macro trends for various different markets and business sectors
- Developed in-depth due diligence question lists for upper management of potential acquisition
- Constructed and presented investment committee memos using PowerPoint
- Analyzed sell-side confidential information memorandums and quality of earnings reports

University of Colorado   Boulder, CO  
*Real Estate Finance and Investments*  
***Teaching Assistant***   August 2020 - Present

- Work one-on-one with students to help them gain a deeper understanding of the material
- Walk students through discounted cash flow analyses in Excel
- Assist professor in creating comprehensive and applicable exams

O'Neill's Surf Shop   Santa Cruz, CA  
***Sales Associate***   June 2014 – August 2016

- Presented in-depth sales pitches and product demonstrations for high-value items
- Built and maintained relationships with frequent customers and upper management

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### ADDITIONAL INFORMATION

- Strong knowledge of Microsoft Office
- Intermediate proficiency in Spanish; Seal of Biliteracy Recipient
- Strong communication skills and experience working in teams
- Volunteer with local organizations that support people with special needs and the homeless

## ROB HAMM

5622 Blue Mountain Cir. • Longmont, CO 80503 • (503) 351-7202  
rob.hamm@colorado.edu • www.linkedin.com/in/rob-hamm

### SUMMARY OF QUALIFICATIONS

- Over 10+ years of entrepreneurial experience scaling organizations through capital and partnership development
- Strong verbal and written communication skills developed as an Organizational Spokesperson
- Effective at cross-functionally multi-tasking, prioritizing critical details while managing and accomplishing project objectives
- Intellectually curious and highly skilled in market research and detailed analysis of new investment/development opportunities
- Advanced Real Estate Excel Modeling & Argus Certification - Winter 2021

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER - LEEDS SCHOOL OF BUSINESS

Boulder, CO

*Master of Science in Real Estate Candidate*

May 2021

- Urban Land Institute Etkin Johnson Student Scholar
- NAIOP Rocky Mountain Real Estate Challenge - Spring 2021
- R Studio Data Science and Analytics

FORT LEWIS COLLEGE

Durango, CO

*Bachelor of Arts, Business Administration - Finance & Religious Studies*

June 2007

- Cum Laude | Dean's List
- College Athletics - NCAA DII Football

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### PROFESSIONAL EXPERIENCE

CRU (GLOBAL CHRISTIAN OUTREACH ORGANIZATION)

Eugene, OR

*Team Leader (Area Executive Director)*

January 2010 – September 2020

- Generated, aligned and allocated financial and human resources needed to launch, build and establish new market locations
- Raised capital of up to \$200,000 annually, totaling \$1.3 million over 10 years
- Led strategy development that launched 4 new chapters in 5 years and built, directed and coached a team of 11 staff
- Presented to groups ranging from 20 to 300 and prepared monthly & quarterly reports for partners and investors
- Grew local organization, staff and students, more than 100% every three years
- Negotiated student club status, overcoming legal issues, working with VP of Equity and Inclusion at the University of Oregon
- Initiated and mobilized 20 - 30 community volunteers annually that invest \$40k and mentor students
- Recruited and chaired a local board of directors, including prominent business, community and church leaders
- Directed regional conference in San Francisco, CA, that motivated 900 attendees toward greater local and global involvement
- Strategized and executed marketing campaign, influencing 25 chapters across 4 states
- Collaborated with a team of Directors to recruit talent, create clear communication channels, manage project timeline and milestones
- Coordinated team of 15 to implement marketing strategies, innovate and design social media promotions using Adobe InDesign and Illustrator, reaching tens of thousands of followers

CAPACITY COMMERCIAL GROUP

Portland, OR

*Investment Sales Broker / Financial Analyst*

October 2008 – May 2009

- Performed financial analysis for an 8-property portfolio, valued at \$34 million, helping reposition troubled assets
- Identified, pursued and developed priority owner and investor relationships that led to 3 lease restructures and property sales
- Appraised sale and lease transactions using Argus and Excel
- Expanded Investment Sales network by building strategic relationships with institutional investors, architects, attorneys and lenders

DURANGO JOES

Durango, CO

*Retail Location Manager*

August 2007 – May 2008

- Equipped and trained staff in customer service and relationship building, leading to increased annual sales
- Increased store traffic through market analysis, effective advertising and promotion strategies
- Member of core operations team, building business and helping grow organization from 1 to 5 locations

KOGAN BUILDERS/ RUPP CONSTRUCTION

Durango, CO / Portland, OR

*Carpenter*

June 2003 – December 2009

- Completed 7 houses over 6 years with expertise in reading blueprints, cutting various construction materials and framing structures
- Managed framing and siding crews, taking projects from foundation to completed product

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### LEADERSHIP & INVOLVEMENT

- **Board of Directors** - Mentors360 (College and Young Professional Mentorship Nonprofit)
- **Executive Team** - University of Oregon Religious Directors Association
- **Memberships** – Urban Land Institute | NAIOP | CU - Graduate Real Estate Association

## COLE HEILMAN

1726 Alma Lane • Superior, CO 80027  
[cole.heilman@colorado.edu](mailto:cole.heilman@colorado.edu) • (720) 921-5044

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**PROFESSIONAL SUMMARY:** Analytical CU Boulder MSRE candidate with vast experience in corporate accounting. Highly organized, detail-oriented, and methodical. Seeking to leverage my real estate finance and investment knowledge and passion to add value as an analyst.

