

# Joseph Anfuso

3480 Mission Mesa Way, San Diego, CA 92120

Home: (619) 583-4867 Cell: (619) 823-7841

Email: janfuso@hotmail.com

## Career Objective

Motivated, results-oriented professional seeking an opportunity to utilize real estate finance background to support the strategic objectives of a growing organization.

## Professional Experience

### Fairfield Properties L.P.

#### Financial Analyst

San Diego, CA

Mar 2008-Present

- Prepared bi-annual investor portfolio review by performing a market analysis which outlined effective rent growth and occupancy history for 11 major U.S. markets
- Support property management team by performing critical analysis on 50,000 unit apartment portfolio
- Prepare and distribute monthly budget and cash flow reports

### Medina Investment & Development

#### Financial Consultant

San Diego, CA

Dec 2007-Feb 2008

- Originated an institutional quality investment package to secure acquisition and development financing for 8 unit row home community in Bankers Hill, San Diego
- Package included executive summary, full project cash flow/budget, and detailed market analysis

### Capstone Advisors

#### Analyst

San Diego, CA

Jun 2005-Aug 2007

- Responsible for managing a portfolio consisting of 11 residential and land entitlement projects with a market value of approximately \$600M
- Execute proforma analysis to properly value a single investment, or an entire portfolio, at a given point in time
- Work closely with developers to keep abreast of issues related to projects and maintain superior investor to developer relations for future investment opportunities
- Closely monitor equity contributions and distributions and coordinate debt placement for projects
- Oversee reporting function to ensure that monthly reporting is provided to institutional investors in an accurate and timely manner
- Prepare and present investment analyses to inform institutional investors of their current investment position

### Lowe Enterprises Residential Advisors

#### Intern

San Diego, CA

Jun 2004-Aug 2004

- Trained and functioned as a financial analyst for a \$500M real estate pension fund advisor
- Participated in feasibility analysis and financial review of proposed real estate investments
- Performed market research, created project cash flows, and asset management of current investment portfolio

### Shea Homes Limited Partnership

#### A/P Intern

San Diego, CA

Jun 2003-Aug 2003

- Performed all A/P administrative functions including data entry and filing
- Supported accounts payable representatives in the performance of their daily responsibilities

## Education & Honors

### University of San Diego

Master of Science in Real Estate

San Diego, CA

Exp Graduation Jul 2010

### Northern Arizona University

Bachelor of Science in Business Administration - Finance

Flagstaff, AZ

May 2005

- NAU Foundation Academic Scholarship maintained all four years
- Deans List Honors

## Specialized Skills

Highly proficient with Microsoft Office suite including Word/ Excel/PowerPoint; Builder Info Tools 1.6, LandTracker, JD Edwards, and Yardi

# Robert Brittingham

## Experience

2007-present                      Brittingham Financial Group                      San Diego, Ca  
**Broker/Owner**

- Set up strategic alliances
- Created marketing tools via internet, direct mail, telemarketing

2004-2006                      Home Loan Consultants                      San Diego, Ca  
**Loan Officer**

- Procured and closed prospects through cold calls/internet leads
- Developed various Marketing/Networking strategies
- Consistent top earner

2003                      Skycom                      San Diego, Ca  
**Sales Team Manager**

- Drove team to reach record sales in San Diego
- Organized meetings, relayed information, resolved problems
- Recruited, Interviewed, and hired new employees

2002                      Skycom                      San Diego, Ca  
**Outside Sales Representative**

- Established over 120 new accounts monthly
- Listed in top ten salesmen in nation list (multiple listings)

2001                      North American Home Health                      San Diego, Ca  
**Assistant Account Executive**

- Verified insurance viability
- Processed billings and payments
- Maintained customer database using Microsoft access.

## Education

1998-2002                      University of San Diego                      San Diego, Ca

- B.A., Business Administration, minors in Spanish and Philosophy.
- Graduated *cum laude*.

## Qualifications/Associations

CA Real Estate Brokers license, CA Insurance License, Memberships: San Diego Creative Investors association, MBREA, PLOBRA, Realtor

## Skills

Microsoft Word, Excel, Calyx Point, PowerPoint, Internet, HTML, java

Language Fluencies: English, Spanish, French, German, Italian

# Benjamin E. Brosseau

314 West Laurel Street San  
Diego, CA 92101  
858-220-2975  
benbrosseau@hotmail.com

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- Work Experience:**
- Development Manager, JPI MULTIFAMILY INVESTMENTS, CARLSBAD, CA, Mar '07 -Present**
- Regional head of land acquisition for Los Angeles and Ventura counties, responsible for acquiring \$54M land valued at \$151M of total production and creating \$12M joint-venture for billboard signage in Hollywood, CA (project list available upon request)
  - Uses strong familiarity with geographic territory to quickly complete preliminary review of new deals in order to effectively source potential investment opportunities that yield the highest risk-adjusted returns
  - Presents development and value-add opportunities to JPI and investors after processing due diligence and determining the risks and opportunities associated with the project
  - Works closely with finance department to tailor transactions to fit investor criteria; facilitates land and construction loan closings; provides ad hoc financial analysis for special senior management projects
  - Teaches beginning and advanced modeling showing JPI employees how to underwrite development deals in regularly scheduled classes
  - Manages the entitlement process and oversees consultants including architects, engineers, and attorneys
  - Responsible for the career development of Development Analyst
- Development Associate, JPI MULTIFAMILY INVESTMENTS, CARLSBAD, CA, Jan '05 -Mar '07**
- Involved with all aspects of processing and developing a pipeline averaging ~\$350M/yr in new construction, including negotiating contracts, supervising consultants, coordinating due diligence, and capitalizing projects
  - Provided direct support to the JPI West Divisional President related to development plans, asset disposition, and land acquisition opportunities
  - Streamlined development and acquisition underwriting using extensive modeling knowledge
- Finance & Accounting Program, JP MORGAN CHASE & CO, NEW YORK, NY, Jul '03 -Jan '05**
- Graduated from a two-year rotational finance program in Chicago & New York
  - Worked on Bank One merger integration (\$58B merger creating the 2<sup>nd</sup> largest US banking company)
  - Prepared quarterly Board of Directors and Executive Committee financial updates for the CFO
  - Coordinated quarterly earnings and annual budget for financial services firm with over \$60B in revenue
  - Offered positions by Planning Department and Merger & Acquisitions Department upon graduation
- Related Experience:**
- Intern –Acquisition Dept., JPI MULTIFAMILY INVESTMENTS, DALLAS, TX, Jun '02 -Jul '02**  
Underwrote \$30-\$90M real estate assets being considered for development & acquisition
- Intern – International Accounts, COLLIERS INTERNATIONAL, SYDNEY, NSW, Mar '02 -May '02.**  
Gained transactional exposure to international real estate and industrial Tenant Representation
- Intern – Asset Management, JPI MULTIFAMILY INVESTMENTS, DALLAS, TX, Jan '02 -Feb '02**  
Analyzed market & portfolio data for \$30-\$150MM projects in five US submarkets
- Intern – Financial Analyst, ATLAS CAPITAL, DALLAS, TX, Jun '00 -Aug '00**  
Provided company research and industry evaluation for a high position concentration hedge fund
- Activities:**
- Member, VAVI Sports (basketball league), 2005 -Present; Harbor Presbyterian Church, 2005 -Present**
- Volunteer, San Diego Food Bank, 2005 -Present; Lend-A-Hand, 2005-2008**
- Varsity Football, University of North Carolina, 1999-2000**
- Honor Court, (TREASURER), University of North Carolina, 2000-2003**
- Club Rugby, University of North Carolina, 2001-2002**
- Honors:**
- JPI Ring of Honor, 2007:** annual inductee selected for outstanding achievement and dedication
- JPI Achievement Award, 2006:** first recipient of a divisional award for diligence and values
- UNC Business School Award for Excellence, 2003:** awarded to one senior for mastery of the curriculum
- 1938 Class Fellowship, 2002:** academic fellowship awarded for self-directed study in classical literature
- John Poole Scholarship, 2002:** competitive university scholarship awarded to sponsor international study
- Education:**
- University of North Carolina at Chapel Hill (1999-2003)** Bachelor of Science, Business Administration with concentration in finance, and minor in History
- University of San Diego (Present)** Masters of Real Estate Candidate, part-time evening student

