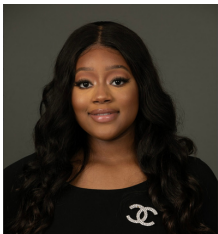


2023-2024



ETKIN SCHOLARS PROGRAM



DIRECTORY



Atlanta



Tariq Ahmed-Sule

tariqsule123@gmail.com

Interested in an internship
in **Development** or
Property Management

About Me:

My name is Tariq Sule and I was born in New Jersey. From an early age, I was exposed to real estate through my father's work as a contractor. This planted the seed for my passion, which was ignited at 16 when I became determined to major in real estate and forge a career in the industry. As an extrovert, I thrive working with people.

My proudest accomplishment so far has been securing two impressive real estate internships in my sophomore year, with Wells Fargo and Tishman Speyer. In my free time, you can find me playing basketball or watching UFC/boxing matches. I'd sing "Memories" by David Guetta at karaoke night!

I can't live without my phone - it keeps me connected and entertained. If I could only eat one meal forever, it would be a 22 oz ribeye steak, medium well. I'd invite Bill Gates, MLK, LeBron James and Michael Jackson to dine with me for fascinating conversation.

If money were no object, I'd travel the world experiencing different cultures firsthand. For now, I look forward to gaining more real estate experience through an internship in development or property management this spring or fall. With my early exposure and drive, I'm excited to continue pursuing this passion and building my career.



Zykereyes Bennett

zybennett@gmail.com

Interested in an internship
in **Development**

About Me:

Born in Athens, Georgia, Zykereyes Bennett's interest in development began in high school when he started investing in real estate. His proudest accomplishment thus far is obtaining his real estate license.

For fun, Zykereyes enjoys playing football and singing along to Lil Baby songs at karaoke night. Reading and traveling are two of his main hobbies. The one thing he can't live without, besides the basics, is talking to his mom.

If Zykereyes could only eat one meal for the rest of his life, he would choose pizza. The four people he would want to join him are legendary Atlanta developers HJ Russell and Don Peeoples, civil rights icon UN Ambassador Andrew Young, and pastor Robert Kiosiki.

With unlimited funds, Zykereyes dreams of visiting Africa someday. Driven by his interest in development that stems from wanting to make a positive impact, he is on a path to success in real estate. Though introverted, he gains energy from important connections like talking with his mom. Zykereyes aims to follow in the footsteps of esteemed Atlanta developers who came before him. Zykereyes is driven to create change in his community through real estate and finance.



Payton Broaddus

pkbroaddus7@gmail.com

About Me:

My name is Payton Broaddus and I was born and raised in Atlanta, GA. Through family friends and college extracurriculars, I developed a passion for commercial real estate. As an extrovert, I thrive working with others in a collaborative environment.

So far, my proudest accomplishment has been serving as President of the Commercial Real Estate Group at GSU. In my free time, you can find me playing football or picking "Don't Stop Believin'" by Journey at karaoke night!

I also enjoy running, golfing, playing basketball and soccer, and reading good books. While I can live without most things, a Publix chicken tender sub would be the one meal I'd choose if I could only eat one thing for the rest of my life. I'd invite Jesus, Julius Caesar, Kobe Bryant and Elon Musk to dine with me and have fascinating conversations.

If money were no object, I'd travel to the Maldives to relax on the beach and take in the incredible natural beauty. For now, I look forward to using my leadership experience to launch a successful commercial real estate career after graduation. With my passion and network, the possibilities are endless.



Porter Brown

Pbrown63@student.gsu.edu

About Me:

My name is Porter Brown and I'm currently looking for an internship in the field of development. I was born and raised in Atlanta, where my interest in real estate sparked my passion for development. As an extrovert, I love meeting new people and learning new things.

My proudest accomplishment so far has been buying my first car. I worked hard to save up for it and the freedom of having my own vehicle is priceless. In my free time, you can often find me playing football or singing T.I.'s "What You Know" at karaoke night. I also enjoy traveling and swimming whenever I can.

My faith is very important to me. Talking to God helps keep me grounded. If I could only eat one meal for the rest of my life, it would definitely be wings! I'd invite Malcolm X, Mansa Musa, Dr. Sebi and Kobe Bryant to share them with me. We'd have amazing conversation.

I dream of one day visiting Fiji. If money were no object, I'd lounge on the beach and explore the beautiful islands. For now, I'll keep working hard to gain experience through an internship. I'm optimistic about the future and where my career will take me.

Interested in an internship
in **Development**



Leah Cabrera

leahcabrera@gatech.edu

About Me:

I was born in Providence, Rhode Island where my interest in architecture and design first took root. I attended high school focused on architecture, but after graduating I discovered a passion for urban planning during a post-undergrad summer internship. This led me to become a teacher, which I loved, while also pursuing a master's degree in planning at Georgia Tech. I decided to add an MBA as well, enjoying the combination of business and planning coursework.

My proudest accomplishment so far has been interning with the Community and Economic Development Team at the Federal Reserve Bank of Atlanta. In my free time, I like playing and watching basketball. I've also recently begun learning golf, though I still have a lot of room for improvement. My go-to karaoke songs tend to be throwback R&B by artists like Keshia Cole, Mary J. Blige and Chris Brown. Other hobbies I enjoy include drawing, DJing, and strength training.

The one thing I really cannot live without, outside of basic necessities, is my noise-cancelling headphones. The four people I would invite to share that meal would be pioneering sci-fi writer Octavia Butler, influential sociologist and civil rights activist W.E.B. Du Bois, rapper and entrepreneur Nipsey Hussle, and investor Ray Dalio.

If money were no concern, my dream would be to take a tour of Africa and trace my ancestral roots. At the end of the day, I consider myself an extrovert who finds energy in people and new experiences.



Phebe Caleb

calebphebe@gmail.com

Interested in an **Industrial Brokerage** internship

About Me:

My name is Phebe Caleb and I was born in the sunny city of Los Angeles, CA. I've always loved the entrepreneurial spirit of real estate - you get back what you put in. As an introvert, I enjoy the independence and accountability of an industrial brokerage career.

My proudest moment so far was landing my first internship through sheer persistence and cold calls, without any experience or connections! In my free time, you can find me playing badminton or tennis, my new athletic passions after years as a ballet dancer. I also love watching basketball.

My karaoke song is "Tequila" by The Champs - it's sure to get the crowd going! When I'm not active, I enjoy Pilates classes and time with my best friends, ideally with a hot coffee or tea in hand. Those close relationships are vital to me.

If I could only eat one meal forever, it would be chicken biryani. I'd invite Rosa Parks, Princess Diana, the Obamas, and Ariana Grande to share it with me and have inspiring conversations about civil rights, empathy, leadership, and following your dreams.

If money were no object, I'd travel to Dubai. I'm fascinated by the futuristic architecture, vibrant culture, and luxury experiences. For now, I look forward to gaining hands-on real estate experience through an internship in industrial brokerage. I'm optimistic that my drive and independence will lead to a successful career doing what I love.



Tahirah Campbell

tcampbell47@student.gsu.edu

Interested in an internship in **Real Estate** (open to all sectors) | **Business** (operations, sales, community relations, corporate social responsibility) | **Business** or **Real Estate Consulting**

About Me:

My name is Tahirah Campbell. My father had property management connections when I was a teenager, so I helped with admin work during the summers. This early exposure sparked my interest in real estate. As an adult seeking stable daytime work, I remembered those experiences and became a leasing agent. Over time, my responsibilities and passion for the industry grew. As an extrovert, I thrive working with people in this field.

My proudest accomplishment so far has been earning my Associate degree as a non-traditional student. It represented my commitment to becoming an expert in real estate and set an example for my siblings and children about the importance of education.