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
***Master of Science in Real Estate*** *May 2021*

- Relevant Courses: Quantitative Methods, MS Real Estate Finance and Investment, Real Estate Economics, Managerial Economics

- Activities & Awards: MS Real Estate Awards Scholarship

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
***Bachelor of Science in Business Administration in Accounting, Finance, & Real Estate*** *May 2020*

- Competed on a five and six-person team at the Sauder UBC International Case Competition and Bascom Group/CUREC Undergraduate Real Estate Competition (2<sup>nd</sup> Place)
  - Coursework includes: Real Estate Law, Real Estate Finance and Investment, Corporate Financial Reporting I and II, Advanced Financial Accounting, Derivative Securities
- 

### PROFESSIONAL EXPERIENCE

TRANS LEASE INC. Denver, CO  
Top 10 independent leasing company in America

***Accounting Intern – Accounts Receivable*** *May 2020 – August 2020*

- Processed all incoming lease and loan payments (~2,500 a month)
- Analyzed and forecasted financial statements in Excel for overall financial health
- Worked with collections department to collect on bad debt accounts and keep delinquency rate low
- Led project to build Excel model utilizing pivot tables to analyze company portfolio (~600M)
- Helped to create graphs/visuals of financial and portfolio performance to be used in bank presentations

TRANS LEASE INC. Denver, CO

***Accounting Intern – Accounts Receivable*** *May 2018 – January 2020*

- Recorded all journal entries for incoming payments on a day-to-day basis to ensure proper recognition
  - Performed daily bank reconciliation and shared with team members to ensure accuracy
  - Played an integral part in developing a more efficient method of processing payments with 2 other team members
  - Trained incoming full-time employee on all daily and monthly tasks and duties
  - Worked with upper-level management to prepare and validate financial statements for subsidiary company
- 

### ADDITIONAL INFORMATION

- Member of Graduate Real Estate Association
- Extensive extracurricular coursework focusing on real estate financial modeling including but not limited to: Development & acquisition modeling, equity waterfalls, Excel VBA, debt modeling, etc.
- Advanced knowledge of Microsoft Excel, PowerPoint, and Word
- Certified in Argus Enterprise
- Interests: fitness, traveling, golf, and reading



## JENNYE JARBAWI

[jeja9516@colorado.edu](mailto:jeja9516@colorado.edu) • (303) 589-8222

<https://www.linkedin.com/in/jennye-jarbawi-b78884152>

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

***Master of Science in Real Estate***

*May 2021*

- **Specialized Skills:** Excel, PowerPoint, Word, R Studio, Argus knowledge
- **Activities & Awards:** 3.6 GPA, ULI Student Scholar
- **Relevant Courses:** Real Estate Finance & Investment Analysis, Real Estate Law, Land Use Law, NAIOP Rocky Mountain Case Competition, Real Estate Economics, Argus Enterprise Course

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

***Bachelor of Science in Finance and Real Estate***

*May 2020*

- **Activities & Awards:** Dean's List, Leadership Award, Leeds Peer Mentor, International Business Trek
- **Semester at Sea Abroad Program**

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### REAL ESTATE INVOLVEMENT

MULROY NATIONAL REAL ESTATE CASE COMPETITION

Philadelphia, PA

***Semi-Finalist Team Captain***

*January 2020 – April 2020*

- Appointed and supervised team of 4 to perform competitive analysis and develop strategic development plan; assemble a proposal that would bring a high density, mixed-use development to the heart of Coral Gables, FL
- Examined market conditions including demographics, employment rates, property absorption and vacancy trends
- Analyzed income producing properties and comparisons to evaluate land acquisition price
- Generated a proforma and various financial data from beginning of construction process through stabilization to determine development returns
- Facilitated team members to design a site plan, project timeline, sensitivity analysis, proforma, and an engaging digital exhibit to present to a panel of senior executives in the semi-finals

UBC SAUDER INTERNATIONAL REAL ESTATE CASE COMPETITION

Vancouver, BC

***Team Member***

*September 2019 – December 2019*

- Selected on team to represent Leeds School of Business competing against the top undergraduate real estate programs from around the world
- Prepared a proposal for a residential tower redevelopment to enhance the master plan of the downtown Seattle waterfront
- Researched micro and macro-economic market conditions to determine demographics and absorption cycles
- Attained financials including funding options, NPV, IRR, cap rate, equity multiple, cash on cash and construction costs
- Collaborated with team members to construct a 15-minute engaging digital exhibit to present to a panel of industry judges

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### LEADERSHIP AND AWARDS

URBAN LAND INSTITUTE – ETKIN JOHNSON SCHOLARSHIP

***Student Scholar***

*October 2020 –*

*Present*

- Attend ULI Colorado events, committees, volunteer, and network with ULI members to enhance scholastic endeavors and get exposure to key Colorado real estate and land use leaders.

CU REAL ESTATE CENTER'S KIM AND GAIL KOEHN LEADERSHIP AWARD

***Recipient***

*April 2020*

- Selected as an award winner of the highest recognized undergraduate real estate student award



# MELISSA LAUREN LEE

310-740-6701

Email: [Mele9025@colorado.edu](mailto:Mele9025@colorado.edu) • [LinkedIn: Melissalaurenlee](#) •

## EXPERIENCE

### FROM 2016 – TO 2019

#### INTERN, LA URBAN HOMES

Intern for a real estate developer. Experience included:

- . Reviewed and analyzed quantitative data, investment documents, and other materials
- . Helped with aspects of housing construction, marketing, and development
- . Effectively consulted and communicated with clients
- . Assisted in underwriting new investment and development opportunities
- . Assisted with blueprints and gave input on the design of the condominiums

