

ANDREW BOESPFLUG

1812 Madison St. • Madison, WI 53711 • 208-284-9946 • aboespflug@wisc.edu

EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **2011-2013**
Master of Business Administration Candidate

- Specialization: Real Estate
- Core courses: Real Estate Valuation and Feasibility, Real Estate Finance & Investment, and Real Estate Capital Markets

University of Portland, Portland, OR **2004-2008**
Bachelor of Arts

- Major: Finance
- 3.89/4.0 GPA, Maxima Cum Laude
- Entrepreneurial Scholars (2007-2008) - academic program focused on market research, business plan compilation, and competition. Researched, authored, and presented a prospective business plan for a German style bier-haus
- Salzburg, Austria Study Abroad- liberal arts program in music, European art and history, and German language

Appraisal Institute, Tigard, OR **2008-2011**
Professional Education

- State of Washington Appraiser Trainee License - 2008
- Washington Certified Appraiser Candidate – Pending approval for State licensing exam
- Key Courses:
 - Income Approach: Direct & Yield Capitalization
 - Market Analysis & Highest and Best Use
 - Argus® Valuation Software
 - Real Estate Finance and Statistics

PROFESSIONAL EXPERIENCE

Colliers International Valuation and Advisory Services, Portland, OR and Vancouver, WA **2007-2011**
Commercial Real Estate Appraiser

- Market area and demographic research; property inspections; lease, operating statements and pro forma analysis; highest and best use determination; final value estimate; and authoring of commercial real estate appraisals throughout the northwest
- Appraised in excess of 150 properties with an aggregate value of greater than \$50 million
- Specializations: development land, subdivision, and eminent domain
- Leadership and Rebranding Summit- selected for a leadership and strategic planning meeting focused on company transition to Colliers International brand.
 - Leadership training- one of a select group of young leaders identified with significant management potential
 - Rebranding- contributing member of business strategy and reorganization meetings to maximize rebranding benefits
- Internal Marketing Committee- active participant with an on-going committee tasked with increasing internal communication between offices and property specializations. Created conceptual ideas for intra-web communication, integrated property specialized teams, and internal newsletter.

Valley Real Estate Investments - Boise, ID **2005-2007**
Founder

- Incorporated LLC with the State of Idaho for real estate investing
- Acquired two single family homes in Kuna, ID with investment partners. Subsequently leased both homes with lease-to-own contracts and sold in 2007.
 - ROI's: 76% and 58% respectively
- Identified a niche of underserved 'credit challenged' borrowers and worked with mortgage brokers to set up a two year plan to repair credit scores, finance the down payment, and transfer ownership while the homes were leased.
- Fostered greater understanding of legal, financial, and management in the real estate industry

ACHIEVEMENTS

- Dean's Award (2008) - Top academic and extracurricular leader in graduating class (UofP)
- ÖSD Certificate (2006)- Austrian government issued German language proficiency
- Boy Scouts of America (2002)- Eagle Scout
- High School Policy Debate Team (2003)- 4th Place at Idaho State Tournament

ANDREW N. TOBY

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EDUCATION

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

Master of Business Administration Candidate

2011 – 2013

- Specialization: Real Estate and Urban Land Economics
- Relevant Coursework: Real Estate Finance and Investment, International Real Estate, Real Estate Valuation, Corporate Finance, Real Estate Law
- Recipient of the Wisconsin Connection Real Estate Alumni Grad Fellowship project assistantship

University of California-Santa Barbara, Santa Barbara, CA

Bachelor of Arts

2003 – 2007

- Major: Business Economics with Accounting emphasis
- Member of the UCSB Accounting Association

PROFESSIONAL EXPERIENCE

Deloitte & Touche, LLP, San Francisco, CA

Audit Senior

9/2009 – 7/2011

- Managed field operations for several audit engagement teams, ranging in size from 5 to 20 professionals in both the U.S. and India
- Consolidated financials for two REITs that managed contributed capital in excess of \$1B and administered the purchase of over 80 commercial properties across the U.S., including hotel, office, retail, and multifamily
- Led audit of a \$1B not-for-profit endowment, consisting of domestic and foreign securities and over 100 alternative investments
- Planned, coordinated, and led all-hands meeting for San Francisco audit practice (200+ professionals)
- Organized and facilitated internal real estate training (30+ professionals)
- Received highest overall performance rating for displaying excellence in audit and accounting knowledge, work ethic, teamwork, and client service

Audit Senior Assistant

9/2008 – 8/2009

- Spearheaded in-depth analysis of aircraft valuation, cash flow projections, and accounting for multi-tranche debt, through which over \$50 million of necessary adjustments to the portfolio's financials were discovered for high profile client
- Treasurer and Public Relations representative in Success Committee, a group established to organize informational, networking, and other career-building events