# RAMMYCORTEZ

## Education

2008 - 2009 Candidate **University of San Diego, Center for Real Estate** San Diego, CA, USA  
*Master of Science in Real Estate*  
2000 - 2004 **Menlo College, School of Business** Atherton, CA, USA  
*Bachelor of Science in Business Administration*  
2007 - Present **California Real Estate Broker** CA, USA  
License #01795469  
2006 **Turner - Construction Mgt. Training Program** USA  
*Certificate*

## Employment

2004 - Present **Equity Vue, Inc.** San Diego, CA, USA  
*Principal*

- Joint venture with notable opportunity fund- preliminary stages of investment program and financial model targeting distressed single family residences in San Diego (Present)
- Consulting for SEMI, the world's largest semiconductor trade association- strategic recommendations and initial feasibility analysis for SEMI Industrial Park at DD Port, China, a proposed 1.6 million square feet mixed use project (2008)
- Consulting for American Real Estate Development- drafted private placement memorandum used to successfully raise equity capital and assisted with marketing/ sales (2007-Present)
- Joint venture with private investors- successfully acquired 20+ single family residence/ condo investment properties (2004-2006)

2003 - 2004 **GDV Properties Inc.** San Carlos, CA, USA  
*Real Estate Investment Associate*

- Individually selected from student body by alumni & trustee of Board for Menlo College
- Jointly coordinated and evaluated SFR investment opportunities to private investors and qualified future residents with nonconventional private financing

2002 - 2003 **CB Richard Ellis** Foster City, CA, USA  
*Market Research and Global Corporate Services Intern*

- Managed information database tracking over 41million square feet of office space, and performed queries that led to successful client relationships
- Coordinated a new sales tracking system, Sales Force CRM, which substantially increased workforce productivity for CBRE Global Corporate Services

## Society Memberships and Leadership Roles

June 2005 - Present **Urban Land Institute – Cross Boarder Committee & Young Leader**

- Team member in creating the 1<sup>st</sup> ULI San Diego/Tijuana breakfast meeting ever held in Mexico

2003 – 2004 **1st Annual Menlo College Business Competition – Cofounder**

- Implemented marketing mix, created judge rubric as well as located professional judges, and integrated fund raising network system to raise \$4,500 in awards

2003 - 2004 **Menlo Entrepreneurs Society – Vice President**

- Provided strategic support through budding students with experienced entrepreneurs through backing from two distinguished professors and the dean of management studies

## Volunteer Experience

2006 - Present **Invisible Children**  
Dedicated time lobbying in Washington D.C. and financial resources. These efforts have contributed to safety and education for the children of Northern Uganda who are affected by a 20 year-long war

4437 51st Street #4  
San Diego, CA 92115

(619) 995-5020  
acybulskis@hotmail.com

**EDUCATION**

University of Cincinnati | Cincinnati, Ohio  
▪ Bachelor of Architecture, Cum Laude | 1998

**PROFESSIONAL EXPERIENCE**

MW Steele Group, Inc. | San Diego, CA | Associate, Management | 2006 – present

- Manage multiple multi-family and mixed-use projects ranging from 20,000 s.f. to 350,000 s.f. from Preliminary Design through Construction: develop and monitor project schedule and budget, lead weekly client meetings, coordinate meetings with city staff, coordinate consultant teams and documents, coordinate construction costs with contractor
- Manage in-house project teams of three to five people per team: lead weekly meetings, delegate responsibilities, assist team members in meeting goals and work loads
- Coordinate entitlements: assemble submittal package, respond to city staff comments, present project to community groups and stakeholders, present project to Planning Commission and City Council, lead client meetings, coordinate community outreach
- Organize overall office staffing projections and project workloads, contribute to office policy decisions, coordinate contracts and proposals standards

MW Steele Group, Inc. | San Diego, CA | Designer | 2000 – 2006

- Designed and drafted architectural documents for multi-family and mixed-use projects from Schematic Design through Building Permitting
- Managed Construction Administration (CA) process for 90,000 s.f. fraternity housing project and 263,000 s.f. mixed-use project. CA responsibilities included: responding to contractor RFI's, reviewing contractor submittals, attending weekly jobsite meetings, designing and drafting field sketches, maintaining drawing and correspondence logs
- Performed zoning and building code analyses for multi-family and mixed-use projects

DiDonato Associates | San Diego, CA | Designer | 1998 – 2000

- Designed and drafted architectural documents for single-family projects from Schematic Design through Building Permitting
- Designed and drafted construction documents for cellular communications facilities

Cooperative Education Internships | 1992 – 1997 | 2 quarters each

- Earl Swensson Assoc. – Nashville, TN | Culpepper, McAuliffe, and Meaders – Atlanta, GA | DeStefano and Partners – Chicago, IL | DiDonato Assoc. – San Diego, CA

**PROFESSIONAL QUALIFICATIONS AND AFFILIATIONS**

Licensed Architect, State of California | October 2006 AIA member | January 2007 – present

- Associate AIA member | July 2000 – December 2006 ULI member | March 2006 – present
- ULI Young Leaders forum | January 2007 – present Elected member, City Heights Redevelopment Project Area Committee | October 2004 – present
- Elected Vice Chair | November 2006 – present Azalea Park Neighborhood Association, Design Subcommittee | January 2006 – present
- Chair | January 2006 – January 2007 San Diego Policy Forum member | October 2006 – present AIA San Diego Design Awards and Lecture Series committee member | 1999 – 2004

# Gregory G. Drobot

5928 Riley St.  
San Diego, CA 92110  
Cell: + 1 (425) 922-7105  
E-mail: [gdrobot-07@sandiego.edu](mailto:gdrobot-07@sandiego.edu)

**OBJECTIVE:** Obtain an investment related position with a well established real estate firm in the San Diego area

## EXPERIENCE

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### PARAGON MANAGEMENT

*Intern*

**La Jolla, CA**

*August 2008 – Present*

- Financial modeling and cash flow forecasting.
- Assists in acquisition due diligence, reviews LOIs and property specific reports.
- Gathers market data and property financial performance to create investor reports

### BANDON LAND DEVELOPMENT

*Project Manager & Owners Representative*

**Bandon, OR**

*June 2005 – Present*

- Assisted in negotiating a \$15 million line of credit with a local Oregon bank
- Selected a developmental planner and participated in all aspects of the numerous steps necessary to obtain approvals for the project from City and State agencies
- Worked with Architect team to set overall concept and final design
- Comprehensive on-site project management through the 15-month construction process including supervision of the construction manager
- Managed all line of credit draw requests for bank approval
- Interviewed, selected and collaborated with insurance broker to select appropriate project specific insurance policy
- Selected and collaborated with advertising firm to package and market the project for sale
- Developed pro-forma and profit/cost estimates for owner
- Collaborated with a local real estate broker to effectively develop and follow-up sales leads, with seven of eighteen homes sold in preconstruction.

### COLLIERS INTERNATIONAL

*Internship/ Research Analyst*

**Seattle, WA**

*June – September 2004*

- Researched and analyzed property ownership, tenant and lease information
- Complied and presented various market trend and sales information to brokers

## EDUCATION

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### UNIVERSITY OF SAN DIEGO

*Masters in Business Administration*

**San Diego, CA**

*September 2007- September 2009*

- GPA: 3.98/4.00

*Masters of Science in Real Estate*

*September 2008- July 2009*

- Expected graduation July 2009

### UNIVERSITY OF WASHINGTON

*Bachelor of Arts in Economics and Philosophy minor*

**Seattle, WA**

*September 2001- June 2005*

- GPA: 3.64/4.00, 4 year Deans list member, Economic Honors
- Certificate in International Economics

## ADDITIONAL

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- Hobbies: reading history, international finance and economics, foreign travel, cross country running, skiing, golf, cooking, vintage car racing

# Brent R. Farrell

**ADDRESS:** 4253 Gresham Street, San Diego, CA 92109  
**PHONE:** (518) 441-0129  
**EMAIL:** brentfarrell@gmail.com

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## OBJECTIVE:

- *Associate Level Position in Real Estate Development, Brokerage or Investment Banking*