### SUMMER 2017

#### RECEPTIONIST, VILLAGE WORKSPACES

Receptionist for collaborative office spaces company. Experience included:

- . Organized schedules and answered phones
- . Effectively communicated with clients
- . Formed connections with clients and assisted them with anything they needed

### SUMMER 2016

#### INTERN, THE ALBRIGHT

Marketing intern. Experience included:

- . Designed a creative story to be the basis of a marketing campaign for a new restaurant

### FROM 2015 – TO 2016

#### INTERN, INSIGHT 51

Clothing company intern. Experience included:

- . Worked in many aspects of the company such as photoshop, advertising, inventory, and finance
- . Stocked and priced merchandise according to store layouts

## EDUCATION

### JUNE 2016

#### HIGHSCHOOL DIPLOMA, WILDWOOD SCHOOL

### MAY 2020

#### BACHELOR'S DEGREE, UNIVERSITY OF COLORADO, BOULDER

- . BA in Cinema Studies, emph. Film production
- . 3.7 GPA

### MAY 2021

#### MASTER'S DEGREE, UNIVERSITY OF COLORADO, BOULDER

- . MS Real Estate

# William R. McAllister

Wimc7558@colorado.edu - 678-595-1128 – 2905 N. Inca. St. Apt 3021 Denver, CO, 80202

## EDUCATION

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### University of Colorado, Leeds School of Business

**Boulder, CO**

*Master of Science in Real Estate*

*Expected Graduation in May 2021*

- **Emphasis in Real Estate**
- **Relevant Courses:** Financial Accounting, Corporate Finance, Managerial Economics, Real Estate Finance, Real Estate Economics, Real Estate Land Use Law, Real Estate Investment, Quantitative Methods, Special Topics in Real Estate

### University of Colorado, Leeds School of Business

**Boulder, CO**

*Bachelor of Science in Business Administration*

*May 2020*

- **Emphasis in Real Estate**
- **Relevant Courses:** The World of Business, Accounting, Finance, Statistics, Real Estate Technology, Real Estate Law, Professional Selling, Excel Analysis

## EXPERIENCE

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### Alliance Residential Company

**Denver, CO**

*Sales Associate Intern*

*May 2019-August 2019*

- Worked as a Leasing agent at The Station at Riverfront Park and Highlands 32 apartment buildings
- Sales intern for the #4 largest property management company in the United States
- Conducted effective tours of the community for prospective residents and ensured a positive and high quality living experience for residents
- Conducted CRM daily to ensure an effective pipeline of potential clients
- Studied the Denver Real Estate market to properly adjust rent prices to availability of apartments
- Gained effective sales experience through signing leases to potential residents, and managing their tenure at our facilities

### Delta Gamma Sorority

**Boulder, CO**

*Hasher*

*August 2017-March 2020*

- Assisted in setting up philanthropies at event centers to raise money for Fire Departments, Military Heroes campaign, and Humane Societies
- Helped the sorority chef prepare meals for philanthropies

### New Lucky China Restaurant

**Roswell, GA**

*Server*

*December 2014-May 2016*

- Traveled with the catering team to sporting events, school events, and food truck events within our county to market the restaurant to new customers
- Assisted the manager in setting schedules for employees, and trained new employees for the server position upon hiring

## LEADERSHIP

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### Kappa Sigma Fraternity

**Boulder, CO**

*Brotherhood Development Director*

*November 2017-November 2018*

- Organize and coordinate activities and events for our chapter's brothers
- Events include ski trips, basketball tournaments, volleyball tournaments, etc.
- Coordinating these events for brothers to come together helps establish meaningful connections that will last into adulthood

### Mt. Bethel Methodist Church

**Roswell, GA**

*Volunteer*

*January 2011-May 2016*

- Performed over 200 hours of community service painting orphanages, building homes, and serving food to the homeless
- Participated in service trips to Miami (2014) and Nicaragua (2015) building homes for underprivileged communities
- Coordinated Sunday school classes for grades Kindergarten-2<sup>nd</sup> grade

## SKILLS

- 
- Microsoft Word
  - Microsoft PowerPoint
  - Microsoft Excel
  - Public speaking
  - Professional sales experience

# Myles R. McGinnis

6736 Osage Street, Denver, CO 80221  
[MylesMcGinnis@gmail.com](mailto:MylesMcGinnis@gmail.com) (720) 838-6697  
<https://www.linkedin.com/in/mylesmcginnis/>

## EDUCATION

**UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS** Boulder, CO  
Master of Science in Real Estate May 2021 • Specialized Skills: Argus, R Programming

**THE COLLEGE OF WOOSTER**, Wooster, OH

Bachelor of Arts, May 2012

Major: Sociology

Semester Abroad Fall 2010 - Dublin, Ireland at the University College Dublin

## PROFESSIONAL EXPERIENCE

**Your Castle Real Estate** (1099 Independent Contractor), Denver, CO

*Your Castle Real Estate is Colorado's largest private real estate brokerage firm.*

Real Estate Agent

July 2020 - Present

- ☐ Assist buyers and sellers in the procurement/disposition of personal and investment real estate
- ☐ Use relationship building skills to grow client base
- ☐ Maintain expert knowledge of real estate market and trends
- ☐ Develop marketing materials such as vlogs, articles, and email campaigns

**Touchstone Business Advisors** (1099 Independent Contractor) Denver, CO

*Touchstone Business Advisors specializes in assisting small and medium-sized business owners to develop and realize the full value of their business through positioning their business for growth, merger/acquisition or sale.*