Audit Assistant

9/2007 – 8/2008

- Assisted in the preparation of an SEC 10-K filing for a public company with more than \$500 million in sales
- Responsible for the audit of equity waterfall calculations in four private equity funds totaling \$2B in assets

CERTIFICATIONS & AFFILIATIONS

- Certified Public Accountant (CPA) – California License #111007 (Active) – Highest level of experience achieved
- Member, American Institute of Certified Public Accountants (AICPA)
- Member, California Society of Certified Public Accountants (CalCPA)
- Student Member, Wisconsin Real Estate Alumni Association (WREAA)
- Member, University of Wisconsin Real Estate Club
- Proficient in Excel, Word, PowerPoint

JEFFREY T. URBANSKI

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EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **2011 – 2013**
Master of Business Administration Candidate

- Specialization: Real Estate and Urban Land Economics
- Key Coursework: Real Estate Finance and Investment, Real Estate Capital Markets, Techniques in Real Estate Valuation

Marquette University, Milwaukee, WI **2004– 2006**
Bachelor of Science in Business Administration

- Major: Commercial Real Estate
- Marquette Real Estate Club, Vice President 2005-2006

PROFESSIONAL EXPERIENCE

ProSource Consulting, LLC, Washington, DC **6/2010 – 7/2011**
GSA Lease Abstract Specialist

- Helped lead a team of four to create a new function and process within the General Services Administration (GSA).
- Tasked with creating and maintaining a database of over 830 lease abstracts for the National Capital Region.
- Balanced relationships and worked with over 15 teams throughout the GSA Real Estate Group to ensure all information acquired was accurate and up-to-date.
- Created the Lease Abstract Group's Standard Operating Procedures (SOP) to ensure standardized processes were in place for future employees.
- Used judgment while analyzing various lease documents for a range of property types, including office, retail and industrial to collect the information necessary to create a detailed lease abstract.

CoStar Group, LLC, Bethesda, MD **11/2009 –6/2010**
Research Analyst I

- Corresponded with clients and property owners via telephone and email to acquire lease and sale comparables as well as extensive property details.
- Responsible for monthly updating of a portfolio containing over 650 contacts and 1,200 properties.
- Worked in an extremely detail-oriented culture to achieve and exceed individual and team performance metrics, leading to a quick promotion.

Keyser Marston Associates, Los Angeles, CA **3/2007 – 12/2008**
Real Estate Analyst/Consultant

- Managed the research and data analysis process for numerous product types including retail, office, multifamily and others.
- Created financial pro formas and various customized tables and analyses to identify potential gaps in funding.
- Worked extensively on various market analyses ranging from Retail Leakage Analysis to Economic Sustainability Studies.
- Created maps and analyses utilizing ArcGIS mapping software.

ACHIEVEMENTS AND ACTIVITIES

- Member of the University of Wisconsin Real Estate Club
- Member of the Wisconsin Real Estate Alumni Association (WREAA)
- Member of the 2011 Urban Land Institute YLG Mentor Program – Washington, DC
- Completed 17 marathons, including both a 50 and 100 mile ultra marathon, with the goal of completing a marathon in each of the 50 states and the District of Columbia
- Washington State Real Estate Salesperson License - 2007
- National Outdoor Leadership School Graduate, Alaska Mountaineering, August 2005
- Hiked 1,008 miles of the Appalachian Trail from Georgia to West Virginia in 54 days

JORDAN DENZER

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EDUCATION

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

Master of Business Administration Candidate

2011 - 2013

- Specialization: Real Estate and Urban Land Economics
- Key Coursework: Real Estate Finance and Investment, International Real Estate, Real Estate Valuation and Security Analysis

Stephen F. Austin State University, Nacogdoches, TX

Bachelor of Business Administration

1998 – 2002

- Major: International Business
- Dean's List five semesters
- Beta Upsilon Chi Fraternity: Pledge Trainer and Chaplain
- Freshman orientation leader within a nationally recognized program

PROFESSIONAL EXPERIENCE

CONEXIS, Irving, TX

Senior Account Manager

02/10 – 08/11

- Managed day-to-day activity of clients' flexible spending (FSA), health reimbursement (HRA), dependent care and commuter accounts
- Coordinated all internal aspects of client account management between finance, IT, claims, QA and call center teams
- Directed two of top ten revenue generating FSA accounts (Sony Pictures Entertainment and Colgate-Palmolive) – both serve as important references for prospective clients
- Led mentor meetings with junior level employees to train on account management topics
- Traveled to client headquarters to review performance records and work corporate health fairs
- Performed training on clients' accounts and corporate culture for internal call center team