## PROFESSIONAL EXPERIENCE:

- *Haidinger Properties – Intern / Project Manager (10/15/08 – Present)*
  - Coordinate due diligence for opportunistic residential real estate acquisitions, including:
    - Detailed submarket research on local San Diego communities
    - Secure financing to facilitate property purchase
    - Interview and select real estate brokerage and property management firms
- *First Columbia, LLC – Project Manager (4/1/06 – 7/15/08) – [www.firstcolumbia.com](http://www.firstcolumbia.com)*
  - Coordinated various aspects of real estate development, including:
    - Performed analysis and facilitated disposition of \$100MM, 400K-square-foot medical office portfolio to national medical office real estate fund
    - Completed analysis and related due diligence for the acquisition of raw land, distressed, and stabilized commercial office properties
    - Secured approximately \$50MM in long-term debt financing from a large regional lending institution for various stabilized and distressed office properties
    - Completed detailed grant applications and secured over \$4.6MM in funding from government agencies for the demolition and redevelopment of distressed properties
- *M&T Bank – Assistant Vice President (9/1/03 – 3/31/06)*
  - Established and maintained commercial lending relationships with local real estate developers throughout Albany, NY and surrounding suburbs, including:
    - Provided construction and permanent financing for office, retail, and industrial properties from \$1MM to \$30MM
    - Placed stabilized multi-family, retail, and office properties on the secondary market
  - Completed structured, in-depth bank training program for recent college graduates

## RELATED EXPERIENCE:

- *Boys & Girls Club of Albany – Board Member (12/1/03 – 6/1/06)*
  - Served as Treasurer and Chairman of the Finance Committee from 6/1/04 - 6/1/06
  - Served as Vice President from 1/1/05 – 12/31/05
- *Capital Leadership – Albany Colonie Regional Chamber of Commerce (9/1/05 – 6/1/06)*
  - Selected from competitive process to participate in an emerging professional networking program

## EDUCATION:

- *University of San Diego*
  - Master of Science in Real Estate - Anticipated Graduation – July, 2009
- *Binghamton University, State University of New York*
  - Bachelor of Science in Management – May, 2002 – School of Management GPA: 3.3
  - Dual Concentration - Finance and Global Management

## TECHNICAL SKILLS:

- *Prior Experience with the Following Software:*
  - Microsoft Office (Excel, Word, Project, PowerPoint)
  - Arenasoft (Construction Estimating Software)

## PROFESSIONAL REFERENCES:

- *Available Upon Request*

# BRADFORD FLEWELLEN

6955 GOLFCREST DRIVE #2046 PHONE: (202) 262-0965  
SAN DIEGO, CA 92119 BRAD.FLEWELLEN5@GMAIL.COM

## SUMMARY OF PROFESSIONAL EXPERIENCE

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- 2008-Present                      Pacifica Companies                      San Diego, CA  
***Intern – Acquisitions Team***
- Conduct market research and analysis for investment opportunities in fractured condominium deals nation wide.
  - Analyze investment opportunities for non-performing and performing bank notes collateralized by all asset types.
- 2006-2008                      Madison Marquette                      Washington, DC  
***Investment Associate – Acquisitions Team***
- Key achievement:** Analyzed over \$2 billion in proposed retail/mixed-use acquisitions/developments.
- Participated in acquiring over \$75 million in retail assets.
  - Managed the disposition of a mixed-use retail portfolio located in South Norwalk priced at \$24.8 million.
  - Responsible for assessing the financial feasibility of potential investment opportunities – including establishing third party broker relationships, evaluating investment packages, completing property due diligence, and creating detailed cash flow return models quantifying the leveraged and un-leveraged investment rates of returns given different financing terms and hold strategies.
  - Involved in the management and oversight of property managers, lease administrators, and accountants for five of our existing assets.
  - Responsible for overseeing the financial aspects of a prominent West Coast property from the D.C. headquarters.
- 2004-2006                      CBRE | Melody                      Washington, DC  
***Financial Analyst – Loan Originations Team***
- Key achievement:** Analyzed over \$900 million in prospective loan originations.
- Participated in originating ~\$1.8 billion in first trust and mezzanine debt, and joint venture financings (YE 2005).
  - Experience with financing acquisitions, condominium conversions, large scale development/ construction, land acquisition and developments, and debt refinancing (Asset types include multi-family, industrial/ warehouse facilities, office buildings, mixed use facilities, and hotels [Avg. loan \$50 million; SF range of 40,000- 400,000 SF]).
  - Proficient with various types of cash flow modeling including joint venture equity, mezzanine finance, construction, condominium conversion, mortgage loan sizing, and property valuation models.
- 2000-2004                      National Cooperative Bank, FSB                      Washington, DC  
***Senior Credit Analyst – National Real Estate Team***
- Key achievement:** Successfully underwrote and participated in the sale of \$28 million in commercial real estate loans.
- Underwrote saleable (securitized) & portfolio commercial real estate loans; assets located in CBD's, primary and tertiary markets nation wide [Avg. loan size of \$8-10 million SF range of 10,000- 300,000 SF depending on property type].
  - Created underwriting models evaluating property cash flow; and value as primary and secondary sources of repayment, assess interest rate sensitivity and refinance risk.

## RELEVANT SKILLS & TRAINING

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Proficient in Microsoft EXCEL, PowerPoint, Word, & ARGUS; Completed training courses such as Commercial Loans to Business, Financial Accounting for Bankers, CMBS 101, Commercial Real Estate for Financial Analysis, and Business Writing.

## EDUCATION

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- 1996 – 2000                      Morehouse College                      Atlanta, GA
- B.A., Business Administration concentrating in Marketing.
  - Graduated Magna Cum Laude (3.5 GPA) - Honor Roll (Fall 1996 – Spring 2000)
- Nov.– Dec. 2007                      Investment Banking Institute (IBI)                      New York, NY
- Completed a four week intensive course on financial analysis, valuation methodologies and advanced financial modeling.
  - Built fully-integrated financial statements projection model, LBO model and merger models.
- Jan. 2008 – Present                      University of San Diego (via Johns Hopkins – Baltimore, MD)                      San Diego, CA
- Completed a semester at Johns Hopkins University (3.6 GPA), prior to transferring to the University of San Diego.
  - Current candidate for Masters in Real Estate (MSRE) at the University of San Diego.

## HONORS, ACHIEVEMENTS & ACTIVITIES

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Phi Beta Kappa Scholar, Golden Key Scholar, Beta Gamma Sigma Scholar, Mortgage Bankers Association (MBA) – Member [2001-2003], Urban Land Institute (ULI) – Member [2007-Present], International Council of Shopping Centers (ICSC) – Member [2007-Present]

## REFERENCES

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Available Upon Request

**K(Keisuke) FUJII**  
**5360 Toscana Way #204, San Diego, CA 92122**  
**Tel: 619-787-9027 E-Mail: [kfujii@build21.jp](mailto:kfujii@build21.jp)**

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### **Work Experience**

#### **Build 21, Hamamatsu, JAPAN** **Vice President (Oct. 2008 - )**

- Residential development, real estate sales, leasing of real estate and construction
- Developed residential and commercial land and sold them as real estate
- Developed new internal program to turn around poor performing business

#### **Johnson & Johnson , Tokyo, JAPAN** **Product Manager (Sep. 2000 - Sep. 2007)**

**AWARD: Historical conversion in 2001, Staff of the year in 2004 and 2006**

- Directed branding control for the company's products, market analysis, strategic sales planning, and advertising
- Organized and managed medical exhibitions and seminars
- Started up new organization to turn around poor performing business
- Implemented major process improvement with overseas manufactures
- Expanded the market to new business by organizing relationship with key surgeons

#### **Asahi Woodtec Inc. , Chiyoda, Tokyo** **Sales Representative (Apr. 1996 - Mar. 1997)**

- Increased total sales by 20 percents with \14 million up
- Responsible for business development, and developing sales initiatives
- Created and Implemented TQM (Total Quality Management) to improve sales operations

### **Education**

#### **LOYOLA UNIVERSITY CHICAGO , Chicago, IL**

**Graduate School of Business** **Feb. 1999 - May 2000**  
**Master of Business Administration**

#### **Concentration in Operations Management & Marketing**

Relevant Coursework: International Marketing,  
Management of Service Operations,  
Quality Management and Work Design, and  
Investment Management

**HOSEI University , Tokyo** **Apr. 1992 - Mar. 1996**  
**Bachelor of Engineering**

**Concentration in Industrial and System Engineering**

# JOHN C. HUNDLEY

835 Guadalupe Avenue • Coronado, California • 970.903.9207 • Hundley2@earthlink.net

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## SUMMARY

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A real estate professional with integrity, leadership skills, and a tremendous work ethic. A strategic thinker who has the ability to move challenging projects to completion. Excellent people, communication, and organization skills. Intends to utilize marketing, acquisition, property management, and development experience with executive leadership in the strategic planning and execution on value-add investments, and development opportunities.

