

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

SILICON VALLEY CHAPTER



NAIOP SILICON VALLEY CASE STUDY COMPETITION

1ST ANNUAL UNIVERSITY CHALLENGE

WEDNESDAY, NOVEMBER 10, 2021

THANKS TO OUR HEADLINE SPONSORS



The
SOBRATO
Organization



Jay Paul Company is proud to support
the NAIOP Silicon Valley Case Study Competition
UNIVERSITY CHALLENGE

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www.sobrato.com

PROGRAM OF EVENTS

Introduction & Challenge Sponsor Acknowledgements

Nick Menchel, Principal
Lane Partners

Team Presentations

Santa Clara University
Stanford University
Menlo College
San Jose State University

Jury Deliberation

Site Sponsor Remarks

Kristin Molano, Director, Acquisitions & Capital Markets
Jay Paul Company

University Remarks

Kelly Snider, Director CRED Program, URBP
San Jose State University

Dr. Margaret McFarland, JD, Director
The Real Estate Center, Menlo College

Presentation of the Silicon Valley Sledgehammer

Byron Renfro, COO, Orchard Commercial

Closing Remarks

Nick Menchel, Principal
Lane Partners

Networking Reception

ABOUT NAIOP SILICON VALLEY'S UNIVERSITY CHALLENGE

NAIOP Silicon Valley Chapter has long discussed bringing a university challenge event to the Chapter - with an emphasis on introducing the business of CRE to those who may not be familiar with the industry, with the hope of planting the seeds for future mentorship, career opportunities, and the sustainability of the industry into the future.

The NAIOP Silicon Valley's 1st Annual University Case Study Challenge ("University Challenge") features teams from Menlo College, San Jose State University, Santa Clara University, and Stanford University. Teams were charged with devising a current ground up development plan based on the current market environment of an existing development project. Potential areas they were to address included product type, scale, financing, sustainable development, transit- and traffic-related issues, community impact, and feasibility. Teams had **three weeks** to develop their final presentation, which includes a written proposal as well as a live presentation pitch.

It is the Chapter's hope that the last few weeks have provided our participating students just a taste of the challenge, enjoyment, and passion it takes to develop the communities we live and work in, and most importantly a love and desire to work in a field that perhaps they had not considered before.



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NAIOP Silicon Valley Case Study Competition

UNIVERSITY CHALLENGE

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THE UNIVERSITY CHALLENGE TEAMS

**Wiley Gross**

BS Business Management,
Real Estate Concentration
Expected Graduation:
May 2022

Michaela Haynes

BS Finance and Real Estate
Expected Graduation:
May 2022

Van Wolfgang Lachance

BS Business, Finance
Concentration
Expected Graduation:
May 2023

**Kenneth Berg**

BS Management Information
Systems, Real Estate Minor
Expected Graduation:
June 2022

Anthony "AJ" DeCristoforo

BS Economics, Real Estate
Minor
Expected Graduation:
June 2022

Aristotle Douglas

BS Finance, Real Estate
Expected Graduation:
June 2022

Natalie Flynn

BS Finance, Real Estate
Minor
Expected Graduation:
June 2023

Michael Perry

BS Economics, Real Estate
Minor
Expected Graduation:
June 2022

Bera Demirbilek

BS Business, Computer
Science, Int'l Relations Minor
Expected Graduation:
May 2024

Brandon Zhang

BA Economics, BS Physics
Expected Graduation:
May 2024

Monica Tavassoli

BS Mgmt Science &
Engineering; BA Sociology, Data
Science, Markets & Mgmt Track
Expected Graduation:
May 2023

**Winnie Hito**

BS Business Administration /
International Business -
Global Management &
Leadership
Expected Graduation:
Summer 2022

Kaelynn "Kae" Malani

BS Business Administration /
Business Entrepreneurship;
Engineering Management
Minor
Expected Graduation:
2022