In my free time, I enjoy watching sports with my family, especially football. It's great bonding time. My karaoke song is "I'm Every Woman" by Whitney Houston. I also love DIY projects, crafting, board games and reading.

Material things aren't vital to me. I could let it all go if needed. But if I had to eat one meal forever, I'd choose chicken breast, baked potato, veggies and toast. With different seasonings, it's endlessly versatile! I'd invite Ursula Burns, Dick Gregory, Will Smith and Warren Buffet to dine with me. We'd have enlightening conversations about business, comedy, acting and investing. If money were no object, I'd travel the entire world. I dream of experiencing new cultures, foods, sites and people. For now, I look forward to growing professionally from an internship in real estate, business or consulting. I'm optimistic that my degree has prepared me for an enriching career.



Joyce Chung

calebphebe@gmail.com

Interested in an **Asset Management, Brokerage, and Acquisition** Internship

About Me:

My name is Joyce Chung and I was born in Atlanta. I was first introduced to commercial real estate by an amazing mentor who opened my eyes to the importance of understanding numbers. This led me to pursue a Finance degree to support my career goals. As an introvert, I tend to be quiet and keep to myself.

My proudest moment recently was pushing myself out of my comfort zone to attend more events and get involved, even though it's difficult. I'm proud of making the effort to grow. In my spare time, you can find me watching soccer, the only sport I understand! I'd sing "A Whole New World" at karaoke night.

I also enjoy exploring the outdoors, playing board games and trying new cuisines. I can't live without my chunky sweater - it keeps me comfortable in any temperature. If I could only eat one meal forever, it would be japchae, a Korean noodle dish. I'd invite Sam Zell, Winston Churchill, Martin Luther King Jr. and Pablo Picasso to dine with me for fascinating conversation.



If money were no object, I'd travel the whole world, but Vietnam in particular to experience the culture I grew up with working in a Vietnamese restaurant. For now, I look forward to gaining real world experience through an internship in asset management, brokerage or acquisitions. With my finance knowledge and pushing beyond my comfort zone, I'm excited to grow in commercial real estate.



Maria Hernandez

mhernandez46@student.gsu.edu

About Me:

My name is Maria Hernandez. I was born and raised in the bustling city of Atlanta, Georgia. From a young age, I was fascinated by the concrete impact that financial decisions had on everyday people. This motivated me to learn more about finance, especially within real estate, as I wanted to contribute to a more just system. As an introvert, I tend to be quiet and introspective.

My proudest accomplishment so far has been becoming the first in my family to attend college. It was a dream of mine and took perseverance and hard work. In my free time, I enjoy watching gymnastics and figure skating on TV, and I'm starting to get into baseball! My favorite karaoke song is "Quedate Conmigo esta Noche" by Juan Gabriel. I also love learning new languages, baking Mexican pastries, and writing short stories.

I can't live without coffee! It fuels me through long days of studying. If I could only eat one meal forever, it would be my mom's enchiladas verdes de pollo. I'd invite Tchaikovsky, Truman Capote, Maya Angelou and the MARTA station architects to join me. We'd have captivating conversation about music, literature, civil rights and architectural design over my favorite homemade dish.

If money were no object, I'd travel to the glittering coastal city of Nice, France. I dream of strolling the Promenade des Anglais, visiting local markets and restaurants, and admiring the seaside views. For now, I look forward to seeing where my college journey leads as I work towards a career in real estate finance. I feel very optimistic about my future.



Charlie Hulett

charhulett@gmail.com

About Me:

My name is Charlie Hulett and I was born and raised in the bustling city of Atlanta, GA. I always knew I wanted to be a lawyer, but it wasn't until college and law school that I discovered my passion for urban planning law. As an introvert, I tend to be on the quiet side, but I love seeing the built environment change around my hometown.

My proudest accomplishment so far has been cultivating a diverse community of lovely people from all walks of life. They bring me so much joy and perspective. In my free time, you can find me playing cards or board games, attending art events around the city, or recently, learning to crochet. I also love cooking, baking, and going to sports games just for the lively atmosphere.



Singing karaoke terrifies me, but if I got up the nerve, I'd probably try to sing "Islands in the Stream". My spontaneous trips to Little Tart bakery are a small indulgence I couldn't live without. If I could only eat one meal forever, it would be pho and spring rolls from my favorite Vietnamese restaurant, Pho Dai Loi #2. I'd invite Ina Garten, Kurt Vonnegut, Roxane Gay, and Agnes Martin to join me for amazing food and conversation.

If money were no object, I'd travel to London and the countryside of the UK. I dream of exploring the museums, admiring the ancient architecture, and soaking in the rich history. For now, I look forward to contributing to Atlanta's future as an urban planning lawyer. My diverse community and spontaneous adventures keep life exciting.

**Justin McKinnie**

jtmckinnie0@gmail.com

About Me:

My name is Justin McKinnie and I was born in Decatur, GA. I first became interested in commercial real estate after coming across a young minority developer named Brandon Rule working on development projects. I had no idea real estate development was even a career path until then! As an introvert, I tend to be more reserved, but was immediately drawn to the industry. My proudest accomplishment so far has been graduating from college and beginning my masters degree program. It took dedication, but I'm motivated to keep growing academically.

In my spare time, I enjoy watching college and NFL football, playing golf, reading, and working out. If I had to karaoke, I'd sing "Love" by Keyshia Cole. I can't live without my laptop - it keeps me connected and productive.

If I could only eat one meal forever, it would be lasagna from Olive Garden. I'd invite my mom, dad, and grandparents to share in the carb-filled feast. We'd laugh about old memories over endless free salad and breadsticks.

If money were no object, I'd travel to Africa to experience the culture and natural beauty firsthand. For now, I look forward to continuing my education and finding my place in commercial real estate in the future. My goal is to follow in Brandon Rule's footsteps as a successful minority developer.



Dream Nelson

dream.nelson98@gmail.com

Interested in an internship in **Commercial Real Estate- Acquisition Analyst, Asset Management Analyst, or Underwriting**

About Me:

My name is Dream Nelson and I was born and raised in Atlanta, GA. I've always loved the uniqueness of each home from moving around frequently as a kid. This drew me to real estate, specifically the commercial side with its diversity of assets, business models and roles. As an introvert, I tend to be on the quieter side.

My proudest accomplishment so far has been earning my real estate license. It took diligence but I made it happen. In my free time, you can find me dancing, crocheting, watching Bravo and reading. I'd sing any Taylor Swift at karaoke night!

I can't live without music in my life. If I could only eat one meal forever, it would be pot roast and mashed potatoes. I'd invite my grandmother, great-grandfather, Lana Del Rey and Andy Cohen to join me for dinner and reminisce over heartwarming conversation.

If money were no object, I'd visit a tropical beach with warm, crystal clear water and huge waves. I dream of lounging under the palms, exploring the coastline and swimming for hours. For now, I look forward to gaining experience in commercial real estate through an internship in acquisition, asset management or underwriting. With my license and determination, I'm excited to dive deeper into this diverse industry.



Claire Patrick

claire.patrick@gatech.edu

Interested in an internship in anything within the realm of **Urban/Community Planning and Development**

About Me:

Claire Patrick's journey toward urban planning and community development began in her hometown of Lexington, North Carolina. Studying the effects of poorly planned cities in college sparked her interest in the field. Claire set her sights on being part of the solution by helping to create more equitable, sustainable, and just urban spaces.

Though introverted by nature, Claire was proud to be selected as an inaugural fellow for the SDG Futures Fellowship of the Greater Atlanta RCE. This experience only deepened her passion for positive change through urban planning.