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## EXPERIENCE

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**BootJack Management Co.**                      *Pagosa Springs, CO*                      **2004 –January 2008**

*Vice President, Development*

Maintained responsibilities within acquisitions, asset management, development, and reported directly to the President.

- Coordinated due diligence efforts for acquisitions approximating \$9,000,000, and prepared executive summaries and recommendations for purchase price renegotiations. Conducted multiple, complex site clean-up efforts. Directed property management activities, including recommendations for capital and market ready improvements, proposed budgets, stabilization strategies, and lease negotiations.
- Managed planning and design efforts for a 56,000 Sq. Ft. mixed-use development. Prepared project cost analysis models. Reviewed and negotiated numerous consultant contracts. Provided input to Town Planner through the planning and processing phases of the Comprehensive and Downtown Master Plans. Responsible for all development related public communication including statements made to the press, Planning Commission, and the Town Council.

**Burnham Real Estate**                      *Carlsbad, CA*                      **2003-2004**

*Sales Associate, Brokerage Services*

Represented institutional and high net-worth landlords and tenants in sale and lease transactions for office and industrial properties in San Diego's North County.

- Participated in lease and sale negotiations for the successful completion of transactions totaling more than 300,000 Sq. Ft. Participated in due diligence for industrial/warehouse park, and land acquisitions. Provided monthly reports to Landlords regarding leasing and market related activity.

**Capital Growth Properties**                      *La Jolla, CA*                      **2002-2003**

*Sales Associate, Brokerage Services*

Responsible for business development, landlord and user representation for office lease transactions in the La Jolla sub-market. Negotiated numerous lease transactions, represented buyers in the acquisition of 2 mixed-use assets, and facilitated timely due diligence prior to close of escrow.

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## COMPUTER SKILLS

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Mircosoft Word, Power Point, Excel (*ULL, Pro-forma Modeling, 2006*), and Argus (*The Realm Business Solutions, 2005*)

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## EDUCATION

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*University of San Diego, Master of Science in Real Estate (MSRE), expected graduation, July 2009*

*Regent College, Master of Christian Studies (MCS), 2000*

*Point Loma Nazarene University, B.A. / Psychology, 1996*

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## OTHER QUALIFICATIONS & AFFILIATIONS

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- All American Water Polo (high school and college); CIF 100 yard butterfly record holder
- Pagosa Springs LUDC Advisory Committee; Urban Land Institute (ULI) Member; Licensed California Real Estate Salesperson; CCIM Candidate

# ANDREW J. KIESLING

9055 Meadowrun Court · San Diego, California 92129

(619) 788-7889 · [Akiesling1@gmail.com](mailto:Akiesling1@gmail.com)

## EDUCATION

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### University of San Diego

San Diego, California  
Master of Science in Real Estate  
Fall 2008 – Summer 2009

Expected Graduation July 2009

### San Diego State University

San Diego, California  
Bachelor of Science in Business Administration (Emphasis in Real Estate)  
Fall 1998 – Spring 2003

May 2003

## EXPERIENCE

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### Global Realty Marketing

San Diego, California  
*Supervising Broker*

June 2006 – Present

- Management and supervision of California brokerage operations
- Personnel management and training of 300 agents and staff
- Transaction oversight
- Code compliance, analyzing legal threats
- Recruiting/public speaking

### The Sickels Group

La Jolla, California  
*Project Manager*

October 2005 – June 2006

- Responsible for 262 unit condominium conversion project
- Ownership point of contact for partnership, construction loan and legal issues
- Direct condominium sales operation
- Manage construction schedule, budget and contracts
- Oversee rental and maintenance operation

### The Sickels Group

La Jolla, California  
*Acquisition Analyst*

March 2004 – October 2005

- Responsible for program development and partnership underwriting
- Individual condominium conversion project analysis
- Manage due diligence and closing processes
- Research, support and analysis functions for:
  - 24 acre business park re-development
  - Medical office condominium conversions
  - 134 unit mixed-use urban infill project

## ACTIVITIES & INTERESTS

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Licensed California real estate broker, Member - Association of Realtors, Board Member – Carmel Trails Homeowners Association, Board Member – Phi Kappa Theta Phi Iota Alumni Association, Founding Member – Real Estate Investment Society of San Diego State University.

## SKILLS

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Proficient in Microsoft Office Suite, Adobe Acrobat, and general computer knowledge

**OBJECTIVE:**

To leverage my financial and commercial real estate background to attain a Masters of Science in Real Estate in order to provide the highest level of service to my clients.

**EDUCATION:**

**SAN DIEGO STATE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION**, San Diego, California

- *Bachelors in Business Administration with an emphasis in Finance*, December 2005
- Concentration in Geological Sciences.
- Member, Financial Investment Society

Proficient in MS Office, Windows operating platforms, ARGUS, MetroScan, Xceligent.com, CoStar.com, REA, Microsoft CRM and Realquest.com database platforms.  
California Real Estate Salesperson's License.

**PROFESSIONAL EXPERIENCE:**

**JONES LANG LASALLE**, Palo Alto, California

*Senior Analyst (April 2006 to June 2008)*

- Participated in over 2.5 million square feet of closed lease transactions with Sun Microsystems, Cisco Systems, Microsoft, Schering-Plough Biopharma, Kaiser Permanente, Unisys and Amazon.com.
- Worked to open Jones Lang LaSalle's Silicon Valley office while continuing to grow the company's market presence in Silicon Valley.
- Modified advanced financial models to include fiscal year, termination options, effective rent, management fees and amortization calculation abilities to better serve our clients with more detailed analyses and to market our firm to prospective clients.
- Provided market surveys and in depth market analysis by leveraging competitor research as well as proprietary information to best serve our clients needs.
- Worked with Senior Brokers to generate real estate strategies from financial and economic standpoints for clients ranging from start-ups to publicly traded large-cap corporations by analyzing employee growth strategies as well as real estate market conditions within Silicon Valley.
- Provided advanced sublease analyses, lease proposal and lease abstraction, deal tracking and coordination services for Sun Microsystems as the dedicated account analyst.

**BURNHAM REAL ESTATE**, San Diego, California

*Broker Assistant (Spring 2004 to March 2006)*

- Participated in nearly \$300 million in sales transaction volume, including the sale of Legacy Sabre Springs, a \$98 million premier asset located in San Diego's I-15 Corridor submarket.
- Contributed in the sale of various product types; namely office, industrial, R&D, biotech/life science, as well as Equity raise transactions.
- Provide market data and analysis to Senior Brokers by leveraging the firm's proprietary research to conduct analyses, both statistical and economic, on submarkets and markets ranging from San Diego to Las Vegas.
- Prepare tenant profiles for properties, which the Capital Markets Investment Group obtains a sale listing, by analyzing tenant's SEC filings, financial statements, website and published articles from various business periodicals.
- Research various business and real estate publications, as well as implement CoStar.com in concurrence with Xceligent.com, to obtain market information, utilized to maintain databases of Sale Comparables, Properties, Tenants, Investors and Agents.
- Work with both the Research and Marketing Departments to create successful marketing tools, such as for-sale flyers, IOM's, Pitch Books, research announcements, and yearly summaries of deals-in-the-market and closed transactions.
- Worked with a cross-departmental team to create a functional sale comparable report to be leveraged as a marketing tool as well as streamline the production of pitch books used to obtain sale listings.
- Created and applied marketing strategies to penetrate bullish real estate markets, such as Las Vegas and Phoenix.
- Participate in the production of pitch books, primarily focusing on market overviews, marketing strategies, tenant profiles and property descriptions.