THE UNIVERSITY CHALLENGE COMMITTEE



Eric Fox
Executive
Managing
Director
Cushman &
Wakefield



Nick Menchel
Principal
Lane Partners



Kristin Molano
Director of
Acquisitions &
Capital Markets
Jay Paul Company



Byron Renfro
COO
Orchard
Commercial



Carrick Young
Senior
Associate
Cushman &
Wakefield

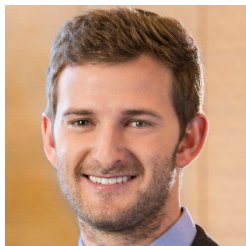
THE TEAM COORDINATORS



Joey McSweeney
Commercial Real Estate Advisor, CBRE



Alex Livadas
Vice President, Dostart Development



Harris Levin
Asset Manager, Gemini Rosemont



Mike Bordoni
Director, Asset Management, Stanford University Real
Estate Office

THE INDUSTRY RESOURCES

ARCHITECTURE

Gensler



Alan Chiang
Technical Designer, Gensler



Bob Perry
Design Director, Gensler

BROKERS



Eric Fox
Executive Managing Director, Cushman & Wakefield



Carrick Young
Senior Associate, Cushman & Wakefield

FINANCE



Chris Gandy
Managing Director, JLL



Anna Chambers
Senior Vice President, Bank of America

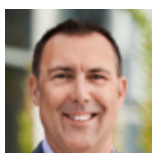
GENERAL CONTRACTOR



Aimee Hallgrimson
Director of Business Development, XL Construction



Ron Paradies
Vice President, XL Construction



Ryan Heeter
Senior Vice President,
XL Construction



Scott McPhie
Project Executive,
XL Construction



Jeff Seacrist
Project Executive,
XL Construction

THE UNIVERSITY CHALLENGE JUDGES



Matt Lituchy

Chief Investment Officer, Jay Paul Company

Matt Lituchy joined Jay Paul Company in 2000. In his capacity as Chief Investment Officer, he oversees acquisitions, dispositions and new business opportunities as well as all capital and financing activities for the company. With over 30 years of commercial real estate experience, Matt has raised over \$4 billion in project financing and acquired in excess of \$1 billion of commercial real estate for investment or redevelopment in Silicon Valley and San Diego County. Prior to joining Jay Paul Company, Matt was a Senior Vice President and District Manager at KeyCorp Real Estate Capital and previously held management positions in commercial real estate finance in San Francisco and New York.



Jane Vaughan

Partner, Development & Construction, Menlo Equities

As the Development Partner at Menlo Equities, Ms. Vaughan is responsible for all aspects of development of the company's major projects. Ms. Vaughan's 4 million square foot development portfolio at Menlo Equities ranges from traditional office/R&D projects in Silicon Valley and Southern California to mixed-use office and residential. In 2017, she completed the development of a 1.65M square foot office/R&D project in Santa Clara, the headquarters of both Palo Alto Networks and Hewlett Packard Enterprise. Prior to joining Menlo Equities, Ms. Vaughan was a Vice President and Development Partner at the Koll Company and a Vice President with Wells Fargo Bank's commercial real estate group in Silicon Valley. Ms. Vaughan holds an MBA with honors from the Kellogg School of Management at Northwestern University in Finance and Accounting. She is a structural engineer with a master's degree with honors from the University of Maryland and an undergraduate degree in Civil Engineering from The Ohio State University.



Connie Verceles

Assistant to the City Manager, The City of Sunnyvale

In her role as the Assistant to the City Manager, Ms. Verceles is responsible for a variety of assignments within the Office of the City Manager, including the administration of citywide policies and programs, economic development initiatives and special projects. She serves as the primary City liaison providing coordination and comprehensive services to the business community and performs program management and administrative duties necessary to achieve program objectives in the areas of economic development, small business assistance, downtown development, business financing, and other related areas.

Her special assignments have included the administration, implementation and compliance of the City's Wage Theft Prevention Policy and the City's Minimum Wage Ordinance. She manages the Economic Development Division and conducts research and analysis related to financial, economic development, administrative and organizational issues and makes recommendations for action.