Account Manager

09/08 – 02/10

- Resurrected key business relationships with Colgate-Palmolive and Moody's Corporation by auditing accounts, improving the efficiency of a manual process by 88% and increasing internal accountability
- Revenues on Colgate –Palmolive account increased 56% following six months under my leadership

Client Service Representative

08/05 – 09/08

- Moved to FSA account management team, learned new product and was appointed by senior management to restore key client relationship with a client that significantly influenced the healthcare decisions of a group of law firms
- Maintained service level agreements regarding sensitive client communications, renewal processing and web correspondence, with at least 98% efficiency (as determined by SAS 70 standards)

Client Service Coordinator

03/04 – 08/05

- Handled problems and system fixes for participants with individually-priced health plans

Richardson ISD, Richardson, TX

Substitute Teacher 12/02 – 02/04

12/02 – 02/04

- Taught grades pre-K through 12 in the absence of regular teachers

COMMUNITY ACTIVITY

Vision Kids Mentoring

- Mentor 10th grade student since 2006
- Organized and planned audition for magnet high school of performing arts and created 529 college savings plan
- Met with financial counselor and other professionals for solutions to debt situation and other family issues

MARK P. LINDGREN

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EDUCATION

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Master of Business Administration Candidate

2011 – 2013

- Specialization: Real Estate
- Key Coursework: Real Estate Finance, Real Estate Capital Markets, Real Estate Valuation and Feasibility Analysis.

Kansas State University, Manhattan, Kansas

Bachelor of Science

2001 – 2006

- Major: Architectural Engineering
- Key Coursework: Construction Cost Estimating, Introduction to Construction Management, Thermal Systems Design, Advanced Electrical Systems Design, Advanced Plumbing and Fire Protection, Real Estate Principles.
- Minor: Business Administration

PROFESSIONAL EXPERIENCE

WSP Flack + Kurtz, Arlington, VA

Design Engineer

3/2010 – 6/2011

- Member of the mechanical systems design team for multiple commercial, civic and multi-family development projects.
- Acted as lead mechanical designer for a 1,200-unit, 1.2 million square foot residential and retail project in Alexandria, VA.
- Represented the engineering design teams in coordinating various projects' requirements with architects, planners, developers and local jurisdictions.
- Compiled, organized and submitted project drawings and specifications for deadlines and submissions to clients on behalf of WSP Flack + Kurtz.
- Performed studies for office, residential and retail projects to evaluate mechanical design options and present to owners.
- Reviewed, evaluated and maintained Excel database of mechanical equipment submittals for renovation of a large performing arts center. Communicated with project subcontractors on reasons for approval or denial of submittals.
- Created Excel-based design model to quickly calculate design impacts on mechanical systems due to overall project changes.
- Represented the DC office for the BAS (Building Analysis and Simulation) Group, which held weekly web meetings to discuss issues, trends and best practices in regards to the building energy analysis software utilized by WSP Flack + Kurtz.

RTKL Associates, Inc., Washington, DC

Staff Engineer

2/2007 – 3/2010

- Performed calculations and design for building mechanical systems for government, mission critical and commercial office projects. Utilized computational fluid dynamics software, Excel, and energy modeling software for design calculations.
- Evaluated a variety of new, efficient technologies for implementation into proposed buildings' HVAC systems design.
- Analyzed existing building infrastructure to prepare recommendations for improving mechanical system performance and their respective energy efficiencies. Associated each proposal with a magnitude of cost incurred by the owner.
- Member of inaugural RTKL Sustainability Group, a committee charged with creating a firm-wide network to gather, organize and disseminate information regarding sustainable projects, news and technologies.

SKILLS, CERTIFICATIONS AND MEMBERSHIPS

- Achieved LEED AP accreditation in February 2009.
- Obtained Engineer-In-Training certification in April 2006.
- Member of Urban Land Institute.
- Currently pursuing my Professional Engineering license with exam scheduled for April 2012.
- Currently completing Bloomberg Essentials Online Training program.
- Member of American Society of Heating, Refrigeration and Air-Conditioning Engineers (ASHRAE).

PHILIP NATKINS

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EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **2011-2013**
Master of Business Administration Candidate

- Specialization: Real Estate
- Key Coursework: Real Estate Finance, Real Estate Capital Markets, Real Estate Valuation & Financial Management
- Member of Graduate Business Association & Real Estate Club

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **1998-2002**
Bachelor of Business Administration

- Major: Real Estate and Urban Economics
- Cumulative GPA 3.68/4.0
- Graduated with Distinctive Scholastic Achievement
- Honors: Phi Eta Sigma Honor Society & The National Society of Collegiate Scholars

PROFESSIONAL EXPERIENCE

The Alexander Company, Madison, WI **6/2010 – 7/2011**
Deputy Director of Property Management/Compliance Specialist

- Maintained a working knowledge of various affordable housing compliance requirements including HOME, CDBG, HUD, Section 42 Low Income Housing Tax Credits, Rural Development and other local, state and federal housing programs.
- Developed and implemented a process to ensure tax credit compliance for a portfolio consisting of over 500 units in 3 states.
- Trained property management staff on compliance policies, procedures and regulations.
- Researched, analyzed and developed operational budgets for a mixed portfolio of affordable and market rate housing projects ranging in size from 65 to 135 units.
- Performed market research for upcoming residential projects including both market rate and affordable housing.
- Increased overall profitability of company portfolio through budget analysis and updated accounting procedures.