# M. Lawrence Kopp

2004 Silverado St.  
San Marcos, CA 92078

(858)945-4739  
LawrenceKopp@gmail.com

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**Summary:** Highly motivated and detail oriented professional with management, analytical and extensive real estate background. Over ten years experience in researching and studying commercial real estate. Self-starter dedicated to launching a successful career with a firm that is seeking a team player to grow within the organization.

## Career Overview

### **CoStar Group, Inc., San Diego, CA 2000-Present**

#### *Research Manager*

Currently manage a team of research associates responsible for analyzing commercial real estate data including utilized by over 60,000 professionals including, appraisers, brokers, county assessors and institutional investors.

- Committee member of various company development task forces including career path and compensation planning
- Conduct interviews of prospective research associates and hire new employees
- Collaborate with account executives, attend sales meetings and service existing accounts
- Coordinate and instruct advanced real estate information courses to associates
- Attend and present commercial real estate analysis to professional organizations

#### *Senior Research Analyst 2000-2004*

- Analyzed commercial real estate through the tracking of sales, leasing and tenant activity
- Composed property data reports with cash flow analysis and space analytics
- Corresponded with a client base of lenders, appraisers, brokers and investors
- Trained and mentored new employees

### **Tucson Realty and Trust - Commercial Division, Tucson, AZ 2000**

Assisted Vice President of the retail division by conducting market research and analysis.

- Coordinated leasing, sales and marketing packages to present to clients
- Completed shopping center development case studies

### **Interstate Realty, Solana Beach, CA 2000-2007**

- Analyze market data and lease trends for retail properties in order to determine market rents, maximize income potential and negotiate lease contacts
- Create marketing packages and correspond with potential tenants

### **Gerson Property Management, Solana Beach, CA 1999**

*Controlled day-to-day business activity in a fast paced work environment*

- Negotiated service contracts and maintained vendor relationships
- Maintained monthly rental payment register and contacted tenants for rent collection

## Education

- **University of Arizona**, Tucson, AZ 1997-2000  
Bachelor of Arts in Political Science with Minor in Business
- **UCSD Extended Studies**, La Jolla, CA 2005-2006  
Real Estate certificate
- **CCIM Institute:** CI Intro and 101 (Real Estate Financial Analysis)
- **American Management Association (AMA)**

## Special Skills

- California real estate sales license, broker pending
- Proficient in Windows system, Microsoft programs, Win2Data, MetroScan, CoStar products

## Community Memberships

- San Diego County Honorary Sheriff's Association, Urban Land Institute

**Personal Accomplishments** - Completed first marathon June 2006

# Ryan W. Kurth

5760 Riley St., Apt. 4  
San Diego, CA 92110

rkurth-09@sandiego.edu  
253-222-1059

**Objective:** To further education and career skills in the real estate industry, develop professionally, and offer my current skills and abilities to a firm with potential for advancement.

## Education:

*University of San Diego*

-Candidate – Master of Science in Real Estate – 2009

*Washington State University: Pullman, WA*

-Bachelor of Arts with a Finance Major

-Economics Minor and Emphasis in Real Estate

May 3<sup>rd</sup>, 2008

-Licensed Real Estate Salesperson- Washington

-Recipient – 2007/08 CPSRERC Scholarship

## Coursework:

-Financial and Managerial Accounting

-Statistical Analysis

-Money and Banking Economics

-Real Estate Principles

-Real Estate Investment/Market Analysis

-Excel Modeling – Investment Analysis

-Real Estate Development (NAIOP Competition)

-Real Estate Appraisal

-Real Estate Law and Ethics

-Design and Construction Management

-Commercial Real Estate Finance

## Work Experience:

### Assistant to Managing Director

Pacifica Equity Partners (Pacifica Companies) – San Diego, CA

September 2008 – Present

- Perform due diligence and create marketing materials for property type and geographic specific opportunity funds.
- Analyze property performance in relation to specific funds, working closely with all teams within Pacifica, including senior housing, international development and host (hotels).
- Maintain needed cash calls and other financial issues through international developments (India).
- Produce performance and investment analysis through Excel proforma modeling.

### Market Researcher

Security Properties – Affordable Housing Group – Seattle, WA

Summer 2008

- Performed and compiled self guided market research on multiple metropolitan markets and submarkets. Created a reproducible market analysis document and measurement tools for future use.
- Assisted in project financial analysis and investment underwriting, performed economic analysis on the likelihood and feasibility of low-income and energy efficiency tax credits and bond financing.
- Actively participated in preparing investment proposals, operations and corporate update meetings, regularly handled sensitive materials and participated in assisting other entities within the firm.

### Research Assistant/ Writer

Washington Center for Real Estate Research, WSU- Pullman, WA

August 2007- June 2008

- Redeveloped a newsletter for the Department of Licensing and the Real Estate Commission of Washington State.
- Conducted primary and secondary research in order to publish articles for the newsletter.
- Assisted in conducting research on several housing markets in Washington State.

### Volunteer Work

LAP (Elementary Reading) Program Tutor- Tacoma, WA; First Congregational Church of Tacoma; Jefferson Elementary Volunteer (Pullman, WA); multiple community improvement projects centered in Pullman, WA.

### Technical Skills:

Proficient in Microsoft Office applications (Excel, Word, Outlook and Power Point) and Argus. Comfortable in SPSS and CoStar

**Elias Laniado Lacarra**  
Jerez 546, Tijuana, México 22420  
Tel: +52 (55) 1995-5927  
[laniadoe@vesta.com.mx](mailto:laniadoe@vesta.com.mx)

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### **PROFESSIONAL EXPERIENCE**

**VESTA INDUSTRIAL REAL ESTATE FUND – Toluca, Mexico** Mar 08-Present

**Project Manager Toluca**

- New projects coordination
- Development opportunities in the State of Mexico
- Customer Service (current tenants needs including expansion projects)

**SONY BAJA CALIFORNIA – Tijuana, Mexico** Mar 06-Mar 08

Business Planning Division

**Visual Products Planner**

- Demand/Production Planning
- Monitor sales companies monthly achievements
- Inventory control coordinator
- Order allocation and shipping plans for Visual Products.
- Customer service to Sony Electronics (USA), Sony Canada, Sony Puerto Rico and Sony Hawaii

**PROLEC GE, Monterrey, Mexico** Aug 05-Dec 05

**Engineer in Training \*\***

- Led an inventory-reducing project by implementing SMED and Kanban methodologies to various production lines.

**HUNTER INDUSTRIES – Tijuana, Mexico / San Marcos, CA**

Jun 05-Jul 05 / Jun 04-Jul 04

**Engineer in Training\*\***

- Part of the engineering team that made possible the line transfer of four new assemblies.
- Designed spaghetti flow charts, material flow and stock management for new products as well as instruction sheets.
- Assisted in different areas such as production, manufacturing and quality control.
- Worked mostly in line balancing and training operators for new production lines.

**TAO LOGISTICS, Monterrey, Mexico** Aug 02-Dec 02

**CEO's Assistant\*\***

- Prepared financial statements for board meetings.
- Organized work teams among operators.
- Contributed in the design of the plant's layout.

**B & C WHOLESALE IMPORTS & EXPORTS, Chula Vista, CA. USA** Jun 01-Jul 01

- Purchased and shipped orders. Kept inventory control.

**Lic. Eduardo Bustamante y Abogados – LAW FIRM, Tijuana, Baja California** Jun 99–Jul 99

- Translated contracts from English to Spanish and vice versa.

**BOURNS DE MEXICO, Tijuana, Baja California** Jun 98–Jul 98

- Explored different areas of the company and assisted mostly in product engineering.

### **EDUCATION**

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

B.S. in Industrial and Systems Engineering (2000-2005)

**Rotary International Exchange Student Program, Aarhus, Denmark (1999-2000)**

### **HONORS**

Finalist of ITESM Entrepreneur competition for best "Service Company," 2004

### **PERSONAL**

- Bilingual; Spanish as primary language.
- Softball and Flag Football champion in college.