RESUMES



Wiley Gross

BS Business Management, Real Estate Concentration

Expected Graduation:

May 2022

Michaela Haynes

BS Finance and Real Estate

Expected Graduation:

May 2022

Van Wolfgang LaChance

BS Business, Finance Concentration

Expected Graduation:

May 2023

WILEY GROSS

Atherton, CA 94027 · (812) 493-8037 · wiley.gross@menlo.edu · [LinkedIn Profile](#)

EDUCATION

MENLO COLLEGE, *ATHERTON, CA*

EXPECTED MAY 2022

B.S. IN BUSINESS MANAGEMENT (REAL ESTATE CONCENTRATION)

- GPA: 3.6

RELEVANT COURSEWORK:

- Financial Management
- Personal Finance
- Business Communication
- Organizational Behavior
- Commercial Property Real Estate
- Introduction to Real Estate
- Real Estate Finance
- Real Estate Law

RELEVANT EXPERIENCE

RESEARCH & MARKETING INTERN, CREO (BIOBULB)

08/2021 - PRESENT

- Provide research materials for external use
- Launch green technology solutions in real estate
- Create partnerships with adjacent industries

VICE PRESIDENT & TREASURER, REAL ESTATE CLUB

02/2020 - PRESENT

- Organize club events
- Request, balance, and utilize funding

COMPETITOR, NAIOP 2021 CASE STUDY COMPETITION UNIVERSITY CHALLENGE

11/2021

- Develop a new property
- Produce a written & oral presentation

PROJECT MANAGER, YANCY PROFESSIONAL TRAVEL

01/2019 - 01/2019

- Manage itineraries for lawyers and bankers
- Book hotels, cars, and flights
- Responsible for client's credit cards

ADDITIONAL WORK EXPERIENCE

HOST, BRITISH BANKERS CLUB

02/2020 - PRESENT

PEER TUTOR FOR WRITING, MENLO COLLEGE

01/2020 - PRESENT

BARISTA, THE RED INC. (THE RED ROASTER CAFÉ & EATERY)

12/2017 - 05/2021

FOOD RUNNER/KITCHEN ASSISTANT, THE RED INC. (THE RED ON MAIN)

06/2020 - 08/2020

ACTIVITIES & VOLUNTEER WORK

MEMBER, WILD - WOMXN IN LEADERSHIP DEVELOPMENT

09/2019 - PRESENT

ASSISTANT, TEDxMENLOCOLLEGE

09/2019

FACILITY CARETAKER, 9 LIVES FOUNDATION

09/2019

SKILLS

- Presentation Skills
- Business Quality Writing and Communication
- Critical Thinking
- Team Spirit
- Leadership
- Flexible/Adaptable
- Creative & Detail Oriented
- Strategic Organizing and Planning

HOBBIES

- Brazilian JiuJitsu
- Competitive and Recreational Tennis
- Outdoor activities (e.g., hiking and fishing)

Michaela Haynes

Greater Los Angeles Area | 925-523-1495 | michaela.haynes@yahoo.com

Education

Menlo College, Atherton, CA — *BS Finance and Real Estate*

Graduation: May 2022

- Earned Menlo's Valedictorian Scholarship and attained a cumulative 3.99 GPA.
- Completed Real Estate Finance, Real Estate Economics, and Financial Modeling.
- Enrolled in Real Estate Law and Real Estate Development: Planning, Policy, and Process.

Work Experience

Eastdil Secured, Santa Monica, CA — *Summer Analyst*

June 2021 - August 2021

- Created and updated ARGUS property files with market assumptions and tenant rent rolls.
- Utilized Excel to prepare rent rolls, cash flow pro formas, and market leasing assumptions.
- Prepared research on market comparables using data from CoStar and other credible sources.
- Crafted a mock offering memorandum and PowerPoint presentation to maximize property value.

Pettinelli Financial Partners, Redwood City, CA — *Intern*

June 2020 - August 2020

- Planned client review meetings and prepared for them by collecting financial statements.
- Maintained records of client information and compiled data sets for company analysis.
- Utilized Salesforce, Royal Alliance, eMoney, and Box to complete weekly assignments.
- Worked closely with and reported directly to Senior Advisor Robert Olsen.

Menlo College Office of Alumni Engagement — *Project Assistant*

January 2020 - June 2020

- Drafted direct mail pieces and formal emails on behalf of the office and President Weiner.
- Crafted collateral for the Potential on Fire campaign and other alumni engagement projects.
- Edited videos of successful graduates to bolster admissions and engage current students.

Menlo College Office of Admissions — *Oak Ambassador*

September 2019 - June 2020

- Built relationships with prospective students and assisted them as they applied to Menlo.
- Catalogued students' academic documents and planned open houses through Salesforce.
- Managed the front desk in the admissions office and maintained its professional atmosphere.