In her free time, Claire enjoys exploring nature through hiking, exercising her creative side by trying new recipes, and feeding her artistic spirit at art museums. She can't start her day without a cup of coffee with oat milk. If Claire could eat only one meal for the rest of her life, it would be sarma. She would invite literary legend Kurt Vonnegut, comedic icon Lucille Ball, activist Angela Davis, and climate crusader Greta Thunberg to share this eternal feast.

With unlimited funds, Claire dreams of experiencing the natural wonders of New Zealand. At her core, Claire's passion for urban planning stems from a heartfelt desire to help create thriving, equitable communities where all people can flourish. She is driven to be part of positive change. Claire is seeking an urban planning and community development internship.



Ade Sanusi

adetayojr@gmail.com

Interested in an internship
in **Investment Management**

About Me:

My name is Ade Sanusi. I am currently looking for an internship in the field of investment management. I was born in the lively city of Lagos, Nigeria. Through a business elective course, I became deeply interested in the world of investing and finance. As an introvert, I tend to be on the quieter side and thrive in smaller groups.

My proudest accomplishment so far has been tutoring special education students. Being able to help them grow and learn was an incredibly rewarding experience. In my free time, you can often find me playing soccer or golf, reading a good book, or singing along to The Beatles' "Blackbird" during karaoke night. Meditation is also an important daily ritual for me to clear my mind.

If I could only eat one meal for the rest of my life, it would without a doubt be jollof rice, a popular Nigerian dish. I'd invite my father Adetayo Sanusi Sr., the philosopher emperor Marcus Aurelius, and the wealthy king Mansa Musa to share it with me. We would have thought-provoking conversation about history, leadership, and life.

While I am content with my life in Atlanta, I dream of one day visiting my ancestral homeland of Nigeria. If money were no object, I would immerse myself in the culture, meet extended family, and explore the natural landscapes that my parents always tell stories about. For now, I look forward to seeing where an internship in investment management may lead me.



Rihan Ballari

architsballari@gmail.com

Interested in an internship
in **Development, Capital Markets, and Legal**

About Me:

Rihan Ballari was born in the picturesque foothills of Colorado Springs. From a young age, he was fascinated by the world of real estate and finance. His first job in property management opened his eyes to the day-to-day workings of the industry. Intrigued, Rihan decided to pursue real estate as a full-time career.

An extrovert at heart, Rihan thrives on interacting with people. He is proud of his ability to understand his life's purpose and set goals that align with his definition of success. When he needs a break from his ambitious schedule, you can find Rihan playing GTA 5, Nascar games or Wolf of Wall Street.

Music is integral to Rihan's life. His hobbies include mentoring aspiring musicians as well as listening to classic hits like "Livin' on a Prayer" by Bon Jovi. He is rarely spotted without his trusty audio technician headphones. Cooking, reading, and volunteering also occupy Rihan's free time.

If stranded on a deserted island with only one meal for sustenance, Rihan would choose ramen. He would invite an eclectic mix of dinner guests - King Solomon, JFK, Steve Jobs, and Elon Musk - for lively debates over the single bowl of noodles.

Someday when money is no longer an consideration, Rihan dreams of visiting Mars to see the Red Planet up close. For now, he is focused on gaining valuable experience as an intern in fields like development, capital markets, and law. Rihan's story is just beginning...



2023-2024

**ETKIN SCHOLARS
PROGRAM**

RESUMES

Tariq Sule

tahmedsule1@student.gsu.edu | 267-968-6519 | <https://www.linkedin.com/in/tariq-sule123>

EDUCATION

GEORGIA STATE UNIVERSITY, J. MACK ROBINSON COLLEGE OF BUSINESS

Atlanta, GA

Bachelor of business administration | Major: Real estate | GPA: 3.62/4.0

Expected Graduation: May 2025

Honors/Awards: Dean's list, Honor roll, Gilman Scholar & The National Society of Leadership Success

Relevant Coursework: Accounting1 & 2, Micro & Macroeconomics, International Business & Global issues

EXPERIENCE

Tishman Speyer

New York, NY

Asset Management Intern

June 2023 – August 2023

- Successfully orchestrated the auction of company assets, resulting in an impressive estimated revenue generation of \$1 million.
- Evaluated new investments and prepared performance reports for individual assets and portfolios.

Aluko & Oyebode

Lagos, Nigeria

Intern

June 2019 – August 2019

- Supplied assistance to staff regarding research of relevant court cases resulting in 5% increase in case completion.
- Gained valuable organizational skills in office settings through handling and reviewing legal software and documents.

Study Abroad

Morocco, Casablanca

Participant

May 2023 – June 2023

- One of 23 participants selected for a study abroad program on innovation in emerging markets in Morocco.
- Collaborated with ESCA Ecole de Management students on real world case studies and acquired valuable insights from prominent business hubs in North Africa, including esteemed organizations like PwC and HPS.

LEADERSHIP & PROFESSIONAL DEVELOPMENT

SEO Career

New York, NY

SEO Success Participant

August 2022 – Present

- Receive coaching on business fundamentals to compete successfully for internship opportunities and online instruction to achieve targeted interview, technical, and professional developmental goals.
- Complete industry-specific training and assessments focused on developing technical skills, institutional knowledge, and attention to detail.

The Commercial Real Estate Group at GSU

Atlanta, GA

Execution Committee

August 2022 – Present

- Student-run organization which focuses on enhancing members' proficiencies across commercial real estate.
- Participate and host technical workshops, connect with guest speakers, help plan networking events, and take weekly property tours.

Consulting Club

Atlanta, GA

Event Coordinator

March 2023-Present

- Assist in strategizing and organizing consulting events aimed at equipping members with valuable insights into the consulting industry.
- Periodically deliver persuasive presentations to business major classes, fostering interest in our organization and attracting new members.

Finance & Investment Network

Atlanta, GA

Member

January 2023 – Present

- Receive coaching and online instruction to achieve targeted interview, technical, and professional developmental goals.
- Learn business finance fundamentals to compete successfully for internship opportunities.

Amazing Grace Charity

Lagos, Nigeria

Fundraising Chair

September 2021 – Present

- Developed creative fund-raising techniques resulting in over 500,000 NGN being raised for charity.
- Created and distributed infographics for advertisements of charity resulting in a 20% increase in new members. Also, Oversaw the provisions of meals to less fortunate children and visited rural areas to provide students with bags and school stationery.

OTHER SKILLS & INTERESTS

Computer: Microsoft Applications (Excel, Word, PowerPoint & Outlook), Adobe Creative Cloud (Photoshop, InDesign & Illustrator)

Other Affiliations: MLT, INROADS, ModernGuild, StartupGSU, NABA, Project Destined, ACBR, YREPNY, ULII & IREM

Language: English, Spanish (Limited Working Proficiency)

Interests: Real Estate, Finance, Interior Design, Travel, Investment banking, Exercise, Cooking, Entrepreneurship, Basketball & Soccer

ZYKEREYES BENNETT

Atlanta, GA 30303 | 706-308-1815 | zbennett9@student.gsu.edu

PROFILE SUMMARY

Highly motivated and seeking a career in Real Estate Development. Throughout my previous experience, I have demonstrated a keen understanding of market dynamics, project management, and financial analysis, which are vital in real estate development.