\*\* while in college and summer breaks (short periods)

# JACQUELINE R. LEE

2808 Via Ricardo, Carlsbad, CA 92010 • (760) 434-5627 • j\_lee714@hotmail.com

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## SKILLS SUMMARY

- Work closely and effectively with internal Bank team members and external contacts, including appraisers, cost consultants, mezzanine lenders, attorneys, various city officials and sureties.
- Strong working knowledge of underwriting fundamentals, real estate valuation, and the structure of various entities created to hold real estate investments.
- Proficient with Microsoft Office applications and Moody's Financial Analyst software.
- Strong organizational skills, able to perform under pressure in a minimally supervised environment.

## EMPLOYMENT HISTORY

Bank of America, N.A.

**Vice President & Relationship Underwriter** (April 2005 – present)

*Commercial Real Estate Banking, San Diego, California*

- Responsible for managing a portfolio composed of 10 clients with a combined total of 24 commercial loans and an aggregate value of \$156 million, on a variety of property types for the following loan structures: construction, bridge/acquisition, unsecured lines of credit, and standby letters of credit.
- For each loan, assemble and lead a team of attorneys, cost consultants, loan administrators, and appraisers required to complete the underwriting of a new loan start to finish, typically 45 days.
- Job responsibilities include underwriting credits by interpreting/analyzing data contained in an appraisal, review of environmental reports and construction contracts/materials, negotiating loan documents with client's counsel, the analysis of financial statements and tax returns for individuals and companies.
- Perform quarterly portfolio reviews and annual tests of real estate valuation based on actual project income/performance and market research.
- Team participant in the Bank initiative to improve the commercial real estate loan risk rating system.

**Assistant Vice President & Portfolio Analyst** (June 2000 – March 2005)

*Private Bank, San Diego, California*

- Primary job responsibilities include; client servicing/presentations, investment research, analysis of investment portfolios, verifying internal and external regulatory compliance.
- Responsible for managing over 25 client accounts with an aggregate value in excess of \$75 million according to their needs and objectives; prepare and implement asset allocation decisions.
- Interpret and draw conclusions based on the analysis of client data and recommend these changes to the client by creating a custom tailored investment plan.
- Create various spreadsheets to perform cash flow analyses given certain assumptions.

**Personal Banker** (July 1999 – May 2000)

*Solana Beach Branch, Solana Beach, California*

- Assist customers/merchants with transactions such as deposits, balance transfers and withdrawals.
- Generate interest in bank products; handle cash and service ATM machines at the branch.

## EDUCATION

- Bachelor of Science in Business Administration (Financial Services), May 27, 1999, San Diego State University
- Phi Eta Sigma National Honor Society, San Diego State Chapter – Inducted January 22, 1996.
- Burnham Foundation Scholarship - 1998 recipient

## MEMBERSHIPS

- National Association of Industrial and Office Properties (NAIOP) – San Diego Chapter
- Daughters of the American Revolution (DAR) – Santa Margarita Chapter (Oceanside, CA)

# Bryce Lewis

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4468 Pescadero Ave. ● San Diego, CA 92107 ● Mobile: 301-919-0636 ● bryce.lewis@gmail.com

EDUCATION	<b>Burnham-Moores Center for Real Estate, University of San Diego</b>	San Diego, CA
	M.S. Real Estate – Candidate	July 2009
	<b>Emory University</b>	Atlanta, GA
	Bachelor of Arts in Economics	May 2005
	Member of Omicron Delta Epsilon Economics Honor Society	
	Completed coursework in 3½ years	
	Related course work: Managerial Economics - forecasting using trend analysis	
	<b>University of Queensland</b>	Brisbane, Australia
	Study Abroad Program	Jul 2004 – Dec 2004
	Related course work: Entrepreneurship – participated in spectrum of business development steps from creating business plan to sales pitch for prospective investors	
EXPERIENCE	<b>Bozzuto Management</b>	Greenbelt, MD
	<i>Assistant Property Manager—Columbia, MD</i>	July 2006 – July 2008
	<ul style="list-style-type: none"><li>• Provided direction and leadership to sales associates</li><li>• Conducted lease administration duties, monitored collection and coordinated default proceedings</li><li>• Maximized property Net Operation Income while maintaining the physical asset</li><li>• Maintained interface with third party owners including accurate and timely reporting</li><li>• Contracted and coordinated maintenance and vendor services to meet client needs</li><li>• Achieved \$1.3 million in sales (FY 2006)</li></ul>	
	<i>Leasing Consultant</i>	July 2005-June 2006
	<ul style="list-style-type: none"><li>• Responsible for corporate marketing, completion of weekly and monthly reports while maintaining monthly leasing benchmarks</li><li>• Developed long-term relationships with customers by providing market leading customer service</li><li>• Total sales in top 15% for all comparable Bozzuto managed properties (FY 2006).</li></ul>	
	<b>Work-Study - Emory University Sports Information Department</b>	Atlanta, GA
	<i>Assistant to Sports Information Director</i>	Sep 2001 – May 2004
	<ul style="list-style-type: none"><li>• Created and implemented multimedia content for University websites</li><li>• Wrote and submitted Emory press releases to newspapers across the nation</li></ul>	
SKILLS	Highly proficient in Excel, Yardi, Rent Roll, Word, Powerpoint, Dreamweaver, Filemaker Pro	
ACTIVITIES	Member of University of San Diego Water Ski Team Member of Emory Water Polo Club, <i>Secretary/Webmaster/Player</i>	

**BRETT DEFOREST MAXFIELD**  
207 Rosebay Drive, Encinitas, CA 92024  
brettmaxfield@yahoo.com  
(760) 579-9839

**Licenses:**

**California Attorney**

Bar # 208161

Active Status in Good Standing since 2000

**California Real Estate Broker**

Identification # 01316923

Active Status in Good Standing since 2001

**Education:**

**University of San Diego Graduate Business School**

I am pursuing a MBA and will be graduating August 2008

Activities and Honors: Net Impact Board Member

**University of San Diego School of Law**

LLM in Business and Corporate Law, August 2007

Activities and Honors: Moot Court Jurist

**UCLA School of Law**

JD, May 1999

Activities and Honors: Journal of International and Foreign Affairs Articles Editor, Environmental Law Journal Articles Editor, Moot Court Participant, Legal Aid Clinic Staff, Christian Legal Society Board Chair

**UC Berkeley**

BA in American History, May 1994

Activities and Honors: Dean's List and Honor Society Member

**Articles Accepted for Publication:**

*Ethics, Politics and Securities Law* (Short Title), Ohio Northern University Law Review, Volume 35-1. Coming Fall 2008. This paper examines recent events and cases regarding trends in securities law.

*Ripping Off Grandma* (Short Title), Oklahoma City Law Review, Volume 33-2. Coming Summer 2008. This paper examines the credit card and debt collection industries and their abuses, especially against seniors, and what can be done by legislatures and the citizenry to rectify the situation.

**Experience:**

**Attorney**

**Coughlin, Stoia, Geller, Rudman & Robbins, LLP, 655 West Broadway, Suite 1900  
San Diego, CA 92101**

Worked on all aspects of class action securities litigation discovery.  
12/15/06 to 6/27/08

Note: The reason I left this position is because I am running for the California State Assembly as the nominated democratic candidate for the 74<sup>th</sup> AD and need more flexibility and to be able to work less hours than this position requires. For more information please visit [www.brettmaxfield.com](http://www.brettmaxfield.com). My first year working for this firm was as an independent contractor, not as an employee. I switched to an employee in January 2007.

**Attorney**

**The Law Firm of Williamson & Brown, 4141 Jutland Drive, Suite 201, San Diego, CA 92101**

Provided legal services on all aspects of real estate law, both transactional and litigation.  
6/1/06 to 12/1/06

Note: All my work for this firm was performed as an independent contractor.

# Michael McAllister

17101 Woodson View Lane  
Ramona, CA 92065

760-788-2682  
Cellular: 858-518-1420  
Email: [mcallister@usa.com](mailto:mcallister@usa.com)

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## Career Highlights

- Former California Department of Real Estate (DRE) Appraiser with over 20 years of real estate experience including Common Interest Subdivisions budget analysis, reserve study preparation, and residential and commercial real property appraisal.
- Inventor of “The Weggie” a device designed to help fire fighters escape structures in emergency situations.