Oculus Financial Group, Petaluma, CA — *Intern*

June 2019 - July 2019

- Organized customer files, observed client meetings, and self-managed investments.
- Contributed ideas to improve marketing, event planning, and relationship building with clients.
- Utilized Excel, Outlook, and Redtail to manage new clientele and standard office tasks.

Student Activities

CFA Institute Research Challenge — *Team Member*

December 2020 - February 2021

- Competed as a finalist and placed 3rd against 17 colleges in the Northern California Regionals.
- Used analytical skills to interpret financial research and defend an investment recommendation.
- Collaborated on a team of five students to create a 29 page report and 10 minute presentation.

Menlo College's Rotaract Club — *Board Member*

January 2020 - Present

- Organize membership, facilitate meeting presentations, and coordinate a quarterly newsletter.
- Lead the #OutstandingOaks social media campaign to continue club engagement remotely.
- Plan volunteering and club bonding events that serve and support the community.

Menlo Park, CA 94025
(925)998-8659
van.lachance@menlo.edu

Van Wolfgang Lachance

PROFESSIONAL EXPERIENCE

Smith Bryan & Associates, Remote – *Associate*

03/2019-06/2020

- Acquired extensive sourcing experience while working for multinational and startup companies in industries such as Computer Software, Retail, and Fintech
- Attained in depth knowledge of a variety of roles in Sales and Business Development, Partnerships, Engineering, Retail, and Customer Support
- Developed a global and culturally diverse mindset while sourcing candidates all over the world through LinkedIn Recruiter
- Acted quickly to adjust and pivot targeted searches in a efficient and timely manner with the goal of satisfying a clients' job requirements
- Exhibited proven technical proficiency in Microsoft Excel by updating, filtering, as well as creating thorough lists of target companies
- Gained a deep understanding of an ATS (Lever) while processing and leveraging thousands of candidate profiles for clients such as Coinbase, Netskope, Mesosphere(D2IQ), Productboard, SandBox VR, iMerit, Yubico, and Calix

SKILLS

- Communicated excellent teamwork skills while working remotely through weekly meetings, Slack, and group chats
- Demonstrated time management skills by using Google Calendar, adhering to weekly meetings, and meeting customer deadlines
- Developed critical thinking skills and an adaptable mindset by adjusting to a wide variety of clients with varying expectations and needs.

EDUCATION

Menlo College, Atherton-*Bachelor of Science-Business: Finance*

Expected 05/2023

- Relevant coursework in progress: International Management, Financial Accounting, Business Communications
- Securities Industry Essentials Preparation Course (Hosted by Morgan Stanley)
- Relevant coursework with grades: Statistics and Probability(A), Business Calculus(A), Introduction to Business(A), Principles of Macroeconomics(A), and Principles of Microeconomics(A)

STUDENT ACTIVITIES

- NAIOP Silicon Valley Case Study Competition: University Challenge amongst Menlo College, Stanford University, San Jose State University, and Santa Clara University
- Joined the Real Estate Investment Team (REIT)
- Joined and actively participate in the Finance Club

RESUMES



Kenneth Berg

BS Management Information Systems, Real Estate Minor
Expected Graduation:
June 2022

Anthony "AJ" DeCristoforo

BS Economics, Real Estate Minor
Expected Graduation:
June 2022

Aristotle Douglas

BS Finance, Real Estate
Expected Graduation:
June 2022

Natalie Flynn

BS Finance, Real Estate Minor
Expected Graduation:
June 2023

Michael Perry

BS Economics, Real Estate Minor
Expected Graduation:
June 2022

KENNETH BERG

kpberg@scu.edu | (858) - 449 - 6985 | www.linkedin.com/in/kennyberg
590 Lafayette St. Santa Clara CA, 95050

EXPERIENCE

June 2021 –
August 2021

Corporate & Investment Banking Commercial Real Estate Summer Analyst, Wells Fargo

- Provide on balance sheet loans to facilitate the construction, acquisition and repositioning of multi-family, office, industrial, retail, and residential properties, serving both regional and institutional private developers.
- Assisted on assembling complex financial models that project potential financial performance of an asset as well as underwriting risks associated with the market demand, supply, net effective rents, expenses, capitalization rates, and tenant quality.
- Prepared borrower/guarantor financial reviews focused on the borrower's and guarantor's adjusted net worth, leverage, liquidity, and other key risk factors, including cash flows and ability to service debt.