Business Broker

November 2019 - July 2020

- ☐ Business Broker Serving Small Business Owners, Buyers and Sellers
- ☐ In-house commercial real-estate advisor
- ☐ Specializing in businesses valued sub-five million dollars

**Brookfield Residential Properties** Centennial, CO

*Brookfield Residential Properties Inc. is a North American land developer and homebuilder, active in ten principal markets with over 100,000 lots controlled nationwide.*

Community Sales Manager

January 2018 - August 2019

- ☐ Responsible for sales of dirt lot through completion of home closing
- ☐ Prospected, developed, and maintained relationships with homebuyers throughout each step of the homebuying process
- ☐ Provided transparency, respect and consistent communication with internal and external stakeholders
- ☐ Navigated fast paced, ever-changing environment and priorities
- ☐ Maintained expert knowledge of product and process
- ☐ Interfaced with construction team to understand status of current builds to provide accurate information about completion timelines

Customer Care Specialist, Remediation

August 2017 - January 2018

- ☐ Prospected by Brookfield for this project based on expertise of the construction industry and Brookfield homes
- ☐ Sole project manager for the remediation of 57 homes at various stages of construction affected by TJI Joist flak jacket defect
- ☐ Scheduled, organized, and directed remediation from initial inspection to completion
- ☐ Coordinated communication between internal Brookfield teams and contractors with an eye for efficiency
- ☐ Completed project 3 months ahead of schedule and under budget
- ☐ Maintained high level of customer satisfaction throughout the project

**Live Urban Real Estate, Inc.** Denver, CO

*Live Urban is a small boutique real estate brokerage firm located in the Highlands neighborhood.*

Real Estate Agent

January 2017 - August 2017

- ☐ Helped buyers, sellers, and renters find the homes of their dreams
- ☐ Used relationship building skills to grow clients
- ☐ Maintained expert knowledge of real estate market and trends
- ☐ Developed marketing materials such as vlogs, articles, and email campaigns

**Brookfield Residential Properties** Centennial, CO

New Homebuyer Concierge

March 2015 - January 2017

- ☐ Acted as the Customer Care Team Lead
- ☐ Assisted new home buyers with all questions and concerns during their first year in their new home
- ☐ Provided prompt and professional attention through communication and in-person interactions
- ☐ Developed and maintained detailed knowledge of Brookfield communities, products, and surrounding neighborhoods
- ☐ Go-to team member for most difficult situations including mismanagement by builders and contractors as well as misunderstandings of new home buyers
- ☐ Provided clear and direct communication with internal and external stakeholders to achieve efficient completion of warranty items

Customer Care Representative

September 2014 - March 2015

- ☐ Responsible for ensuring all warranty issues were satisfied through prompt, courteous and efficient service
- ☐ Maintained rapport with customers at all times
- ☐ Worked to resolve difficult claims with homeowners while representing Brookfield in a professional and friendly manner.

Land Project Manager

September 2013 - September 2014

- ☐ Responsible for managing construction, purchasing, cost control, scheduling, and quality control operations
- ☐ Followed established schedules and budgets for Barefoot Lakes and Brighton Crossing communities

**Marcus and Millichap Inc.** Denver, CO

*Marcus & Millichap is a leading firm specializing in commercial real estate investment sales, financing, research and advisory services, with offices across the United States and Canada.*

Broker Associate

September 2012 - September 2013

- ☐ Assisted with the analysis, marketing, and closing of over \$60 million of commercial real estate in Colorado
- ☐ Specialized in multi-tenant retail

**ACTIVITIES**

- ☐ Licensed Colorado Real Estate Broker FA.100043076
- ☐ Member of the Denver Active 20-30 Children's Foundation Non-Profit
  - ☐ Received the honor of "Rookie of the Year" for 2018
  - ☐ Personally raised over \$35k for youth charities in 2018/2019
  - ☐ Managed "Christmas for Kids" appreciation event in 2018
  - ☐ Chair of Christmas for Kids 2019 with a record of over \$275k raised
- ☐ Colorado Academy Alumni Board Member 2018 - Present
- ☐ 4 year varsity letter winner in lacrosse at The College of Wooster

**REFERENCES UPON REQUEST**

## **SUMMARY**

A real estate professional that is adept at building working relationships with landlords, tenants, developers, brokers, and investors. Ability to research and recognize market trends to create and deliver sound investment strategies while mitigating risk. Highly proficient in analyzing investment opportunities using ARGUS Enterprise, DCF modeling in Excel, and Costar.

## **EXPERIENCE**

**Legend Partners, Denver, CO** November 2018 – February 2020  
*Transaction Manager*

- Assisted in facilitating over \$50 million in total lease and sale consideration through working with brokers to assess prospective tenants and executing numerous tenant contacts
- Developed a comprehensive understanding of real estate contracts through facilitating new tenant representation business, and assisting new clients in site selection, lease negotiation, and execution
- Conducted on and off market site searches for tenants, coordinated with listing brokers, and prepared professional tours for national retail tenants
- Utilized GIS mapping systems as well as the Secretary of State webpage to identify owner contact information for specific properties to source new business opportunities

**Blue Spruce Holdings, Denver, CO** March 2018 – August 2018  
*Real Estate Acquisitions Intern*

- Analyzed potential multi-family properties for acquisition in key markets by providing financial underwriting, conceptual consideration, and local market research
- Presented potential investment opportunities in target markets considering financial, legal, and logistical components

**CU Real Estate Case Competition, University of Colorado at Boulder** December 2017  
*Competitor*

- Awarded 1st place in a team of six participants in a real estate case competition hosted by CU
- Analyzed and publicly presented recommendations for a potential purchase of a value-add retail center to a panel of industry experts
- Provided recommendations based upon comparable cap rates, max purchase price, NPV, and IRR for a seven-year holding period