EDUCATION

Georgia State University

Bachelor of Business Administration in Real Estate
GPA: 3.0

Atlanta, GA

Anticipated Graduation Date: May 2025

ACCOMPLISHMENTS & CERTIFICATIONS

Participant - Certificate of completion

July 2023

Real Estate Investing 101 course

Virtual

- Recognized by SEO for successful completion of Real Estate Investing 101, showcasing proficiency in evaluating income-producing properties and analyzing associated risks, returns, and financial aspects
- Equipped with SEO-endorsed skills to confidently assess and make informed decisions regarding income-generating real estate assets, leveraging comprehensive knowledge of property valuations and cash flow analysis

Others

- Georgia Real Estate License
- The Commercial Real Estate Group @ GSU
- U.S. Bank & WNBA She's Invested: Supporting Emerging Female Leaders Program
- Greystar Early ID Program: Investment Management and Development Track
- Affordable Housing Development & Financing Bridge Program
- 2023 IREM Student Leader

WORK EXPERIENCE

Investment Management Intern

August 2023 - December 2023

Landmark Properties

- Supported the Investment Team with conducting financial analysis, market research, and due diligence for real estate investment opportunities
- Contributed to investment reports and presentations
- Assisted the team in financial modeling, data analysis, and portfolio management to optimize investment strategies

Underwriter Intern

June 2023 - August 2023

Arbor Realty Trust

- Collaborated with Underwriters to process multifamily and commercial loans, ensuring compliance with Fannie Mae and Freddie Mac guidelines
- Proficient in reviewing third-party reports like appraisals and inspections to support loan approvals
- Assisted in preparing and presenting comprehensive loan approval packages to credit committees, contributing to team success

Commercial Real Estate Intern

January 2023 - April 2023

Project Destined/West Hawk Capital

- Participated in a \$14 Million multifamily underwriting analysis valuation
- Received 60+ hours of training on real estate fundamentals, property valuation, deal financing
- Worked with professionals/CEO at West Hawk Capital to build 10-year cash flow projections and sensitivity analysis

LEADERSHIP & PROFESSIONAL DEVELOPMENT

SEO EDGE Participant

February 2023 - Present

SEO Career

- Receive coaching and online instruction to achieve targeted interview, technical, and professional developmental goals
- Learn business fundamentals to compete successfully for internship opportunities
- Complete industry-specific training and assessments focused on developing technical skills, institutional knowledge, and attention to detail

PROFESSIONAL & TECHNICAL SKILLS

Python | Tableau | Microsoft Excel | Real Estate Loan Underwriting | Real Estate Financial Modeling | Google Project Management | Data Analysis | Real Estate Market Analysis | Private Equity | Real Estate Development

Payton Broaddus

(404) 481-0085 | pkbroaddus7@gmail.com | <https://www.linkedin.com/in/paytonbroaddus>

EDUCATION

Georgia State University, J. Mack Robinson College of Business | Honors College Atlanta, GA
Bachelor of Business Administration | Major: Finance | GPA: 4.10 May 2024
Awards: Zell Miller Scholar & Presidents List

EXPERIENCE

JLL | Incoming Capital Markets Summer Intern | June 2023 – August 2023 Atlanta, GA
• 10-week rotational internship where I will gain exposure to both debt/equity capital markets and investment sales

Normandy Partners | Brokerage Intern | May 2022 – August 2022 Atlanta, GA
• Lead potential tenants and brokers on 30+ tours of office/flex/warehouse space throughout the Metro Atlanta area
• Compiled and presented market data for internal competitive set reports, master lease abstracts, and external market reports
• Assisted brokers in day-to-day activities such as preparing for tours, updating master deal sheet, and updating CoStar
• Demonstrated creative strength through assembling marketing flyers and leasing brochures in Adobe InDesign and Illustrator
• Displayed strong time management skills by maintaining a 4.0+ GPA during summer semester classes

Ember Capital Group | Acquisitions Intern | March 2021 – August 2021 Norcross, GA
• Utilized strong communication skills to procure residential homes over the phone by means of 7,000+ cold calls
• Analyzed/valued 100's of homes on the fly using FMLS and other market data while building rapport with the homeowner
• Worked effectively in a fast-paced environment by managing and contacting 1,000+ unique leads within Podio
• Contributed greatly to company's profit level by being responsible for purchasing close to \$1MM in residential homes

Maverick Mobile Detailing | Owner | March 2020 – August 2020 Roswell, GA
• Managed all aspects of client sourcing, marketing efforts, and quality standards upheld across services
• Completed 95+ services throughout the Northern Atlanta area while keeping a positive feedback rating
• Introduced an ancillary pressure washing offer to select clients based on their satisfaction with original detailing

ATLSupremes | Luxury Apparel Reseller | May 2018 – May 2022 Atlanta, GA
• Source & sell high-end shoes, clothes, and other merchandise to 110+ online customers
• Research secondary market pricing dynamics to continue closing sales at or above fair value
• Process, negotiate and deliver orders efficiently resulting in near-perfect client satisfaction ratings
• Built a strong network of buyers and sellers, which has resulted in recurring sales

LEADERSHIP & PROFESSIONAL DEVELOPMENT

The Commercial Real Estate Group at GSU | Member '20-'22, Vice President '23 Atlanta, GA
• Assist in booking and facilitating guest speaker events and property tours, preparing educational resources and marketing materials, and guiding members throughout the recruitment process.
• The Commercial Real Estate Group is an organization dedicated to exposing and educating students about the vast world of commercial real estate

Panthers on Wall Street 2022 Cohort | Cohort Member | September 2022 – November 2022 Atlanta, GA
• Selected to be 1 of 16 out of 300 competitive applicants to develop professional skills, build a strong network, and seize career opportunities
• Panthers on Wall Street allows undergraduate and graduate students to communicate with high-ranking executives in top firms (Truist, Blackstone, Goldman Sachs, Citi, JPMorgan, etc.) and experience what they are taught in the classroom in a real-world context and learn how to conduct themselves in a professional environment.

StartUpGSU | Venture Senior Partner | September 2022 – Present Atlanta, GA
• Recommended 15 out of 52 investments in student-run businesses to the Head of Investments and Managing Partner
• Conducted market research and competitive analysis to support investment decisions across various industries

OTHER SKILLS & INTERESTS

Licenses/Certifications: Georgia Real Estate Salespersons License, The Real Estate Financial Modeling Bootcamp, The Real Estate Pro Forma Modeling Master Class, The Real Estate Equity Waterfall Modeling Master Class

Skills: Microsoft Office (Excel, Word, PowerPoint), Adobe Creative Cloud (Photoshop, InDesign, Illustrator, Premiere Pro)

Other Affiliations: Atlanta Dream Center, North Fulton Community Charities, & Young Life Sharptop Cove Work Crew

Interests: Concerts, Golf, Music, & Soccer

Porter Brown

Atlanta GA, 30303

(404)-496-1788 | pbrown63@student.gsu.edu | www.linkedin.com/in/porterbrown

EDUCATION

Georgia State University, J. Mack Robinson College of Business
Bachelor of Business Administration, Real Estate

Atlanta, GA
December 2024

RELEVANT COURSE EXPERIENCE

Real Estate Asset Management

Spring 2023

- Ability to determine financial return measures through pro forma analysis.
- Determine an asset's value through discounted cash flow analysis with Microsoft Excel.
- Utilize the IREM Financial Analysis Spreadsheet tool to make investment recommendations based on KPIs.

Real Estate Investments

Spring 2023

- Calculate income tax impacts on real estate investments.
- Forecast an investment analysis report utilizing Costar for in-depth property details such as tenant count, property expansions, market financials, and more for apartments.
- Evaluate financial return measures and the risks involved in a real estate investment.

Information Systems

Fall 2022

- Learned how to capture data from the organization (internal data) and its environment (external data).
- Utilize Microsoft Excel for projects highlighting encryption (Symmetric, Asymmetric)
- Practice Data management (design, modeling, warehousing, mining)

WORK EXPERIENCE

Columbia Residential

Atlanta, GA

Internship

June 2023 – August 2023

- Worked with Development team to analyze qualified allocation plans, tax credits, and mortgages from the Atlanta Housing Authority for Columbia's portfolio.
- Worked with the Asset Management team to develop a portfolio based off Columbia's income statements that consisted of a breakdown of the yearly financial trends: Expenses, Revenue, Income, Physical occupancy.