January 2019 –
September 2020

Leasing Intern/Associate, Urban Coast Properties, Inc

- Internship with a high-producing property management company established within the scopes of residential, multi-family, and commercial leasing throughout San Diego County.
- Warm calling prospective tenants, scheduling and conducting showings, facilitating applications and move-in/move-out tenants, creating and posting marketing material (vacant listings write-up, "guest card" replies, Craigslist).
- Recent responsibilities have included general accounting; company credit card reconciling, preparing, and submitting mortgage statements for various properties; preparing and submitting notices for delinquent/outstanding rents; handling tenants' rent payments for bank deposit (cash, check).

EDUCATION

Santa Clara University, *Santa Clara, CA*

June 2022: Bachelor of Science in Management Information Systems, Real Estate Minor

Executive Board Member for Santa Clara Real Estate Association, Web Manager; Santa Clara University Men's Club Volleyball; Member of Sigma Chi Fraternity, Housing Chair

KEY SKILLS AND CHARACTERISTICS

- | | |
|----------------------|------------------------|
| - Python, JavaScript | - Google Analytics |
| - DBMS, SQL | - Adobe Creative Cloud |
| - Microsoft Office | |

LICENSES AND CERTIFICATIONS

California Real Estate Salesperson License, CalDRE#02103277

Anthony J. DeCristoforo

1805 Parliament Circle

Carmichael, CA 95608

(916) 709-7263

adecristoforo@scu.edu

EDUCATION

Santa Clara University, Santa Clara, CA

Anticipated Graduation June 2022

Bachelor of Science in Economics, with Minor in Real Estate

- Real Estate Association, Santa Clara University (Fall 2019-Present)
 - Executive Board Member
 - Planning and coordinating speakers and events (interview workshops and annual symposium); oversee professional mentorship program; manage social media strategy; increase visibility and membership.
- Sigma Chi Fraternity, Lambda Gamma Chapter (January 2019-Present)
 - Brotherhood Committee Member; planning and execution of fraternity-wide events.

EMPLOYMENT

JLL, Sacramento, CA

Summer 2021

Paid Brokerage Intern

Researched and analyzed implications of COVID-19 and its impact on the greater Sacramento area market and presented findings to the Sacramento office brokers. Compiled list of select retail tenants within specific markets to assist broker outreach and cold-calling. Researched and visited multiple sites in Sacramento and San Francisco for potential leasing properties. Shadowed brokers in their day-to-day operations to gain insight in market trends, client communication, property tours, open houses, and general management and business development.

JLL, Sacramento, CA

Summer 2020

Paid Summer Intern

Internship offer accepted. Rescinded due to COVID-19.

Pursuit Promotional Management, Inc., Sacramento, CA

Summer 2019

Paid Marketing Intern

Direct marketing and sales of consumer products, ranging from household cleaning goods to \$1,500 electric bikes, in members-only retail settings across Northern California and Northern Nevada. Enhanced public speaking and rapport building skills. Learned sales pitch for a different product every two weeks, and presented pitch to consumers along with demonstration of the product's full range of capabilities.

The Edwards Company, Sacramento, CA

Summer 2019

Commercial Real Estate Intern

Introduction to and general overview of commercial real estate principles and practices. This included reviewing multiple commercial real estate handbooks and source materials, with weekly conference calls to discuss real estate fundamentals.

LICENSE & CERTIFICATION

California Real Estate Salesperson License (No. 02162593)

Bloomberg Market Concepts certified.

Aristotle Douglas

arisdouglas@gmail.com | (650) 302-3015

I pride myself on being a problem solver and someone who thinks outside the box. I am a motivated individual that works well with others and I am always open to constructive criticism.