**Mollenkopf Property Management, Boulder, CO** April 2017 - March 2018  
*Real Estate Intern*

- Helped manage 13 different condominium HOA's by monitoring each property on a weekly basis
- Managed third party services including cleaning, HVAC, plumbing, electrical, landscaping, specialty vendors and contracts
- Recommended and guided deployment of improved digital filing system to optimize management

## **EDUCATION**

**UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS** May 2021  
*Master of Science in Real Estate*

**UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS** May 2018  
*Bachelor of Science in Business Administration*  
*Dual emphasis in Finance and Real Estate*

**State of Colorado, Real Estate License** 2019

## **LEADERSHIP**

**Food for Thought, Volunteer, Denver, CO**  
**Adopt-A-Family, Volunteer, Denver, CO**

## **CLUBS AND ACTIVITIES**

- ULI Etkin Johnson Student Scholars Program
- NAIOP Member
- CU Real Estate Club Member

## CHRIS MISSROON

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linkedin.com/in/chris-missroon-31a70730

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
*Master of Science in Real Estate* May 2021

SOUTHERN ILLINOIS UNIVERSITY Edwardsville, IL  
*Bachelor of Science in Business Economics and Finance* May 2011

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### PROFESSIONAL EXPERIENCE

PRECISION ARCHITECTURAL AS-BUILT SERVICES INC. Denver, CO

*Acting President* February 2016 – August 2020

- Directed all aspects of a \$1.9 million revenue professional service business.
- Developed a sustainable growth strategy that resulted in 414% growth in revenue by adding 27 new clients during my tenure in senior management.
- Successfully implemented a remote web-based office environment and created a culture in which our employees can thrive remotely, ultimately leading to an increase in production and cost savings.
- Restructured employment contracts to reduce operating costs by 25%.
- Implemented new technology that will reduce operating costs by 8-10%.

*Senior Vice President* May 2013 – February 2016

- Established short- and long-term financial goals and plans.
- Managed service operations and supervised all department managers.
- Developed marketing strategies and budgets and led their implementations.
- Created all competitive project bids for services rendered across North America.

*Vice President - Operations* May 2011 – May 2013

- Planned and implemented company relocation to Denver, CO.
- Restructured workforce of 28 employees and contractors to 16 employees.
- Identified and implemented process improvements to improve operational effectiveness and delivery of higher quality projects to clients.
- Managed all client relationships and performed all new client site visits to define product deliverables.

*Project Manager* May 2006 – May 2011

- Managed the quality of the product for the company's largest clients.
- Responsible for interviewing, hiring, and training new team members.
- Effectively led and motivated teams and mentored those below me resulting in low employee turnover.

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### ADDITIONAL INFORMATION

- Proven leader with a track record of growth, cost control and employee satisfaction who has effective planning and communication skills.
- Renovated three single family properties yielding pre-tax gains exceeding 30% and actively managed one as a rental prior to disposition.
- Proficient with AutoCAD, Scene, point cloud generation, Argus, Microsoft Office Suite, Quicken, QuickBooks and Rstudio.
- Enjoy time outside of work with family, fly fishing, mountain biking, golfing, alpine and cross-country skiing, snowboarding, rock climbing, and traveling and experiencing foreign cultures.
- Graduate Real Estate Association Executive – MS Liaison

# NICOLAS MOTTA

925.822.2877 | nicolas.motta@colorado.edu

## EDUCATION

### The University of Colorado Boulder, Leeds School of Business

May 2021

*M.S. in Real Estate*

- Relevant Coursework: Real Estate Finance and Investments, Quantitative Methods of Real Estate, Real Estate Economics

### The University of Colorado Boulder, Leeds School of Business

May 2020

*B.S. in Business Administration with dual emphases in Real Estate and Marketing*

- Extracurriculars: Real Estate Case Competition and Pi Kappa Phi Fraternity
- Studied abroad in Prague (Spring 2019)

## WORK EXPERIENCE

### Matthews Real Estate Investment Services

June 2020 to August 2020

*Intern*

*Walnut Creek, CA*

- Prospected the market for potential clients and able buyers looking to add assets to their portfolios
- Assisted the agents with property valuations by analyzing recent sales comparables from CoStar and LoopNet
- Assisted the agents with underwriting 1031 Exchanges
- Helped manage the 400,000+ contact database through property research

### The Bernardi Group of Coldwell Banker

January 2020 to April 2020

*Business Development Associate*

*Boulder, CO*

- Prospected the market for warm and cold leads for agents through calls, market research, and referrals from past clients leading to the establishment of appointments
- Organized new properties by posting listings on various websites, managed properties by setting them up for showings
- Maintained oncoming communication with brokers and all levels of management, including assisting them with their day to day operations and timely return of phone calls and emails

### VidSig

June 2019 to August 2019

*Summer Sales Analyst*

*Alamo, CA*

- Conducted sales analysis and sourcing for a media platform that connects customers with celebrities for private video discussions; sourced and developed new celebrity contacts
- Built and designed marketing deliverables including flyers, presentations, and videos

## LEADERSHIP AND ACTIVITIES

### University of Colorado Real Estate Case Competition

September 2019 to November 2019

*Team Member*

*Boulder, CO*

- Represented Leeds School of Business at the UBC Sauder International Real Estate Case Competition and competed against the top undergraduate academic real estate programs from around the world
- Placed second in the CU Boulder undergraduate internal case competition
- Worked through real-life, real estate specific problems and presented findings in front of a panel of industry judges
- Perfected presentation skills while utilizing and expanding knowledge of real estate
- Provided micro/macroeconomics, tenant analysis, and finances for various real estate properties