Delta Air Lines

Atlanta, GA

Below Wing

March 2022 – June 2023

- Coordinate efficient departures and arrivals for domestic and international flights.

Above Wing

June 2023 – Present

- Work with flight deck and customers for on time departures ensuring a safe check in procedure.

LEADERSHIP & EXTRACURRICULARS

CREG @GSU (Commercial Real Estate Group)

Aug 2021 – Present

Project Destined

May 2023 - Present

Institute of Real Estate Management

June 2023 – Present

SKILLS

Microsoft Office Suite (Adobe, Excel, PowerPoint, Word, SQL, Power BI)

LEAH CABRERA

Atlanta, GA • (347) 323-3679 • leahcabrera@gatech.edu • www.linkedin.com/in/leahacabrera

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business **Atlanta, GA**

Master of Business Administration (MBA) *May 2024*

- Concentration: Strategy and Innovation; Business Analytics *GPA:3.9*
- Awards: NMBBAA Fellowship, René A. Simon Fellowship
- Leadership: President, Blacks in Business Club (2023-2024)

Master of City and Regional Planning (MCRP) *May 2024*

- Concentration: Land-Use, Economic Development *GPA:3.9*
- Awards: Dean's Fellowship; Agile Mile Scholarship

WESLEYAN UNIVERSITY **Middletown, CT**

Bachelor of Arts *May 2017*

- Concentration: Mathematics, American Studies
- Leadership: Co-leader, Society of Underrepresented Students in STEM; Co-founder, NSM Coalition

EXPERIENCE

FEDERAL RESERVE BANK OF ATLANTA **Atlanta, GA**

Community and Economic Development Team Intern *September 2022-Current*

- Conducting research, data analysis, interviews, and reporting on the effects of natural disasters, housing/labor markets, and impact on community financial assets across six states to identify barriers to equitable recovery

CITIBANK - Personal Banking & Wealth Management Leadership Associate Program **New York, NY**

Summer Associate / Retail Bank, Segments Mass & Emerging Affluent Team *June 2023- August 2023*

- Devised a high-impact value proposition for the mass-market Citi bank account through extensive research, data analysis, and 20+ interviews; forecasted revenue growth of \$4.2M, 3-7% increase in digital acquisition, and increase in J.D. Power customer satisfaction ranking within a 2-year implementation timeline
- Crafted a presentation for an Aug '23 product launch, highlighting a feature as industry-leading for effective marketing
- Enhanced leadership skills and knowledge of banking through participation in 10+ events with executive leaders

CITY OF ATLANTA DEPARTMENT OF PLANNING **Atlanta, GA**

Intern / Housing Innovation Lab *June 2022-August 2022*

- Developed an action plan to improve efficiency for Accessory Dwelling Permits, resulting in increased ADU production for affordable housing and a revamped permitting process implemented on Mar '23
- Utilized ArcGIS Pro to analyze a portfolio of 140+ land bank properties, recommended 14 properties for acquisition

GEORGIA INSTITUTE OF TECHNOLOGY **Atlanta, GA**

Research Assistant / Planning + Property Lab *August 2021-June 2022*

- Published research on large corporate landlords and real-estate iBuyer's investment in single-family housing during COVID19: presented to U.S. Congress as a proposal for more fair housing laws (Summer 2022)

CONCORD ACADEMY **Concord, MA**

High School Teacher and Tutor / Mathematics Department *August 2018-June 2021*

- Provided instruction and tutored 400+ students with diverse learning styles and proficiency levels in mathematics
- **Coordinator / Community and Equity Team**
- Led program supporting 40+ financial aid students through academic advising and community building
- Facilitated school-wide DE&I trainings and instituted measurable targets assessed in all employee's performance review
- Co-led the STEM Equity Task Force institutional plan, resulting in a ~22% increase in students of color pursuing STEM-related degrees and careers

ADDITIONAL INFORMATION

Skills: Microsoft Office Suite, ArcGIS Pro, Access, Tableau, R Studio, Storytelling, Illustrator

Certifications: Harvard University Design Discovery for Urban Planning

Phebe Caleb
Atlanta, GA 30318
(678) 702-9614
calebphebe@gmail.com
linkedin.com/in/phebecaleb

OBJECTIVE

To obtain a position in Commercial Real Estate with opportunities to learn and advance.

EDUCATION

Georgia State University, J. Mack Robinson College of Business, Atlanta, GA **May 2024**

Major: Bachelor of Business Administration in Real Estate

GPA: 3.6

Relevant Courses: Economics, Business Value and you

Relevant Clubs at University:

- CREW (Commercial Real Estate for Women)
- AAREP (African Americans Real Estate Professionals)
- Commercial Real Estate Club at Georgia State University

EXPERIENCE

Cushman & Wakefield, Atlanta, GA **June 2022-August 2022**

Research Intern

- Discuss with brokers and brokerage coordinator about career and business development
- Prepare submarket reports, submarket snapshots, and quarterly audit
- Assisted with the Insight Article of “West Midtown New Horizon”
- Input building information for Atlas Interactive Map
- Attended and compiled office and industrial “Market Intel” meeting notes
- Compile data on participating universities for the Lifesciences National Project
- Participate in Intern programs - Leadership speaker series, Intern meetups, and networking events

Windsor Communities, Atlanta, GA **December 2021-May 2022**

Leasing Professional

- Lease apartment homes by selling the benefits of living at a Windsor Community
- Generated leads by conducting effective follow up on the phone & through email
- Provided exceptional and consistent customer service to residents & prospects
- Implement promotional programs, including direct marketing, social media outreach, and resident events

Cushman & Wakefield, Atlanta, GA **October 2021**

Commercial Real Estate Boot Camp Participant

- Connected with Raleigh-Durham and Atlanta team for a week of learning about current and previous transactions
- Developed professional network of service line leaders across the firm via mentor connections
- Gained valuable insights into the Commercial Real Estate industry

Janice Overbeck Real Estate Team, Marietta, GA **March 2021-August 2021**

Intern

- Providing clients with excellent customer service through administrative and clerical support
- Evaluate homes for cash offers
- Shadow Agents, transaction coordinators and Inside Sales Agents; showings, closings, consultations, contracts and walkthroughs

Marketing Assistant

- Assist in multi-platform social media marketing
- Promote the company and coordinate events
- Create buyer and listing folder for agents

SKILLS

- Microsoft Office (proficient in Excel and PowerPoint)
- Excellent Customer Service
- Strong Communication and Organizational Skills
- Team-Oriented

Tahirah Campbell

(678) 600-6296 | tcampbell47@student.gsu.edu | <https://www.linkedin.com/tahirahcampbell>

EDUCATION

Georgia State University, J. Mack Robinson College of Business

Bachelor of Business Administration- Real Estate; Managerial Sciences

Expected December 2023

Atlanta, GA

- Minor: Urban Studies; Planning & Economic Development
- GPA: 3.68

Georgia State University, Perimeter Decatur Campus

Associate of Business Administration

June 2020 - July 2021

Atlanta, GA

- GPA: 3.85; Dean's List (3 semesters), President's List (1 semester)

Relevant Coursework: Real Estate Principles, Real Estate Development, Corporate Finance, Operations Management

EXPERIENCE

Project Destined

Intern, Greystar

Boston, MA

August 2022 – Present

- Participate in the evaluation of a live real estate deal involving the development of a mixed-use asset in Boston, MA
- Receiving 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research
- Work with professionals at Greystar to build 10-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates

Campbell Consulting Services, LLC

Consultant/Freelancer

Atlanta, GA

April 2016 - Present

- Analyze financial market trends to identify risk and raise personal portfolio value
- Integrate multiple disciplines to increase revenue streams
- Strengthen business agility and viability