Education

Junipero Serra High School	2014-2018
<ul style="list-style-type: none">GPA (Cumulative): 3.8Recent Semester GPA: 4.0	
Stanford University Summer College	Summer 2015 –2017
<ul style="list-style-type: none">GPA (Cumulative): 3.6	
Santa Clara University	Sep. 2018-Present
<ul style="list-style-type: none">Finance & CommunicationsRecent Quarter GPA: 3.5	

Work Experience

Mashvisor, Intern (Mountain View, CA)	Feb.2017 - Dec 2017
<ul style="list-style-type: none">Researched records and real estate statisticsUpdated and maintained CRMData migration	
ZiMAD Gaming, Intern (Mountain View, CA)	March 2016- Jan 2017
<ul style="list-style-type: none">Market researchTested various games and applications for bugs in preparation for launchProvided insight for user demands and needs	
Sage Digital, Expert Channels Content Lead (Palo Alto, CA)	January 2018- Dec 2019
<ul style="list-style-type: none">Play an integral role in the development and Launch of a Technology PlatformOn-board Celebrities, Experts, Influencers, and Executives onto the PlatformManage a global team of 10	
MD Investments, Business Development Intern (Remote)	June 2020- Dec 2020
<ul style="list-style-type: none">Investment Portfolio AnalysisProperty UnderwritingPrimary, Secondary, and Tertiary market analysis	
TD Builders, Marketing Business Development Intern	June 2021- Sept 2021
<ul style="list-style-type: none">MarketingClient OutreachImproving Online PresenceData Base and CRM	

Volunteer Experience

Volunteer, Lemo Foundation (Redwood City)	Feb. 2013 – March 2018
<ul style="list-style-type: none">Mentored underprivileged children in academics and athletics	
Volunteer at Ignatian Family Teach-in for justice (Washington D.C.)	Nov. 2016
<ul style="list-style-type: none">Part of student delegation to learn more about social injustices and participate in conferences to help find solutions; including meetings with political leaders	

Extra-curricular Activities

VP Real Estate Association	Sept. 2018-Present
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Entrepreneurial Club

Sept. 2018-Present

Awards/ Accomplishments

- Achieved President's list as a Freshmen, Sophomore, Junior, and Senior
- Academic Block and Outstanding Student Award
- Vice President of Junipero Serra High School

Athletics

- Competitive boxing
- Varsity Football

Feb. 2012-Aug. 2017
Aug.2014-Feb. 2017

Natalie Flynn

408.833.4840

www.linkedin.com/in/natalie-flynn1

nflynn@scu.edu

EDUCATION

Santa Clara University, Santa Clara, CA

Expected Graduation: June 2023

Bachelor of Science in Commerce, *Major: Finance Minor: Real Estate*

GPA: 3.62

Board Member of SCU Real Estate Association, Modern Languages & Literatures Student Ambassador, Officer of Cultural Italian American Organization, Italian TA, Competing For SCU in the NAIPO Silicon Valley Commercial Real Estate Case Study Competition

EXPERIENCE

SJ Office of Economic Development, Downtown Management/Business Development Intern September 2021 - Current

- Assist with general business outreach related to corporate retention and expansion Downtown
- Assisting with outreach, management, and implementation of the SJ Al Fresco initiative -- a program to encourage businesses to expand their operations
- Coordinating business outreach to the top 25 Downtown employers including identifying companies/company contacts and setting up meetings, doing pre-meeting research, creating briefing sheets, and following up on issues with appropriate city departments
- Participating in City-related meetings and activities, meeting with government agencies, private industry, and the community

Miller Center for Social Entrepreneurship Impact Investing Intern September 2021 - Current

- Hands-on work experience researching, analyzing, and determining the impactfulness and investment readiness of social enterprises from around the globe by conducting an intensive due diligence process on the SE's that apply for financial support
- Internship granted after successful completion and good performance at investment boot camp from July 12 to July 30, 2021

Parkworth Wealth Management, Inc: Paid Intern June -September 2019 & 2020

- Worked on Salesforce, entering client account data and created company-wide financial reports, asked back after first summer
- Transitioned company's information to a new CRM system and confronted problems within the new CRM system as they arose
- Created Salesforce company interface based on employee feedback, resulting in easy access to reports, better task completion system and progress tracker

LEADERSHIP

SCU Real Estate Association Board

September 2021- Current

- Help facilitate learning for students interested in careers in Real Estate by exposing members to the field through hosting panel discussions with industry professionals, property tours, networking events, our annual real estate symposium, and more
- Connect students to industry leaders through our mentorship program to receive invaluable career advice and expand their networks