Oakbrook Corporation, Madison, WI **10/2007 – 6/2010**
Compliance Specialist

- Monitored 18 Section 42 Tax Credit properties for compliance with state and federal program guidelines.
- Educated onsite managers on current compliance procedures to streamline initial applicant certification and tenant recertification.
- Created system to maintain development specific compliance documents and information.
- Reviewed and responded to file audits performed by state housing authorities such as the Wisconsin Housing and Economic Development Authority and the Illinois Housing and Development Authority.

John DeWitt Real Estate Development, Madison, WI **5/2005 – 2/2007**
Associate Developer

- Involved in all phases of the entitlement process for new residential subdivisions. Responsible for the marketing and sale of single-family, duplex and multi-family residential lots in five subdivisions ranging in size from 60 to 175 lots.
- Performed market and financial feasibility analysis and due diligence research on potential land purchases.
- Company representative to industry organizations.

Specialized Skills & Professional Licenses

- Certified Occupancy Specialist by the National Center for Housing Management
- Proficient in TrackPro and Yardi Genesis
- Proficient in Microsoft Excel, PowerPoint and Word

TRAVIS R. CARTER

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EDUCATION

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **2011 – 2013**
Master of Business Administration Candidate

- Specialization: Real Estate and Urban Land Economics
- Key Coursework/Class Projects: Real Estate Finance, Financial Management, Financial Reporting & Analysis

University of Wisconsin-Madison, Wisconsin School of Business, Madison, WI **1998 – 2002**
Bachelor of Business Administration

- Double Major: Real Estate and Urban Land Economics; Finance, Investment and Banking
- Overall GPA: 3.95/4.00 Business School GPA: 4.0/4.0
- Graduated with Distinction
- American InterContinental University, London, England – Fall 2001

PROFESSIONAL EXPERIENCE

1st Midwest Mortgage Corporation, Madison, WI **05/09 - Present**
Loan Officer

- Originate FHA, VA and conventional mortgages for clients with a wide range of financial and credit standing.
- Communicate with clients, underwriters and loan processors to resolve issues and satisfy funding conditions in order to facilitate successful closings.

Prudential Community Realty and Restaino & Associates Realtors, Madison, WI **02/03 – Present**
Real Estate Sales Consultant

- Involved integrally in the successful closing of over \$28 million in condominium and residential properties, and \$18 million in commercial properties and development land.
- Acquired valuable marketing and personal communication skills as a managing member of multiple sales teams.
- Negotiated leases for 104,000 square feet of retail and 20,000 square feet of commercial space.

Community By Design, Inc., Madison, WI **02/03 – 04/09**
Vice President of Real Estate Development

- Project Manager for construction of 380,000 square foot, 12-story, mixed-use building with a completed value in excess of 55 million dollars and a 12 acre, infill, mixed-use retail center. Also, worked extensively on a 79 acre TND.
- Created and gave presentations to many municipal committees and boards, as well as neighborhood associations, leading to the procurement of entitlements for Planned Unit Developments, Conditional Uses, and Specific Implementation Plans.
- Produced proformas and lender booklets that lead to the procurement of over 35 million dollars in financing.
- Formulated numerous financial feasibility and market studies that were integral to the firm's due diligence of proposed developments, ranging from retail centers to multifamily and TNDs.
- Developed detailed and accurate construction and operating budgets for all our projects and properties.
- Corresponded effectively with a team of contractors and architects to resolve design and construction problems in a timely manner while staying within or below budget.
- Resolved resident and management issues that arose on a daily basis from the operation of our properties

Monona Shores, LLC, Monona, WI **10/07 - 11/08**
Developer

- Assembled three adjacent single family homes on the shore of Lake Monona to develop a 5 story, 54 unit luxury condominium. Able to obtain approvals after successfully addressing significant initial neighborhood concerns.
- Procured \$4 million in equity investment and \$12 million in lender commitment prior to the market collapse in October 08.

SKILLS AND MEMBERSHIPS

- Membership: University of Wisconsin Real Estate Club and Wisconsin Real Estate Alumni Association
- Wisconsin Realtors Association and Licensed Mortgage Loan Originator