Kohl's Department Store

Ad- set / Cash Office Associate

Fayetteville, GA

April 2010 - May 2016

- Minimized net store loss through reconciliation of gross daily sales and audits
- Maximized ROI through accurately displaying and pricing retail merchandise
- Standardized guest satisfaction and customer service merit resulting in a 27% surveyed gain

NALS Property Management

Assistant Community Manager

Riverdale, GA

December 2004 - September 2010

- Managed collections and dispossessory filings; Oversaw staff of 7 employees; Coordinated turnkey procedures and vendor services
- Maintained compliance through accurate and timely completion of all daily activities, weekly and monthly financial / operating reports
- Developed concepts to increase auxiliary income + 30% and resident retention by 82%

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Institute of Real Estate Management

Member

Atlanta, GA

September 2022 - Present

- Network with industry leaders via chapter meetings, national conferences, and industry research opportunities
- Maximize acumen through career development, webinars, and certification courses
- Adhere to organizational standards and best practices

Commercial Real Estate Group of Georgia State University

Member

Atlanta, GA

April 2022 – Present

- Engage in development of team building, soft skills, self-efficacy towards personal and professional development
- Network with industry leaders via chapter meetings, field studies, and alumni
- Participate in charity benevolence, peer support, and adhere to organizational processes

The National Society for Leadership and Success

Member

Atlanta, GA

January 2022 - Present

- Network with industry leaders through speaker series, leadership summits, and social events
- Expand skillset through success networks, communication training, leadership development

SKILLS, CERTIFICATIONS & LICENSURE

Skills: Microsoft Office, MLS Database, Communication, Analytics, Leadership, Collaboration

Certifications & Licensure: State of Georgia-Real Estate License (#SL-232), Enterprise Design Thinking Practitioner (IBM)

JOYCE CHUNG

(404) 302-7748 | jchung31@student.gsu.edu | <http://www.linkedin.com/in/joycechung03>

EDUCATION

Georgia State University, J. Mack Robinson College of Business Atlanta, GA
Bachelor of Business Administration, Finance Expected Graduation– December 2024
GPA: 3.91 / 4.0
Associate of Science in Business Administration January 2020 – December 2021

EMPLOYMENT HISTORY

Selig Enterprises Atlanta, GA
Commercial Real Estate Intern June 2023 – August 2023

- Completed an eight-week rotational program working with various departments including development, investments, retail & office leasing, property management, marketing, lease administration, and accounting
- Utilized Costar, Placer.ai, and Argus to conduct market and financial analyses as part of a capstone project recommending the best course of action on a retail property

CRE-Endeavors Atlanta, GA
Commercial Real Estate Analyst Intern January 2023 – May 2023

- Conducted over 20 Rent Roll and Income Statement analyses to facilitate underwriting process
- Conducted market research on select cities, compiled data into tracker, and helped company pinpoint target submarkets

SRS Real Estate Partners Atlanta, GA
Commercial Real Estate Intern August 2022 – December 2022

- Lead communications with a local restaurant chain looking to expand in Atlanta as well as efforts to onboard them as an exclusive client
- Utilized Costar, Placer.ai, and LandVision to complete tasks such as contacting owners, researching available properties near key intersections, and identifying zoning codes

Pinnacle Leasing and Management Alpharetta, GA
Intern June 2021 – November 2021

- Communicated with potential clients to gauge interest and inquire about the status of their business
- Learned the basics of creating LOIs and leases
- Shadowed partners and observed their meetings and discussions about ongoing projects

Extracurricular Activities and Volunteer Work

Commercial Real Estate Club at Georgia State University (CREG)
Executive Committee August 2023 – Present

- Assisting CREG in various capacities including organizing weekly events, launching new initiatives, and offering constructive feedback

Member January 2021 – Present

- Participate in weekly meetings for success in commercial real through market discussions, property tours, modeling workshops, and networking with professionals.

Volunteer Work

- Yesana Mission and Kkotdongnae Assisted Living

Skills, Certifications, and Licenses

Skills: Microsoft (Word, PowerPoint, Excel), Costar, Argus

Certifications and Licenses: Georgia Real Estate Salespersons License

Languages: Conversational Korean

Maria Hernandez

Atlanta, GA | [LinkedIn](#) | 404-426-5691 | mhernandez46@student.gsu.edu

EDUCATION & PROFESSIONAL DEVELOPMENT

Georgia State University

Atlanta, GA

BBA in Finance, Real Estate (3.7 GPA)

May 2025

- Relevant Coursework: Corporate Finance, Financial Accounting, Financial Analysis and Introduction to Loan Structuring, Economics.
- Extracurriculars: Finance & Investment Network (President 2022), Commercial Real Estate Group, Family Law Society, Association of Latino Professionals in Finance and Accounting.

Goldman Sachs Women's Possibilities Summit

Virtual

Asset & Wealth Management Track - Participant

January-March 2023

- Actively participated in the program's personal and professional development workshops, such as how to work effectively in a team and how to make your personal elevator pitch, completing assigned tasks on time.

2023 Wells Fargo Women on Wall Street Summit

Charlotte, NC

Commercial Real Estate Track - Participant

February 2023

- Attended CRE training sessions in which management and bankers of the firm discussed the role of lenders in real estate, how accessibility to debt and other forms of capital affect firms, and the financing needs of different asset types.

WORK EXPERIENCE

J. Mack Robinson College of Business

Atlanta, GA

Undergraduate Teaching Instructor

August 2023-Current

Selig Enterprises, Inc.

Atlanta, GA

Rotational Development Intern

June 2023-August 2023

- Eight-week rotation program working with various departments such as investments, development, leasing, accounting, and property management.
- Collaborated with other interns in a two-month long Capstone Project, in which we recommended an action plan for a Selig-owned unanchored suburban retail property to senior executives.
- Performed market research on the Metro Atlanta area utilizing CoStar and Placer.ai, assisting in the market leasing assumptions for potential retail reposition or new development.
- Utilized Argus Enterprises Software to analyze the financial performance of an existing retail property, given changes in market leasing assumptions and capital expenditures.

Third and Urban

Atlanta, GA

Development Analyst Intern

June 2022-July 2022

- Compiled Yield-on-Cost analyses in Excel for office, retail, and multifamily properties, resulting in the pursuit of 2+ development and acquisition deals.
- Assembled a multifamily conversion list in Excel with over 200 office properties across key Sunbelt markets in the U.S., with the purpose of identifying opportunities for redevelopment.
- Organized 10+ tenant lease agreements by creating their lease abstracts in Excel, assisting in the due diligence process.
- Updated properties' proformas from Argus Enterprises in Excel to send to LP investors.

MDH Partners

Atlanta, GA

Analyst Intern

June 2021-July 2021

- Conducted 20+ sales comps in key Sunbelt markets in Microsoft Excel for acquisitions to utilize for underwriting properties in new markets.
- Assisted in gathering, analyzing performance reports and property accounting information to prepare Q2 reports for investors to view how the funds are performing.
- Projected market rents, renewal rates for existing buildings in Argus Enterprises for existing portfolios.
- Supported CFO in creation of an OM for direct borrowing of a \$69MM loan request across the country.

SKILLS

Skills: Fluent in Spanish, Conversational in French, Excel, PowerPoint, Word.

Interests: Ballet, Foreign Languages, Writing, Volunteering.