### Real Estate Club

January 2020 to Present

*Member*

*Boulder, CO*

- Attended bi-weekly meetings to gain insight and exposure of the real estate industry through by professionals coming and speaking about their experiences at their respective firms

### Pi Kappa Phi, Eta Gamma Chapter

January 2018 to December 2018

*Head of Events*

*Boulder, CO*

- Selected by the serving President to lead all social and philanthropic events on behalf of a 170-person chapter
- Managed a \$35,000 annual budget; collaborated with professional production enterprises, parents, and alumni
- Developed inaugural philanthropy program aimed at serving local teens with mental disabilities

### Varsity Rugby and Football

August 2012 to December 2015

*Team Captain*

*Boulder, CO*

- Led rugby team to back-to-back Northern California Championships as well as back-to-back national championships
- Made the men's rugby Bay Area all-star team senior year
- Awarded All-League Honors and Team's Defensive Player of the Year senior football season

## SKILLS AND INTERESTS

- **Skills:** Advanced in ARGUS, Excel, and R Studio; Experience in Underwriting
- **Interests:** Biking, Bay Area Sports, Boating, and Skiing

**Trevor Pope**  
750 29<sup>th</sup> St apt #833 • Boulder, CO 80303  
[Trevor.Pope@Colorado.edu](mailto:Trevor.Pope@Colorado.edu) • (608) 208-3747

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## EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
*Master of Science in Real Estate* May 2021

- **Specialized Skills:** MS Office Suite, Risk Investment Analysis, Client Relations, Argus Software, Customer Engagement, RStudio
- **Honors:** Awarded MS Finance Award Scholarship
- **Relevant Courses:** MS Real Estate Finance and Investment, Real Estate Law, Real Estate Technology, Quantitative Methods, Real Estate Investment Analysis

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOLS OF BUSINESS Boulder, CO  
*Bachelor of Science in Business Administration with Dual Emphasis in Finance & Real Estate* May 2020

- **Honors:** CU Dean's List: Spring 2017. Leeds School of Business Dean's List: Spring 2018. Awarded CU Chancellor's Achievement Scholarship
- **Relevant Courses:** Corporate Financial Reporting, Corporate Finance, Investment & Portfolio Management, Cost Management, Derivative Securities, Real Estate Finance & Investment Analysis, Real Estate Economics, Real Estate Development
- **Clubs:** Real Estate Club, Investment and Trading Club, CU Capital Markets Club

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## PROFESSIONAL EXPERIENCE

Wintrust Financial Madison, WI  
*Loan Assistant Intern* June 2017-August 2018

- Reviewed and analyzed client financial documents and applications to determine creditworthiness
- Consulted with clients throughout the lending process on issues including clarifying timelines and paperwork requirements
- Assisted with reports and audits in evaluation of loan operation performance
- Recruited hundreds of repeat clients by reviewing files and conducting outreach to former clients
- Handled project documentation and organized compliance audit files

Pick N Save Grocery Store Stoughton, WI  
*Produce Department* May 2016 – August 2016

- Created orders for the produce department and maintained inventories at optimal levels by anticipating customer demand
- Organized inventory and performed breakdowns of produce

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## VOLUNTEER EXPERIENCE

Camp Barnabas Purdy, MO  
*Camp Counselor* Summer 2012-Summer 2018

- Served two-four weeks each summer as a 1-1 camp counselor to young adult campers with intellectual disabilities such as Down Syndrome and Autism.

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## ADDITIONAL INFORMATION

- Guatemala Mission Trip (Summer 2016): Served two weeks in Guatemala assisting in development of a new school, while leading activities for area youth of Guatemala City
- Salvation Army Youth Camp (Madison, WI: Summer 2015): Served at day camp for underprivileged youth. Conducted educational activities and fostered community engagement
- *Interests:* Snow skiing, water skiing, travel, live music, Netflix's *Black Mirror*



**Zachary Rosswork**  
zaro8976@colorado.edu  
303-929-8424

## EDUCATION

**University of Colorado Boulder – Leeds School of Business**  
Master of Science in Real Estate

May 2021

**University of Colorado Boulder – Leeds School of Business**

May 2020

Bachelor of Science in Business Administration with an emphasis in Finance, Certificate of Global Business

## EXPERIENCE

**Boulder Dushanbe Tea House, Boulder, CO**

*Server*

June 2019 – Present

- Maintained a section of tables in the restaurant
- Gained knowledge of 95 types of tea and an international menu of food
- Worked as a leader in the restaurant, ensuring that customers have a positive dining experience and that food and drinks were served in a timely manner

**The Woodcellar, Evergreen, CO**

*Server*

December 2014 – August 2017

- Maintained a section of tables in the restaurant
- Took orders, refilled drinks, and provided the best customer service to my abilities

## LEADERSHIP & ACTIVITIES

**Theta Xi Alpha Eta Ritual Chairmen, Boulder, CO**

August 2017 – January 2018

- Active member of the Alpha Eta chapter of the Theta Xi fraternity
- Organized and ran weekly ritual chapter meetings of my fraternity

**Winter Park Competition Center, Winter Park, CO**

November 2010 – May 2016

*Athlete – Freestyle Skiing*

- Member of Winter Park Freestyle Mogul Team
- Dedicated 20 hours per week in ski season to on-snow training (skiing moguls, jumps, etc.)
- Dedicated 10 hours per week in off season to off-snow workouts and jump practice sessions
- Competed in Junior Nationals Winter of 2016