## Professional Experience

*Vice President of Forward Planning, The Management Trust, July 2006 – present.*

- Manager of DRE budget department for Common Interest Developments, homeowners associations in 5 states. Forward planning assistance to real property developers on the formation of residential and commercial Common Interest Developments, including review of contracts, easements, and agreements.

*Director of Forward Planning, Keystone Property Management, April 2005 – July 2006.*

- Involved in production of DRE budgets and ancillary documents for Common Interest Developments, homeowners associations. Pre-planning and interaction with real property developers to advise on the formation of Common Interest Developments.

*Vice President, Budget Analyst, Stewart Title Company, June 2002 – April 2005.*

- Involved in production of DRE budgets and ancillary documents for Common Interest Developments, homeowners associations. Interaction with California Department of Real Estate to facilitate project approval.

*President, Vector Manufacturing, July 2000 – June 2002.*

- Consultant for waterjet engineering application in aerospace and automotive industry. Additionally involved in scrap metals processing and brokerage.

*Regional Sales Manager, WaterJet Technologies Inc., January 1998 – July 2000.*

- Sales Manager (Western Region) for manufacturing facility primarily for aerospace and automotive industries. Managed 20 sales representatives in 7 states for approximately \$25 million in annual sales.

*Associate Property Appraiser, California Department of Real Estate, December 1989 – January 1998.*

- Common interest budget analyst with regards to complex real estate transactions. Appraisal of real property, including residential, business, special function and land. Interaction with real property developers to advise on the formation of Common Interest Developments, including legal contracts, easements, and agreements.

*Right of Way Agent, California Department of Transportation (CalTrans), September 1988 – December 1989.*

- Involved in appraising and acquisitions of real property for eminent domain. Worked with staff attorneys in preparation of eminent domain actions. Coordinated computerization of the relocation section for the tracking of displaced persons.

## Education

- Master of Science in Real Estate, Candidate  
University of San Diego
- Bachelor of Arts in Management Science  
Minor: Psychology  
University of California at San Diego, Muir College

# ARTIN PANOSSIAN

2540 Northside Dr. #210 • San Diego, CA 92108 • 323-828-2801 • [artinpanossian@yahoo.com](mailto:artinpanossian@yahoo.com)

## EDUCATION

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### University of San Diego- Master of Science in Real Estate (MSRE)

- Anticipated graduation July 2009
- Dean's Scholarship recipient
- Real Estate Society – Director of Industry Outreach

### University of California at Los Angeles - Bachelor of Arts (BA), Business Economics

- *Graduated 2001*
- ANCA Scholarship recipient

## CAREER HIGHLIGHTS

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### Leadership and Management

- Received 3 promotions in a 3 year period, ultimately overseeing the biggest and most profitable region/branch for LRP Capital.
- Supervised a staff of 18 employees in role as Regional Manager, covering all aspects of loan origination process, including sales, processing, administration and preliminary underwriting.
- Quickly climbed to Senior Loan Consultant position, and within first 11 months helped team close over 100 commercial and residential loans for a total of \$65M - leading to promotion of Regional Manager.
- Founded Artesian Development Corporation.
- Successfully managed \$20M in sales, \$30M in receipts, and \$300K in advertising for 74 Robinsons-May stores throughout 5 states.

### Communication and Negotiation

- Effectively communicated with clients and staff throughout the loan process leading to seamless transactions and great customer service.
- Developed strong partnerships with lenders and appraisers which led to better negotiating leverage, lender concessions and off-sheet exception pricing.
- Networked with various developers, brokers, tenants and owners at conventions such as ICSC.
- Attended New York, St. Louis and Las Vegas markets to source suppliers and assess future trends.

### Analyzing and Planning

- Analyzed client credit history, income documentation, preliminary title reports, purchase contracts and appraisal reports to qualify borrowers for select loan programs tailored to specific client needs.
- Partnered with Sterling Development Corporation and helped with due diligence, pro-forma analysis, cash-flow projections & forecasting for proposed project.
- Conducted regional demographic research as a buyer representative for Robinsons-May's future site committee.
- Assessed demographic data by region and by store using excel spreadsheets in order to deliver appropriate merchandise - resulting in reduction of markdowns and increased profit.
- Attained 20% increase in sales for 2004 by correctly executing the planning of sales, receipts and gross margin.

## PROFESSIONAL EXPERIENCE

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### LRP Capital Woodland Hills, California

2005 – 2008

- **Regional Manager** (2007-2008)
- **Senior Loan Consultant** (2006-2007)
- **Originator/Loan Consultant** (2005-2006) – Platinum Award Recipient

### Artesian Development Corporation Glendale, California

2006 – Present

- **Principal** (2006-Present)

### Robinsons-May / Meier & Frank North Hollywood, California

2001 – 2005

- **Buyer, Men's Sportcoats & Dress Slacks** (2004-2005) – Outstanding Buyer Award
- **Senior Assistant Buyer, Men's Sportshirts** (2002-2003) – Outstanding Assistant Buyer Award
- **Assistant Buyer, Men's Activewear & Outerwear** (2001-2002) – Outstanding Assistant Buyer Award

## AFFILIATIONS

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California Real Estate License (DRE #01836056)  
Urban Land Institute Young Leaders (ULI)  
International Council of Shopping Centers (ICSC)

## **Will Strong**

3895 Riviera Dr. apt: C

San Diego, CA 92109

760-777-2880

willstrong456@hotmail.com

- EDUCATION:** University of Colorado at Boulder, where I enrolled in the Leeds College of Business Administration. Received a bachelor's degree in Finance with a Real Estate emphasis. Related coursework includes; Real Estate Principles, Real Estate Law, Real Estate Development, Investments in Real Estate, and Financial Markets and Institutions. Graduated December 2003. Currently a candidate for a Masters of Science in Real Estate at the University of San Diego.
- EXPERIENCE:**
- |   |                                       |
|---|---------------------------------------|
| Palm Springs Warehouse<br>· General Manager: Responsible for all leasing, marketing, and property management of 5 commercial buildings near airport with 30 tenants.<br>Construction Manager of new 18,000 SF building. | Palm Springs, CA<br>Spring'06-Present |
| Tebo Development<br>· Leasing Agent: responsible for over 200 company owned commercial and residential units.   | Boulder, CO<br>Fall'05-Spring'06      |
| Blue Moon Capital<br>· Disposition Rep: specializing in private real estate underwritings. Nationwide acquisition and sales.  | Denver, CO<br>Winter'04-Fall'05       |
- LEADERSHIP:**
- |   |                          |
|---|--------------------------|
| President of the Phi Gamma Delta Fraternity<br>Beta Kappa chapter<br>· Fully responsible and in charge of a 100+ member Fraternity. | Boulder, CO<br>2001-2002 |
|---|--------------------------|
- Numerous other leadership positions held in Fraternity including: Chapter Historian, Head of Judicial Board, House Manager, and Greek Week Chair.
- SKILLS:** I have a State of California Real Estate Salesperson License. I am great working with people; enjoy challenges and learning new things. I possess great leadership qualities. I am also very proficient with computers including Excel, PowerPoint, Outlook, and Word. I have very strong writing and typing skills, and know basic Spanish. I am a mentally strong, organized worker, who always goes above and beyond what is asked and needed.