Charlie Hulett

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EDUCATION

Georgia Institute of Technology

Candidate for Master of City & Regional Planning, 4.0 GPA

Anticipated May 2024

Georgia State University College of Law

Candidate for Juris Doctor, 3.39 GPA

Anticipated May 2024

Honors/Activities: College of Law Dean's Scholar, Dean R. Morley Scholarship Recipient, Urban Fellow

University of Georgia

BBA, Economics & International Business, Magna Cum Laude

August 2016 - May 2019

Honors/Activities: Dean's List, President's List, Panama Study Abroad Program, Early Graduate

EXPERIENCE

Gwinnett County Government - Planning & Development, Lawrenceville, GA June 2023 – August 2023

Intern

- Collaborate with the Community Engagement Coordinator to develop and execute outreach initiatives for the 2045 Unified Plan.
- Research effective methods of neighborhood engagement and placemaking to enhance community involvement in government services.
- Attend and actively observe public hearings on planning decisions, such as rezonings and variances.

GSU Robinson College of Business – Legal Studies Department, Atlanta, GA August 2021 – May 2023

Graduate Teaching Assistant

- Developed and curated hypotheticals to assess critical writing skills of undergraduate students.
- Evaluated assignments promptly, providing feedback to support student learning.
- Offered office hours to assist students with writing formats and legal concepts.

ACCG, Atlanta, GA

May 2022 – August 2022

Law Clerk

- Conducted extensive research for Legal and Legislative teams to assist County Officials.
- Edited legal passages and citations, ensuring the accuracy of the Georgia County Commissioner's Handbook.
- Collaborated with public administration graduate students on policy-related research projects

Olmstead Clinic – Atlanta Legal Aid, Atlanta, GA

August 2021 – December 2021

Intern

- Delivered comprehensive research on Georgia Medicaid policy, supporting clinic staff in case preparation.
- Drafted and compiled litigation documents, contributing to successful legal representation.
- Communicated with clients to gather vital information on ongoing and urgent legal matters.

Federal Highway Administration, Atlanta, GA

June 2021 – July 2021

Extern

- Designed and implemented a comprehensive database to track FHWA's legal cases.
 - Conducted in-depth legal research to support pressing and anticipatory litigation matters.
 - Presented weekly activity updates in internal meetings to foster internal knowledge.
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OTHER SKILLS/ACTIVITIES

- Intermediate Proficiency in Spanish, Advanced Excel and Microsoft Office Suite, Base Level Proficiency in R Coding Language, Working Proficiency in ArcGIS, Advanced Municode Research, Local Ordinance Expertise, Decade Long Volunteer for Cure Childhood Cancer, and UCREW ATL Participant

JUSTIN T. MCKINNIE
3634 Eagle Rise • Lithonia, Georgia 30338
(404) 563-5848 • jtmckinnie0@gmail.com

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

Dream Nelson

404-509-9768 dream.nelson98@gmail.com
www.linkedin.com/in/dreamnelson

EDUCATION

Georgia State University, Robinson College of Business, Atlanta, GA

December 2024

Bachelor of Business Administration, Real Estate Major, Finance Minor

- GPA: 3.26 / 4.0
- Relevant Coursework: Real Estate Principles, Real Estate Finance, Real Estate Development, Corporate Finance.

CERTIFICATIONS/SKILLS

- Georgia Real Estate Salespersons License

ACADEMIC PROJECTS

Real Estate Finance Projects

Spring 2023

- Built amortization tables and graphs representing fixed and adjustable-rate mortgages.
- Calculated potential loss or profit of refinancing for various mortgages.
- Assessed pass-through costs of real estate investments with and without prepayment.

EXPERIENCE

T. Dallas Smith & Co.

Atlanta, GA

Intern

Summer 2023

- Lead potential tenants on office/flex/spec space tours throughout the Metro Atlanta area. Traveled to attend tours directed by the Development Authority of Bryan County to analyze potential profitability for future developments in its popular office parks—strategized ideas to promote eco-tourism and prevent brain drain.
- Compiled and researched data for internal market reports and presented data to senior management. Analyzed, proofread, and redlined lease abstracts for large and small clients.
- Led day-to-day activities such as preparing for tours, contacting landlord reps, and overseeing research on CoStar. Conducted research on client values and company structure, providing high customer satisfaction.
- Demonstrated flexibility and creativity by assembling new methods and templates for displaying information from lease abstracts and market updates. Participated in bi-weekly meetings to follow up on client satisfaction and desires.

RE/MAX Metro Atlanta

Atlanta, GA

Realtor®

October 2021 - October 2022

- Connected with colleagues during company meetings focused on utilizing company resources to further residential sales.
- Completed continuing education courses hosted by NAR and the Atlanta Realtors Association. Led safe and time-oriented property tours and controlled a clear line of communication between customers and clients.
- Engaged and studied other professionals in and outside brokerage through events hosted by the Atlanta Real Estate Association. Used GA MLS to conduct residential searches for clients in the Metro Atlanta area.

East Cobb Prep

Marietta, GA

Substitute Teacher

Summer 2022

- Arranged and overlooked classroom schedules and activities. Managed classrooms of 8-15 young students safely and responsibly.
- Became familiarized with individual needs of students and families to improve and modify care for every child.
- Handled sporadic and potentially stressful situations in a productive and orderly fashion, and trained new employees to act in a similar manner. Placed emphasis on efficient and reliable teamwork for teachers and students.

Sandy Spring's Flowers

Sandy Springs, GA

Florist's Assistant

November 2019 - March 2020

- Employed search engine optimization to increase flow of customers and number of online views. Learned about long term management of a small business and characteristics required to succeed.
- Facilitated customer transactions and executed incoming requests. Utilized search engine optimization to increase foot traffic and revenue. Interpreted customers' desires effectively and creatively satisfied requests.

LEADERSHIP EXPERIENCE AND ACTIVITIES

Commercial Real Estate Group

Atlanta, GA

Member

January 2023 - Present

- Attended weekly guest speaker events and internal workshops covering career advice, property valuation, industry trends, and financial modeling. Networked with real estate professionals in commercial industry from companies such as JLL and Selig.
- Participated in Class A property tours to learn about ground-up development process in Atlanta.

Atlanta Children's Shelter

Atlanta, GA

Volunteer

Summer 2019

- Assisted teachers when guiding kids to complete daily activities such as pickups/drop-off, meal time, recess, etc.
- Collaborated with a team to organize and supervise a pre-school graduation. Restored venue to its original state post-graduation.

ADDITIONAL INFORMATION

- Interests: Nonfiction books, crochet, American politics, Bravo.
- SEO Career Participant.
- Member of NAIOP, GA Chapter.

Claire Patrick

(336) 906-8272

Claire.Patrick@gatech.edu

www.linkedin.com/in/patrickclaire

EDUCATION

Master of City and Regional Planning

May 2024

Georgia Institute of Technology, Atlanta, GA

Specialization: Land Use

Bachelor of Science in Geography

May 2022

The University of North Carolina at Charlotte, Charlotte, NC

Major: Geography, GIScience and Technology

Minors: Public Health, Religious Studies

EXPERIENCE

Graduate Research Assistant

August 2023-Present

Georgia Institute of Technology, Atlanta, GA

- Assisting Dr. Nancey Green Leigh on updating the seventh edition of her textbook on economic development planning

Partnership for Inclusive Innovation Fellow

May 2024-August 2024

Perspectives on Social Justice

- Created maps in ArcGIS Pro using CDC sociodemographic data
- Co-led volunteer groups in stewardship activities at the Browns Mill Urban Food Forest
- Conducted outreach via email and phone correspondence with FSA and NRCS agents to organize new and beginning farmer workshops
- Wrote and edited grants and logic models for USDA awards

Graduate Research Assistant

January 2023-May 2023

Georgia Institute of Technology, Atlanta, GA

- Assisted on Drawdown Georgia under the direction of Dr. Bill Drummond
- Conducted literature reviews on the design and functionality of GHG emissions dashboards
- Conducted research on sustainability, climate, and urban analytics curriculums in universities