## SKILLS

- Strong knowledge of Microsoft Word, Excel and PowerPoint
- ARGUS Enterprise Experience
- Experienced using social media platforms including Facebook, Twitter and Instagram
- Basic proficiency in Spanish
- Strong people and customer service skills acquired through my time in the restaurant industry

# THOMAS SALKELD

Denver, CO

salkeld17@gmail.com

(540) 447-6666

Willing to relocate: Anywhere

Authorized to work in the US for any employer



## WORK EXPERIENCE

### Commercial Property Manager

**Prologis** - Denver, CO

May 2017 to July 2019

- Collect rental income, recoverable operating expenses, and amortized capital expenditures from over 80 customers
- Main approver and coordinator for all service, maintenance, repairs, and capital expenditures for over 4.1 million sq. ft. of commercial and industrial real estate
- Prepare, adjust, and oversee annual operating budgets for 32 single and multi-tenant properties
- Provide excellent customer service with 24/7 availability and quick response time for any and all emergencies or imperative matters
- Coordinate with Marketing, Asset Management, Capital Deployment teams, Regional Managers and Market Officers to maintain occupancy and property appearance standards to achieve budgeted NOI
- Extensive use of Yardi Core Voyager, Yardi Advanced Budgeting, GIS, PeopleSoft, Serengeti Tracker, and Workday software

### Commercial Property Manager

**Prologis, Inc** - Dallas, TX

June 2015 to May 2017

### Military Police Officer, Instructor

**98th Training Division, U.S Army Reserves** - Culpeper, VA

December 2011 to December 2014

### Manager in Training

**Camden Property Trust** - Charlotte, NC

May 2014 to August 2014

### Cavalry Scout, Team Leader

**10th Mountain Division, U.S. Army** - Fort Drum, NY

July 2008 to December 2011

### Courtesy Patrol

**Wintergreen Ski Resort** - Wintergreen, VA

November 2003 to April 2008



## EDUCATION

### **Master of Science in Real Estate**

University of Colorado at Boulder – Boulder, CO

2021

### **Bachelor of Science in Real Estate, Housing, Resource, and Property Management**

Virginia Tech - Blacksburg, VA

2015



## SKILLS

- Microsoft Office (10+ years)
- Real Estate (4 years)
- Construction (8 years)
- Development (4 years)
- Customer Service (10+ years)
- Budgeting (5 years)
- Property Management (5 years)
- Project Management (5 years)
- Peoplesoft (4 years)
- Yardi (4 years)
- People Management (8 years)
- Accounting (6 years)
- Marketing (5 years)
- Accounts Payable (4 years)



## MILITARY SERVICE

### **Branch: Army**

Service Country: United States

Rank: SGT

July 2008 to December 2014

# JONATHAN TSCHETTER JR

Jonathan.TschetterJr@gmail.com • 970-631-7408

## ACADEMIC BACKGROUND

### UNIVERSITY OF COLORADO BOULDER: LEEDS SCHOOL OF BUSINESS

#### Master's of Science in Real Estate

*Anticipated Graduation- May 2021*

- Goal of obtaining an understanding of real estate management, finance, economics, and development
- Coursework includes: Corporate Accounting, Corporate Finance, Corporate Economics, Real Estate Finance, Real Estate Economics, Quantitative Methods, Land Use Law, Real Estate Law, Real Estate Risk and Investment, Real Estate Case Studies, and Real Estate Tech
- Projects include, but are not limited to: Quantitative Methods Charlotte Analysis, Real Estate Finance Commercial Case Studies, and Real Estate Case Studies Commercial Case Studies (All Utilize Excel, Argus, or R-Studio)

#### Bachelor's of Science in Business with an Emphasis in Real Estate and Finance

*August 2016-May 2020*

- Led collaborative group projects for both Real Estate and Finance Capstones (A in both courses)
- Furthered my education through an international semester at the Autonomous University of Barcelona (Spring 2019) studying international business

## RELEVANT EXPERIENCE

#### Business Administration and Financial Manager

Jennifer Tschetter Consulting, LLC Fort Collins, CO

July 2020-Present

- Managed, operated and oversaw all business and financial logistics to ensure a successful launch of the business during COVID-19
- Oversees the day-to-day financial aspects of the business and has successfully helped the business raise \$50k in direct revenue in the first two quarters
- Coordinates and assists with scheduling and planning meetings to further the mission of the business
- Promotes quality assurance of both services and products delivered to clients through general business operations

#### Commercial Real Estate Intern

Palmer Properties Fort Collins, CO

May 2018-August 2018

- Led and educated employees, including company president, in understanding and utilizing new software (MRI) for properties
- Applied coursework skills (CU Boulder Base Program) to assist the company in transitioning to paperless billing
- Coordinated day-to-day processes and financial management of 100+ real estate properties
- Worked with leasing and property management software MRI to help manage both internal and external properties

#### Data Intern

Ireland Stapleton Pryor & Pascoe PC Denver, CO

May 2017-August 2017

- Streamlined current office systems of documentation to maximize efficiency of work systems
- Worked with countless public entities (I.E. State Offices) to file and execute legal proceedings
- Executed extensive law filing in order to support attorney and client needs
- Boosted team morale and stepped in for others when they were out of office
- Trained new vendors during employee transition

## SKILLS & ABILITIES

- Cross-Cultural Experience and Knowledge
- Project Management
- Excel
- Google & Microsoft Suites
- Strong Interpersonal Skills (Myers Briggs & Gallop Strengths Finders)
- R Studio
- Quickbooks
- Argus Enterprise
- Conversational Spanish
- Financial Analysis

## OTHER EXPERIENCE

#### Childcare Provider

Jennifer & Christopher Campbell. Boulder, CO// August 2017-Present

#### Camp Staff

Ionian Village, Glyfa Beach, Greece// June 2019-August 2019

#### Camp Staff

Camp Emmanuel, Manzano, NM// Summer 2017, 2018

# Peter Yoder

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[www.linkedin.com/in/peteyoder](http://www.linkedin.com/in/peteyoder)

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**PROFESSIONAL SUMMARY:** 2021 MS Real Estate candidate at the Leeds School of Business seeking a position within a multifamily development and investment firm.