# Christian M. von Merkatz

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## Education

### University of San Diego - San Diego, California

- Burnham-Moores Center for Real Estate
- Masters of Science in Real Estate Candidate - Expected Graduation July 2009

### University of California San Diego - San Diego, California

- Continuing Education - Summer 2002
- Urban Development & Land Use

### University of San Diego - San Diego, California

- Bachelor of Business Administration - May 2000
- Emphasis in Marketing and Finance

### University of Melbourne - Melbourne, Australia

- Study Abroad - Spring 1999
- Course of study in International Business

## Work Experience

### Trico Development, Inc., Irvine, California

#### Acquisitions Manager (Southern California) June 2004 – August 2008

- Identified and successfully negotiated purchase of vacant land and improved properties for development and redevelopment projects
- Created feasibility studies in areas of focus including: demographic reports, competition surveys, and economic reports
- Assisted in entitlement process for self storage and multi-family developments
- Performed financial analyses including the creation of pro forma models and sensitivity analyses for project cash flows, loan alternatives, partnership splits, and investment returns
- Advised the Principals in underwriting potential acquisitions, developments, and dispositions of real estate assets
- Completed comprehensive due diligence reviews including: market analysis; financial models; site design, hard and soft cost estimates; zoning entitlements; environmental; geotechnical; legal/title reviews

### CoStar Group, San Diego, California

#### Senior Real Estate Analyst December 2000 – April 2004

- Analyzed market conditions by tracking inventory levels, absorption rates, vacancy rates, and sale transactions
- Maintained business relationship with brokers, lenders, appraisers and investment professionals
- Updated and developed national database of sales comparables, leasing information, and property listings
- Prepared reports consisting of cash flow analysis, rent survey, and property inspections
- Published on a quarterly basis office and industrial reports

### Dolfann Enterprises, Orange & San Diego County, CA

#### Real Estate Analyst P/T 1996 – 2002 (Consulting & Analysis)

- Identified and analyzed potential real estate investments
- Performed financial feasibility studies for development of commercial and residential projects
- Designed and updated database of potential investors for marketing program
- Initiated due diligence and underwriting for income producing properties
- Created marketing materials for investment opportunities and assisted in joint venture proposals

## Professional Affiliations and Licenses

- Licensed California Real Estate Broker
- USD Real Estate Alumni Member
- Urban Land Institute Young Leaders

## Technical Skills

- MS Word, Excel, PowerPoint, Outlook, Adobe Photoshop
- CoStar: Property Professional, Comps, Tenant,
- GIS Mapping
- WinAIR Forms
- Contract Negotiation: Purchase/Sale/Lease/JV Agreements

**Joshua B. Vrotsos**  
826 Capistrano Place San Diego, CA 92109  
(858) 682-9062

## EDUCATION

**University of San Diego** *San Diego, CA* *July 2009*  
Master's of Science in Real Estate

**University of California San Diego** *La Jolla, CA* *June 2002*  
Bachelor of Arts in Political Science/ International Relations- 3.55 GPA  
National Honor Society| National Political Science Honor Society| Pi Sigma Alpha Golden Key  
International Honor Society

## EXPERIENCE

**Dividend Homes, Inc**  
*Senior Sales Executive* *San Jose, CA* *8/05 – 10/08*

- ◆ Negotiated price and contract terms for all new home sales
- ◆ Recruited and pre-screened residential lenders
- ◆ Pre-qualified and analyzed all customers financials and credit history
- ◆ Led Sales Team responsible for producing ~\$85,000,000 in new home sales
- ◆ Set Company Monthly Sales Record- \$7,000,000 in sales, December 2006

## Xerox

*Territory Account Manager* *San Diego, CA* *10/04 - 08-05*

- ◆ Structured financial terms and negotiated pricing for all transactions
- ◆ Generated new prospects through daily cold calling and door- to- door sales
- ◆ Responsible for producing \$35,000 in monthly sales in assigned territory
- ◆ Presented company products to prospects and conducted customer training
- ◆ Managed all post sale service, network, billing, and sales issues

## National City Mortgage

*Junior Loan Officer* *La Jolla, CA* *2-04 – 10/04*

- ◆ Originated residential mortgages
- ◆ Developed clients through extensive cold calling and mailing campaigns
- ◆ Cleared loan conditions for borrowers and all associated services in order to expedite loan closing
- ◆ Worked in all aspects of retail residential mortgage origination from taking initial borrower applications to opening title, escrow, and appraisal

## SKILLS AND ACTIVITIES

- ◆ California Real Estate Salesperson License
- ◆ Northern California Real Estate Association
- ◆ Xerox National Sales Training
- ◆ USD Graduate Real Estate Society

### Summary

I am a senior manager with a focus on sales, and marketing. I have spent the past 6 years helping grow an online marketing company targeting automobile dealers nationwide. My team oriented approach, salesmanship, and product knowledge helped propel our sales team to record revenue 6 straight years. We were able to double our business each year from 2002-2006 earning the Fastest Growing Company in Richmond, VA Award in 2007. I managed numerous divisions within the company, performed trainings, and mentored employees. I helped grow our company from 4 employees to 120 employees over 6 years. I am planning to leverage my business acumen, sales expertise, and strong management ability for an upper level position at an aggressive commercial real estate firm.

### Experience

Interactive Financial Marketing Group, Richmond, VA

2002-2008

#### *Vice President*

I focused on many areas within the company including— the Sales Department with the Account Managers and Account Executives, Direct Mail, the Finance Company, and the Business Development Center. I was inserted into different divisions at inception or if they were struggling in order to achieve success. I assisted in hiring employees in the different areas, and managing budgets. For Direct Mail, I established the “blue print” for systems, equipment, and processes; the creation of mail pieces, the data purchasing, and the overall sales. For the Finance Company, I helped set up the process from loan approval to origination to funding. In the BDC, I orchestrated the set up of the workstations, training, hiring, and technology. I also managed our top accounts through frequent visits, consulting, and constant training.

- In the Direct Mail division, I assisted in growing the revenue from \$0 to \$350,000 per month over 1.5 years.
- In the BDC, I oversaw the growth from 4 agents to 40 agents over 1 year. We also doubled the size of the BDC with an auto dialer and a training center.
- In the Account Manager division, I helped lower our client attrition rate from 10% to 5% per month over a 3 year period. We consistently grew our revenue per customer by 10% per month with cross sales.
- In the Account Executive division, I oversaw growth of new sales by 25% over the last year.
- While managing our top 80 accounts, I increased retention to 98% and improved the average revenue per top client to \$9,000 per month from \$6,000

Knight Securities, Jersey City, NJ

2000-2002

#### *NASDAQ Market Maker*

I spent 3 months in an intensive training program in which I learned the different nuances of equities trading, and passed the Series 7, 55, and 63 examinations. I was then selected from a group of 50 other traders by the most profitable trader in the firm to work with him to manage his list of equities. I was responsible to manage and trade a group of 80 stocks thru retail order flow, institutional order flow, proprietary trading, and firm orders. I also provided morning reports with extensive research on recent news, technical analysis, and fundamental analysis on each stock.

Union Bank of Switzerland, Stamford, CT

1999-2000

#### *NASDAQ Market Maker*

### Education

University of Virginia, Charlottesville, VA

1999

B.A., Economics

### Activities

Big Brother Program, Richmond, VA

I have been involved in the Big Brother Program since 2002 in Richmond, VA. I enjoy mentoring young men through coaching and playing sports with them, helping them with homework, or just spending time together.

Richmond Club Lacrosse, Richmond, VA

I have played on the men’s club lacrosse team for the past 6 years competing against other club teams from Washington, DC, Baltimore, MD, and Raleigh, NC. I was also named All Tournament on the 1999 Virginia Lacrosse National Championship team.

## Sasha Zhang

7366 Mesa College Drive, #36  
San Diego, CA 92111

(858)380-7760  
sashazhang-09@sandiego.edu

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### Education

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#### **University of San Diego, School of Business Administration** San Diego, CA

Candidate for Dual Degree Program: Masters of Business Administration (MBA) 2009  
Masters of Real Estate (MSRE) 2009

- GPA: 3.9/4.00
- Runner-up for USD Business Plan Competition 2008

#### **University of South Dakota**, Vermillion, South Dakota

Beacom School of Business

Bachelor of Business Administration, Finance (5/07)

- GPA: 2.9/4.00, GPA in the Major Classes (Finance): 3.5/4.0
- Dean's List – 2005, 2006
- GMAT 730/800

### Experience

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1/03 to 5/06 **Aramark Food Service:** Cashier

- *Conducted high level customer service*
- *Conducted high level inventory control*

6/08 till now **The focus Group: Assistant to the Manager**

- Responsible for high level cost control
- Cost planning for the new project
- Research analysis on several industry

### Finance Associations:

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- Member of Financial Management Association (FMA)
- Member of Coyote Capital Management

### Other Skills, Associations, and Volunteer Work

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- Vice President of Chinese Student Association in USD (2004)
- Volunteer for Director Forum, San Diego Asian Association, San Diego Youth Education
- Proficient in the use of Microsoft Word, Excel, PowerPoint
- Proficient in the use of Java Language, Valueline, Compustat
- Fluent in: English, Chinese, Cantonese

**References Available Upon Request**