

ANDREW K. BRAINARD

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EDUCATION

University of Wisconsin – Madison, Wisconsin School of Business, Madison, WI
Masters of Business Administration Candidate – Real Estate and Urban Land Economics **09/09 – 05/11**

University of Wisconsin – Madison, Madison, WI **09/01 – 05/04**
Bachelor of Science – Geography; Studies focused on urban spatial process and theory

PROFESSIONAL EXPERIENCE

FSBO Wausau, LLC, Wausau, WI **03/08 – Present**
Partner/Broker

- Successfully developed residential home sales business concept and strategized the area wide company launch in March 2008.
- Generated 53 residential home listings around Wausau, WI since in 2008; provided full payback of start-up capital in Year 1.
- Sold advertising opportunities on web site to firms for promotion of their services creating an additional future revenue stream.

Dixon Companies, Inc., Wausau, WI (Construction Management & Real Estate Development) **07/07 – 09/08**
Associate, Business Development

- Performed market analysis for multi-family residential development opportunities around Southern Wisconsin.
- Coordinated discussions with investors and assisted in planning for a \$20 Million, 100,000 square foot sports arena facility.
- Project manager for tenant improvement build-out of Dixon Companies local office.
- Assisted Director of Business Development in contacting industrial companies and leading presentations to potential clients for our industrial construction management division.
- Coordinated bids and developed budgets for an RFP of a FedEx Ground distribution facility and an 8-unit condominium project.

Compass Properties, LLC, Wausau, WI and Madison, WI **04/03 – 06/07**
Property Manager

- Managed over 170,000 square feet of a \$70 Million office, retail, and residential real estate portfolio under supervision of GM.
- Originated or renewed 20 leases for over 26,000 square feet of commercial space representing \$1.15 Million of rental income.
- Assisted in presentations to and discussions with city government for project proposals and funding for a \$14 Million hotel and office complex, where \$3 Million was secured in TIF.
- Brokered the sale of a 50-unit multi-family property in our portfolio, resulting in a commission savings of over \$35,000.
- Reorganized corporate billing procedures and monthly accounting procedures resulting in savings portfolio-wide.
- Responsible for regional accounts receivable and payable in cooperation with corporate accounting department and CFO.
- Collaborated with property managers, GM, CFO, and President on projecting revenues, capital improvement and annual budgets.

COMMUNITY LEADERSHIP – PROFESSIONAL DESIGNATIONS

City of Wausau Community Development Block Grant, Wausau, WI, Citizens Advisory Committee 8/06 – 8/09
Center for Visual Arts, Wausau, WI, Board of Directors – V.P. and Strategic Planning & Building Committee 4/07 – 8/09
Wausau School Foundation, Wausau, WI, Board of Directors and Finance & Development Committees 8/08 – 8/09
REALTOR, National Association of Realtors 1/08 – Present
Licensed Real Estate Broker, State of Wisconsin 5/06 – Present
Licensed Real Estate Sales Associate, State of Florida 10/04 – Present

BRIAN R. DOUGLAS

brdouglas@wisc.edu

EDUCATION

University of Wisconsin, Madison 09/2009 – 05/2011
Master of Business Administration (MBA) Candidate – Expected Graduation May 2011
· Specialization: Real Estate and Urban Land Economics

University of Colorado, Boulder 08/2000 – 05/2004
Bachelor of Science, Business Administration
· Major: Finance
· Completion of Real Estate Certification Program

PROFESSIONAL EXPERIENCE

UGL Equis, Greenwood Village, CO 08/2008 – 07/2009
Account Manager

- Lead a team of five real estate professionals in providing full service account management for a corporate client's real estate portfolio.
- Supervise the delivery of transaction management, data management, and project management services which have resulted in an overall portfolio reduction from 3,600 sites to 1,600 sites, with realized cash savings of over \$50 million dollars to the client.
- Manage complex build-to-suit and development projects including site selection, financial feasibility, and construction for multi-million dollar transactions in excess of 30,000 SF.
- Generate roughly \$1 million in fee revenue per annum.

