

JUSTIN T. MCKINNIE
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EDUCATIONAL BACKGROUND

Tennessee State University - Nashville, TN Bachelor of Science in Agricultural Sciences with a concentration in Biotechnology <i>Minor Chemistry - GPA 3.3 (Dean's List 2015-2017, spring 2018)</i>	Graduated May 2018
Georgia State University Masters of Science in Commercial Real Estate - GPA 4.0	Anticipated graduation 2024

WORK & LEADERSHIP EXPERIENCE

Grandbridge Real Estate Capital - Atlanta, GA <i>One of the largest full-service commercial and multifamily mortgage banking companies in the nation, arranges permanent commercial and multifamily real estate loans, services loan portfolios, and provides asset and portfolio management as well as real estate brokerage services on a national basis.</i>	June 2022 - Present
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Commercial Real Estate Analyst

Gained the opportunity to be immersed in every aspect of a deal by working directly with all departments within Grandbridge. In the program I assisted with the creation and use of financial models, created client presentations and conducted industry research. Assisted deal teams from deal origination to execution, worked with analysts, associates, senior bankers and product partners on a variety of capital markets transactions to learn the investment banking side of commercial real estate.

- Analyzed and underwrote commercial real estate loans totaling more than \$800 MM.
- Reviewed and interpreted tenant leases, rent rolls, operating statements, tenant recovery statements, and other financials required for underwriting.
- Conducted market research to support loan recommendations including rental rates, vacancy trends, absorption trends, capitalization rates etc.
- Successfully managed the pipeline of 50+ potential acquisitions at various stages of due diligence.

Hope Community Capital - Madison, WI <i>Hope Community Capital works across the United States to connect community development projects with financing, and investors and organizations with opportunities to cultivate sustainable, inclusive and thriving communities</i>	November 2019 - June 2022
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Consultant/ Real Estate Analyst

Served in the role of Real Estate Analyst and Consultant on both commercial real estate projects and residential real estate projects. Provided market research data, financial statements, property due diligence, and led teams to achieve desired outcomes in a timely fashion.

- Worked on securing \$5MM in NMTC funding for ULGM housing ownership program.
- Acquired due diligence for potential acquisition site opportunities, including property ownership, legal records, zoning, traffic information, permitting regulations, comparable sales, and market reports.
- Helped to draft proforma documents and financial projections.
- Worked and collaborated with land owners, real estate brokers and developers, as well as city, county and state officials to obtain information about a potential or existing site.
- Support the preparation of investment memoranda and participate in deal presentations to the potential investors and clients

TRAINING & PROFESSIONAL DEVELOPMENT

MID-STATE TECHNICAL COLLEGE - Stevens Point, WI Supervisory Skills	June 2019
ULI/REAP Academy Spring 2021 ULI/ Reap Academy Fellow	March 2021
CCIM Mentee 2022 Cohort Participant in CCIM Mentee program	March 2022
Fannie Mae Future Leaders Program Participant in 3 day leadership review course	June 2022
Wall Street Prep Course Commercial Real Estate Financial Modeling Certificate	June 2022
MBA Commercial Real Estate 101 Courses Fundamentals, Underwriting, Loan Documents and closing, Securitization and closing	June 2022