Graduate Research Assistant

August 2022-December 2022

Georgia Institute of Technology, Atlanta, GA

- Assisted in the Center for Spatial Planning Analytics and Visualization
- Created and updated a website for a community-engaged research project on social infrastructure in Savannah, Georgia
- Conducted a literature review on spatial social networks

Research Assistant

January 2022-April 2022

Office of Undergraduate Research, UNC Charlotte, NC

- Assisted on a community-engaged affordable housing project in Charlotte, North Carolina
- Contributed to a literature review on affordable housing strategies and displacement factors
- Conducted interviews, engaged with residents, and assisted in data collection at community-engagement meetings

Research Assistant

June 2021-August 2021

Department of Geography and Earth Sciences, UNC Charlotte, NC

- Assisted on a gentrification and migrant foodscapes in the US South project
- Created maps using education data in ArcGIS Pro to understand demographic changes in Atlanta, Charlotte, and Washington, DC
- Transcribed interviews with leaders and activists in local immigrant-focused organizations

Research Assistant

May 2020-August 2020

Department of Geography and Earth Sciences, UNC Charlotte, NC

- Assisted on a neighborhood change and poverty suburbanization project in Charlotte, NC
- Created graphics and maps using ArcMap and ArcGIS Pro
- Analyzed focus group transcript data using NVIVO qualitative analysis software

EXTRACURRICULAR INVOLVEMENT

Student Planning Association - Secretary

May 2023-May 2024

Georgia Institute of Technology

SDG Futures Fellow

October 2022-May 2023

Greater Atlanta RCE, GA

University Honors Program - Student Ambassador

August 2020-May 2022

UNC Charlotte

PRESENTATIONS

- **Oral Presentation:** “Political Displacement in Charlotte’s West Davidson neighborhood: How are local affordable housing policies impacting Black residents in gentrifying communities?” at the UNC Charlotte Undergraduate Research Conference 2022
- **Poster Presentation:** “Gentrifying Georgia: Examining How Urban Restructuring is Impacting Brookhaven’s Immigrant Neighborhoods” at the UNC Charlotte Summer Research Symposium in 2021
- **Poster Presentation:** “Understanding Food Insecurity Among Charlotte-Mecklenburg Residents During the COVID-19 Pandemic” at the UNC Charlotte Undergraduate Research Conference 2021
- **Poster Presentation:** “Transportation and Urban Planning: A Comparative Look at SDG # 11 in Saudi Arabia and the United States” at the UNC Charlotte Honors Symposium in 2020
- **TEDx Talk:** “Cities, Inclusive Food Systems, and Climate Change” at the TedXCraVerRoad Countdown hosted by UNC Charlotte in 2020

PUBLICATIONS

- Crocker, T., Whitlow, C., Cooper, H., **Patrick, C.**, Padilla, A., Jammal, M., & Ince, R. (2022). An Exploratory Study of Digital Inequities and Work in the Redevelopment of a Southeastern American City. *Social Sciences*, 11(10), 442. <https://doi.org/10.3390/socsci11100442>
- Mercer, S., **Patrick, C.**, and Peterson, N. 2021. Review of *Reinventing Food Banks and Pantries* by Katie S. Martin. *Culture, Agriculture, Food and Environment*. <https://doi.org/10.1111/cuag.12263>

AWARDS

Social Science - Oral Presentation Award

April 2022

- Awarded at the UNC Charlotte Office of Undergraduate Research Conference

Social Science - Poster Award

April 2021

- Awarded at the UNC Charlotte Office of Undergraduate Research Conference

Public Anthropology Award

April 2019

- For excellence in writing on climate change and public issues with the Community Action Project website

SKILLS

- Qualitative research
- Grant writing
- Project management
- Cartographic design
- ESRI ArcGIS Pro, Desktop and Online
- Database management and design
- Microsoft Suite
- Community-engagement
- Interpersonal communication

Adetayo O. Sanusi Jr.

(770) 539-5157 | adetayojr@gmail.com | <https://www.linkedin.com/in/adetayo-jr-sanusi>

EDUCATION

Georgia State University, J. Mack Robinson College of Business
Bachelor of Business Administration: Finance and Accounting

Atlanta, GA
May 2025

- Cumulative GPA: 3.49

Honors/Affiliations:

- Academic Honor Roll: 2021 Fall Dean's List
- Cumulative GPA: 3.49
- StartUp GSU, *Active Partner*
- Commercial Real Estate Group at GSU, *Active Member*

Relevant Coursework:

- Financial Accounting, Managerial Accounting, Macroeconomics, Microeconomics, Computer Information Systems

WORK EXPERIENCE

The Integral Group LLC – Asset and Investment Management, Atlanta, GA, *AIM Summer Intern* **May 2022 – Aug 2022**

- Completed market research on potential land parcels for acquisition to support project underwriting for six targeted markets across the United States.
- Organized a list of ground partner mail recipients utilizing a divided mail merger in Excel to send a uniform letter explaining total distributions to limited partners.
- Conducted quantitative and qualitative research on the relative conditions of Atlanta Neighborhoods based on specific zip codes and factors such as safety, amenities, proximity to transit, and education.
- Updated REO Schedule for 52 currently owned and managed assets in the company portfolio across the southeast United States.
- Designed and presented a dynamic market-health evaluation dashboard in Microsoft Excel to assess the quality of metropolitan markets at a submarket level utilizing market indicator data (cap rate, absorption, occupancy, etc.) from the CoStar database. To construct a unique narrative by differentiating current performance levels of submarkets, and their relative trajectory to express a vivid picture of the securities and risks of investment into specific submarkets.

Rule Enterprises LLC, Washington, D.C., *Development Intern* **Jun 2022 – Sep 2022**

- Oversaw formation of Request For Proposal (RFP) and Request For Quote (RFQ) responses for local housing authorities to secure 9% and 4% tax credit deals for affordable and market rate (mixed income) multifamily residential projects.
- Facilitated creation of a Company Deck including an executive overview of business operations, as well as summaries of previous projects and deals within the company pipeline to facilitate better negotiations between lenders and future collaborators on development projects.
- Developed an excel model that gave access to local utility allowances for targeted markets across the nation, while predicting local rent limits for specific apartment dimensions (Sqft., # of bedrooms, # of bathrooms) to anticipate rent collections for future tax credit deals.

Robinson College of Business Office of the Dean, Atlanta, GA, *Student Assistant* **Aug 2022 – Present**

- Helped with the coordination of academic and career events hosted by the Robinson College of Business.
- Offered guidance to students in need of educational and career support provided by the Robinson College of Business.
- Created a professional environment that provided students with a healthy space to work.

The Ascent Project, Atlanta, GA, *Non-Profit Summer Assistant* **Jul 2021 – Sep 2021**

- Worked closely with the students in the summer program, helping to coordinate events and interacting with each child to assess how to better motivate and educate students.
- Prepared surveys to generate feedback from students and parents in order to optimize the efficiency of programs and improve student engagement.
- Completed training in engaging with youth dealing with different emotional-economic trauma impacting their academic and social development.

ACTIVITIES

GSU Student Government Association, Atlanta, GA, Robinson College of Business Senator **Aug 2022 – Present**

- Served on the University Senate research committee, working to build a bridge between students and available research opportunities led by faculty.
- Participated in the Academic Affairs committee, helping build the quantitative and qualitative data available to the Robinson College of Business to better analyze overall classroom experience and student engagement.

ADDITIONAL INFORMATION

Languages: English – *fluent*; Yoruba – *Fluent*; Spanish – *Proficient*

Technical: Microsoft Word; Microsoft Excel; Autodesk; Inventor; Python