UGL Equis, Greenwood Village, CO 09/2007 – 08/2008
Assistant Account Manager

- Oversee all account activities including revenue forecasting, P&L statements, and contract renewal negotiations.
- Conduct regional site tours with client to identify inefficiencies in their portfolio to then devise action plans to capitalize on those opportunities.
- Participate in Corporate Real Estate strategy meetings to determine the best course of action, working within a larger corporate agenda.

UGL Equis, Greenwood Village, CO 05/2005 – 09/2007
Transaction Manager

- Direct all transaction activity in the Central and Eastern regions for a portfolio that includes over 1,600 sites
- Coordinate and execute strategic directives from the VP of Real Estate down to the local level.
- Work with landlords to negotiate sales price and lease rates as well as termination and buyout agreements.
- Act as an intermediary between attorneys, surveyors, title companies, brokers, appraisers, environmental assessors, corporate management, local management, and lease administration team to ensure deadlines met and objectives completed.

Tebo Development Company, Boulder, CO 01/2004 – 09/2004
Commercial Leasing Agent/Project Coordinator

- Responsible for negotiating lease contracts for retail, industrial, and office space comprising a portfolio in excess of 1.3 million square feet.
- Establish relationships with city officials to ensure compliance with building codes and zoning regulations relating to future developments.
- Perform feasibility studies to determine the best mixed-use possibilities for the redevelopment of existing structures in downtown Boulder.

Cushman and Wakefield, Denver, CO 05/2003 – 01/2004
Marketing and Analyst Intern, Capital Markets Group

- Contribute to a team of investment brokers in the listing and sale of office buildings and grocery anchored retail centers.
- Focus on evaluating the capabilities of potential buyers as well as providing in-depth analysis of a property through financial modeling.
- Responsible for the evaluation and interpretation of due diligence materials and market conditions.

PROFESSIONAL ACKNOWLEDGMENTS AND COMPUTER SKILLS

- Licensed Colorado Real Estate Broker
- Named to Commercial Property News (CPN) – Stars to Watch 2007
- University of Colorado - Real Estate Club – Vice President 2002 – 2004
- University of Wisconsin - Real Estate Club – Member 2009
- Experienced with ARGUS, Harbor Flex, Microsoft Word, Excel, PowerPoint, Access, and Costar

TROY GOLDEN

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EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **September/2009 – May/2011**
Master of Business Administration Candidate, Real Estate and Urban Economics

- Relevant coursework includes *Real Estate Finance, Valuation of Real Estate, Real Estate Equity Investment, and International Real Estate.*
- Completed analysis training in Argus and Excel.
- Received merit-based aid from the Stephen P. Jarchow Graduate in Real Estate Fund.
- Elected to serve as Treasurer of the Wisconsin Real Estate Club.
- Preparing to take Wisconsin Real Estate Sales License Exam.
- Elected to serve on the Honor Board by the Wisconsin School of Business student body.

Yale University **September/2001– May/2005**
Bachelor of Arts, Psychology Major

- Earned a 3.37 GPA.

PROFESSIONAL EXPERIENCE

Joe Tart for NC House, Harnett County, North Carolina **June/2008 – November/2008**
Campaign Manager

- Developed and executed a fundraising program. Program outreach included group presentations, persuasive writings, and relationship building. Raised \$145,000 in capital from 300 donors, meeting the campaign's budget needs.
- Developed and executed campaign strategy based on market research: identified public concerns through polling and addressed concerns through a media campaign.
- Executed a multi-media persuasion campaign, consisting of mail, print, television, and robocall elements. Campaign touched over 13,765 households.
- Developed the integrated plan and budget for the campaign.
- Analyzed database of potential donors to prioritize donor prospects.
- Recruited and supervised 5 volunteers.

Progressive Future, Chicago, Illinois **January/2008 – May/2008**
Recruitment Administrator

- Supervised 5 recruiters, executing the policies of the Recruitment Director.
- Analyzed recruitment data to track and improve the recruitment process.
- Generated and pursued job applicants. Conducted job interviews.