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## EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO  
*Master of Science in Real Estate* May 2021

UNIVERSITY OF RICHMOND, SCHOOL OF ARTS & SCIENCES Richmond, VA  
*Bachelor of Arts in Philosophy, Politics, Economics, & Law* May 2017

- Three-year starter on varsity football team
- Studied in Sevilla, Spain in Summer 2015

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## PROFESSIONAL EXPERIENCE

FIRSTBANK Denver, CO  
*Credit Risk Analyst* May 2019-February 2020

- Served on a team of five analysts responsible for conducting loan analysis and financial underwriting on all commercial loan requests greater than \$250,000 throughout the company's trade areas in CO, CA, & AZ.
- Authored high-quality credit narratives summarizing the financial performance of businesses while identifying risks and describing steps to mitigate those risks.
- Responsibilities included full time monitoring of the bank's large business loan portfolio including covenant testing, adjustments of loan availability through borrowing base calculations, and continual cash flow modeling of non-performing borrowers.

BENCHMARK BANK Dallas, TX  
*Credit Analyst* June 2017-April 2019

- Responsible for underwriting all commercial loan requests flowing through the bank's Park Cities market, primarily consisting of commercial real estate, operating lines of credit, acquisition/buyout loans, and equipment loans.
- Financial analysis including in-depth research into cash flow/debt-service forecasting, as well as leverage maintenance and sustainability.
- Finalization of legal documentation, managing loan closings, reconciling settlement statements, and handling credit as well as collateral exception issues.

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## ADDITIONAL INFORMATION

- Proficient in Spanish.
- Proficient in Excel, Argus, RStudio, and SQL.
- Hobbies include road biking, skiing, live music, listening to podcasts, reading blogs, and stock investing.

## John M. Zeiser

396 Cottonwood Drive • Evergreen, CO 80439

[John.Zeiser@colorado.edu](mailto:John.Zeiser@colorado.edu) • (949) 923-0204

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**PROFESSIONAL SUMMARY:** Motivated, creative leader and MSRE Candidate with over 15 years of experience in various fields from outside sales, real estate finance and customer service. Detail oriented and collaborative with experience adapting to new and everchanging environments.

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### EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

*Master of Science in Real Estate*

May 2021

- **Specialized Skills:** ARGUS, Excel
- **Relevant Courses:** NAIOP Case Competition, RE Finance, RE Economics (Macro/Micro)

UNIVERSITY OF REDLANDS

Redlands, CA

*Bachelor of Arts in Government*

May 2005

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McKee and Company

Newport Beach, CA

*Warehouse Manager*

Aug. 2017 – Mar. 2020

- Achieved operational excellence for a high-end retail and interior design studio by instituting new systems to streamline furniture management, storage and delivery
- Attained improved customer service experience through collaboration with company founder and team by reducing response time on deliveries and service requests

Enterprise Rent-A-Car

La Puente, CA

*Assistant Manager*

Dec. 2014 – Aug. 2017

- Achieved seven sales awards and a promotion to assistant manager within first year in renowned sales and management program by persistent and diligent pursuit of sales goals
- Attained further success organizing and expanding the Truck Rental Division by establishing deeper relationships with customers and initiating new business
- Successfully led a team during significant managerial flux, leading to increased revenue and employee retention by creating stability and sales momentum

Summit Funding

Irvine, CA

*Loan Partner*

Nov. 2013 – Dec. 2014

- Accomplished increased loan closings through sales marketing efforts by continuous and effective cold calling initiatives

Eco-Pan

Los Angeles/Orange/Ventura Co., CA

*Outside Sales Representative*

Nov. 2012 – Nov. 2013

- Attained deeper market penetration, surpassing the company's previous sales figures, by increasing sales calls and diligent follow up

Trader Joe's

Huntington Beach, CA

*Crew Member*

May 2011 – Nov. 2012

- Excelled in creating an enhanced customer experience through management training program by collaborating with team members and providing exceptional customer service

Pacific Advisors

Orange County, CA

*Financial Representative*

Mar. 2009 – Jan. 2011

- Achieved increased brand awareness in market as measured by Pacific Advisors by engaging in extensive cold calling initiatives

United States Marine Corps  
***Captain – Artillery Officer***

Camp Lejeune, NC  
*June 2005 – Feb. 2009*

- Accomplished two successful combat deployments to Iraq, as affirmed by senior officers, by providing extreme ownership throughout in my leadership responsibilities
- Achieved strong group camaraderie, as confirmed by management, by thorough and continuous encouragement of cross-team collaboration, self-care and by developing strong relationships across divisions

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#### **ADDITIONAL INFORMATION**

- Extensive leadership and management experience with an ability to take initiative, maintain positive leadership and balance multiple responsibilities
- Gifting in hospitality with an ability to make authentic connections with clients and co-workers