Leavey School of Business Peer Advisor

August 2020- June 2021

- Trained for this position, to advise on the business school requirements of various majors and minors, assigned to a small group of freshmen to advise on courses and show them SCU's many advising resources and materials
- Met with fellow students to help them make course plans, 4-year plans, answer questions about different majors & minors

Elite Spartans: Part-Time Trainer

March 2021- July 2021

- Ran high intensity cardio-based exercise class for all ages, provided modifications, prevented injuries, provided positive motivation, pushed people while being sensitive to their physical limits

TRAININGS

University Impact (UI) Impact Investing Bootcamp

July 12- July 30, 2021

- An intensive three-week training program, 7 hours daily that taught the principles of impact investing, from financial analysis to social impact measurement
- Hands-on experience with the due diligence process and grant/financial report writing as UI gave us actual numbers, from real proposals, from actual organizations to make informed decisions about how to invest with the purpose of a social impact
- Received scholarship to attend this bootcamp

SKILLS

- Introductory to moderate level knowledge of Salesforce
- Computer skills: Excel, Word, Photoshop
- Strong analytical, problem-solving, and communication skills
- Detail-oriented and highly organized

INTERESTS Fields of interest: Commercial Real Estate, Real Estate Law, Corporate Development, Investment Banking

Michael Douglas Perry

Linkedin.com/in/Michael-Perry | (408) 981 - 2922 | mperry@scu.edu | Los Gatos, California

PROFESSIONAL EXPERIENCE

Investment Advisor

Santa Clara, CA

Magnify Investments

Aug 2021–Present

- Focused on income producing real estate property deals, including market analysis of real estate investment assets across the United States, with a focus on Northern California
- Advised clients on buy/sell market situations to determine highest and best value

Global Sales Intern

San Jose, CA

Cisco Systems

Jun 2021–Aug 2021

- Assisted 9 Account Managers with account research and identification of revenue growth opportunities
- Simulated sales discovery calls to position Cisco products and services to various buying personas
- Strategized and collaborated with new team members, biweekly, to develop competitive analysis and tactical sales plays

Sales Development Intern

San Jose, CA

Cisco Systems

Jun 2020–May 2021

- Collected, analyzed, and compiled over 3,500 accounts of customer data into primary sales enablement tool, informing sales and channel strategy for upcoming fiscal year
- Designed and curated content to transition an internal Cisco portal to a new, innovative, and living platform

Real Estate Development Intern

Portland, OR

Metropolitan Land Group LLC

Aug 2019–Sept 2019

- Analyzed different real estate fields through the perspective of independent real estate firms and represented MLG at a multitude of real estate conferences discussing urban growth construction and the future of Portland real estate development

Commercial Real Estate Brokerage Intern

San Jose, CA

Intero Real Estate Services

May 2018–Aug 2018

- Used CoStar to stay up to date on market trends and did market research on property values to best assist clients

EDUCATION

Santa Clara University

Santa Clara, CA

B.S. Economics & Minor in Real Estate

Sep 2018–Jun 2022

Bellarmino College Preparatory

San Jose, CA

High School Diploma

Aug 2014–May 2018

INVOLVEMENT

Real Estate Association Co-President

Santa Clara University

- Collaborated with major Bay Area real estate developers such as the Sobrato Foundation and Dinapoli Capital Partners on a consistent basis to deliver relevant speaker panels and market data to students

Wellness Chair

Sigma Pi Fraternity Zeta Eta

- First Committee Chair dedicated towards wellness and mental health, represented the fraternity and spoke at school panels about the importance of mental health awareness among Greek life, and organized events to promote mental health practices

Big Brother

Big Brothers Big Sisters of America

- Created relationship support for one-on-one mentoring to ignite the power and promise of the youth

PROJECTS

Real Estate Investment Portfolio

- Purchased single family residential property in Fort Worth, Texas
- Built relationships with realtor, lender, and property manager
- Experienced researching markets, networking with investors, and calculating cost analysis for properties



Winnie Hito

BS Business Administration / International Business - Global Management & Leadership

Expected Graduation:

Summer 2022

Email: winnie.hito@sjsu.edu

Kaelynn "Kae" Malani

BS Business Administration / Business Entrepreneurship; Engineering Management Minor

Expected Graduation: 2022

Email: kaelynn.malani@sjsu.edu