Riley & Fifis for Assembly/Bodine for Senate, Burlington County, New Jersey **August/2007– November/2007**
Deputy Field Director

- Prepared materials, coordinated scheduling, and handled logistics for a voter contact operation which included 63 regular employees, 700 part-time employees, and dozens of volunteers.
- Recruited over 20 people to volunteer for the campaign.
- Trained over 40 people to engage voters.

Campaign Media Analysis Group, Arlington, Virginia **January/2006 – July/2007**
Associate Account Manager

- Completed several research projects and written reports.
- Prepared marketing materials for clients.
- Database management- organized political media according to CMAG's classification system.

CHRISTOPHER DAVID HAMMES

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Madison, Wisconsin 53703
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EDUCATION

WISCONSIN SCHOOL OF BUSINESS, Madison, Wisconsin **May 2011**
Masters of Business Administration, Full-Time Program

- Specialization in Real Estate and Urban Land Economics
- Elected Co-Vice President of the Real Estate Club (Co-President in the Fall)
- Real Estate Ambassador for the MBA Program
- Awarded 3rd place in the UNC Kenan-Flagler Real Estate Development Challenge
- MIPIM international real estate conference in Cannes, France

UNIVERSITY OF WISCONSIN – MADISON, Madison, Wisconsin **December 2004**
Bachelor of Arts, English

PROFESSIONAL EXPERIENCE

HAMMES COMPANY, Brookfield, Wisconsin and Alexandria, Virginia **02/05 – 08/09**
Real Estate Services Analyst

- Managed financial analysis, quantified stress assumptions, and created pro forma underwriting for the development of medical office buildings, hospitals, and ambulatory care facilities ranging from \$8,000,000 to \$300,000,000 for twenty regional offices located throughout the United States
- Evaluated prospective lenders, negotiated term sheets, led due diligence and loan documentation process that enabled successful loans closings under tight deadlines
- Monitored the lease-up of medical office buildings and communicated with local leasing personnel to establish appropriate lease rates and other applicable economic terms
- Led market research, financial feasibility, preparation of development budgets and developed financing packages for potential lenders on new developments
- Acted as the primary conduit for the legal team while negotiating deal terms and partnership structures
- Participated in monthly investment committee meetings with management to discuss mitigating project risks, dispositions, acquisitions, and existing loan terms
- Developed comprehensive Microsoft database profiling the company's health care clients, past and current projects, as well as architects, general contractors, and banks used in the delivery of past projects for the use of marketing and background for real estate development professionals
- Promoted to Senior Analyst for exhibiting a strong work ethic and continuous desire to complete tasks efficiently while working directly underneath the Chief Financial Officer

UNITED STATES SENATOR HERB KOHL, Washington, D.C. **05/03 – 08/03**
Intern

- Evaluated legislative issues including homeland security and agriculture on behalf of legislative correspondents and constituents
 - Drafted letters to constituents responding to constituent concerns and requests
 - Observed and wrote reports on Senate Congressional Hearings
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ADDITIONAL INFORMATION

- Proficient in Microsoft Office and Argus
- Member of the University of Wisconsin – Madison Alumni Association
- Interests include politics, history, golf, basketball, and travel

JIM LINDSEY

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Madison, WI 53703

jmlindsey@wisc.edu
(213) 268-2158

EDUCATION

WISCONSIN SCHOOL OF BUSINESS – MADISON, WI **AUG 2009 - MAY 2011**
GRAASKAMP CENTER FOR REAL ESTATE

Master of Business Administration (MBA) Candidate, May 2011

- Key coursework includes Real Estate Finance, Argus Training, Corporate Finance, International Real Estate, Data Analysis, Real Estate Equity Investment, Securities Analysis
- UT-Austin National Real Estate Challenge – Honorable Mention 2009.
- Applied Real Estate Investment Track

UNIVERSITY OF SOUTHERN CALIFORNIA – LOS ANGELES, CA **AUG 2001- MAY 2005**

Bachelor of Science, Accounting

- Key Coursework: Adv. Financial Accounting, Adv. Cost Accounting, Operations Management, Strategic Management, Business Writing, Business Law, Forecasting, Finance.

PROFESSIONAL EXPERIENCE

JRK PROPERTY HOLDINGS – LOS ANGELES, CA **MAR 2008 – JUL 2009**

Analyst, Asset Management

- Produced financial projections for a 45,000 unit national portfolio of Section 8, low income and senior living multi-family properties to ensure operational targets were met.
- Developed property budgets totaling \$29 million of revenue for 2009.
- Analyzed on-site property staffing levels to achieve maximum expense savings without impacting customer service and maintenance quality.
- Collected and analyzed portfolio-wide operational data. Kept senior management informed of emerging financial trends and their underlying causes. Managed on-site staff to correct deficiencies.
- Monitored vendor and advertising costs. Successfully re-negotiated \$40,000 in savings over 8 months.
- Led the implementation of Yardi database software. Designed monthly processes and wrote accompanying VBA macros.
- Oversaw asset management of 100,000 sf storage facility in Queens, NY. Set positioning strategy and monitored costs.
- As a third party liaison, managed all outside communication, including LP's, lenders and government.

CB RICHARD ELLIS – LOS ANGELES, CA **SEP 2005 – MAR 2008**

Analyst, Global Corporate Services

- Developed detail financial analysis of lease transactions to optimize cash and GAAP implications.
- Presented financial capabilities to prospective clients and communicated analyses to existing clients.
- Managed critical lease dates and lease transaction activity for a variety of clients. In addition, coordinated communication between brokers, tenant decision makers and tenant user groups.
- Organized lease consolidation study for Fortune 500 client to determine redundant properties and opportunities to consolidate business groups into as few sites as possible. Achieved savings in excess of \$2 million.
- Abstracted lease information for 160 million square feet into database software.

ADDITIONAL INFORMATION

- Software skills: Excel modeling and data analysis; Excel VBA macro coding; Argus DCF modeling; PowerPoint; Adobe PDF & graphics.
- Urban Land Institute (ULI) member. (2007 – Present)
- Riordan Volunteer Leadership Development Program, Graduate. (Feb 2009)
- Board of Directors – Intern: Inside Out Community Arts, Venice, CA (2008- 2009)
- Eagle Scout.

ALEXANDER LIVADAS

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EDUCATION

University of Wisconsin - Madison, Madison, WI

Master of Business Administration Candidate

Aug 2009 – May 2011

- Specialization: Real Estate and Urban Land Economics

Cornell University - School of Hotel Administration, Ithaca, NY

Bachelor of Science

Aug 2002 – Dec 2006

- Major: Hotel Administration
- Coursework Focus: Real Estate Finance
- Co-President of Cornell Undergraduate Real Estate Council

PROFESSIONAL EXPERIENCE

The Weitzman Group, Inc., New York, NY

Senior Associate

Feb 2007 – Jun 2009

- Performed appraisals for a variety of private and institutional clients including UBS and the National Electric Benefit Fund
 - Product types included office, industrial, retail and residential properties with valuations typically ranging from \$15 to \$250 million per property
 - Performed specialty appraisals as well for the IRS Appeal of historic façade easement donations
- Executed feasibility, marketability, and market studies for clients engaged or involved in financing, developing or acquiring hotel, retail, and residential properties
 - Produced marketability analysis on the potential redevelopment of a 700 unit rental apartment property in Manhattan into a mixed use property with hotel, rental apartment, and for-sale condominium components
 - Conducted several market analyses as part of the largest apartment acquisition in REIT history (the Archstone-Smith Portfolio) involving a \$22 billion portfolio of apartment buildings located in over nine major urban markets in the U.S. and Germany; traveled to many of the markets to provide on-site inspections of each asset to direct market analysis
- Performed in depth land sale research in Manhattan throughout arbitration proceedings for the ground rent determination of multiple Manhattan office properties
- Trained and supervised new employees and summer interns in discounted cash flow analysis and the use of DYNA software
 - Personally developed Excel training models to teach the basic components of cash flow projections, discounted cash flow analysis, and amortization schedules

CBRE | Melody, Washington, D.C.

Summer Analyst

Jun 2006 – Aug 2006

- Performed research for the debt and equity financing of numerous properties among several property types
- Developed offering memorandums, assisted with the due diligence process, and supported both sponsors and lenders through the loan process

PART TIME PROFESSIONAL EXPERIENCE

Summit Equities, Scottsdale, AZ (Work Remotely)

Consultant

Jul 2008 – Present

- Perform quarterly market valuations and cash flow projections for a five property family owned industrial portfolio with over 60 tenants located in California and Arizona
- Developed strategies to improve the performance and operating efficiency of the portfolio in anticipation of CMBS loan maturity during an illiquid financial market

MEMBERSHIPS, SKILLS, AND ACTIVITIES

- University of Wisconsin Real Estate Club (2009 – Present)
- Wisconsin Real Estate Alumni Association (2009 – Present)
- Cornell Real Estate Council (2007 – Present)
- Urban Land Institute (2007 – Present); Competitor in the 2010 ULI/Gerald D. Hines Student Urban Design Competition
- Proficient in ARGUS, DYNA, and Microsoft Office
- Compete in Ice Hockey, Lacrosse, and Running Events (Marathon and Urbanathlon)

LAMAR A. NEWBURN

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EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI

Master of Business Administration Candidate, May 2011

2009-Present

- James A. Graaskamp Center for Real Estate.
- Vice President, University of Wisconsin Real Estate Club.
- Stephen P. Jarchow Graduate Fellowship in Real Estate recipient.

Cornell University, College of Arts and Sciences, Ithaca, NY

Bachelor of Arts in Economics

1999-2003

EXPERIENCE

Cassidy & Pinkard Colliers, Washington, District of Columbia

Financial Analyst, Capital Markets Group

2007-2009

- Lead analyst for over \$750 million of closed debt, equity and investment sales transactions for commercial real estate in the Midwest and Washington, D.C.
- Top capital markets group in the Mid-Atlantic region with total production of \$1.65 billion (2008), representing 48% market share of all transactions. Record production of \$3.5 billion (2007).
- Conducted financial modeling, valuation and due diligence for income-producing office, multi-family, apartment, industrial and hotel real estate assets.
- Produced offering memoranda for more than 30 commercial real estate assets valued at over \$1.9 billion.
- Negotiated with loan originators and equity partners to underwrite, structure and price commercial loans.

Assistant Director of Research/Market Research Analyst

2006-2007

- Led a team of four research analysts responsible for the tracking and analysis of all office leasing and investment sales activity throughout the Washington, D.C. region.
- Reduced the quarterly data analysis process from four weeks to two weeks.
- Authored five Quarterly Office Leasing Surveys and two Annual Investment Sales Surveys distributed to over 250 real estate investment companies worldwide.
- Reported current and projected office leasing and sales results to top company executives on a quarterly basis.

Wells Fargo & Company, Minneapolis, MN & Alexandria, VA

Assistant Manager, Wells Fargo Financial

2004-2006

- Produced more than \$8 million of residential mortgage and consumer loan volume.
 - Won three District & Regional Sales Employee of the Month awards with results exceeding \$1 million.
 - Co-managed a six member sales team focused on residential mortgage underwriting and execution.
 - Analyzed and matched consumer debt loads to an appropriate loan product to achieve improved personal cash flow and provide funding for home expansions.
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LEADERSHIP

Cayuga's Waiters A Cappella Group, Cornell University

Musical Director

2002-2003

- Organized, planned and executed all rehearsals, recording studio sessions, performances and fund-raising efforts for the 17 member group.
- Co-produced and recorded a sixteen song album sold nationwide with more than 1,600 units sold.

Varsity Football, Cornell University

Defensive Co-Captain

2000-2001

ACTIVITIES & SKILLS

- **Licensed** Real Estate Salesperson in the State of Virginia.
- **Experienced** in ARGUS, Microsoft Office Suite, Real Point, CoStar, Bloomberg and Real Capital Analytics.
- **Candidate** for **both** LEED® Green Associate and Certified Commercial Investment Member (CCIM).
- **Certified** General Aviation Private Pilot.