

**Cornell
Baker Program
in Real Estate**

STUDENT GUIDE

Classes of 2018 & 2019



RIZKI AULIA



Rizki is an architect whose passion lies with overseeing and engaging the engineering and management of project developments within time and budget constraints. After five years of work in project management, Rizki decided to elevate her career in development. Cornell's Baker Program in Real Estate, has the best tools to achieve those goals.

Coming from Indonesia, she wanted to share her skills with other professionals. With the robust development going on in most developing countries in Asia, Rizki has challenged herself to be the next property leader. Given the opportunity to meet professionals with diverse backgrounds from around the world, Rizki believes she could learn other perspectives.

CLASS OF 2018

CHRISTOPHER BAKER



Over the past three years in the field of healthcare consulting, Chris Baker has successfully managed projects and project teams, developed presentation materials, delivered sales presentations, and performed industry research, using Excel extensively to build complex solutions for his clients. In addition to his consulting experience, Chris founded and

ran a biomedical device company, Blood Monitoring Solutions, taught himself multiple programming languages, and has developed templates for his own personal real estate investing.

Chris graduated with a degree in biomedical engineering and a minor in engineering from Vanderbilt University in 2013.

CLASS OF 2018

JUAN BRITO



Juan Brito holds a 5-year architectural degree from Los Andes University in Colombia. Prior to arriving to Cornell, Juan was running his own architectural firm focusing on project management for an institutional stake holder. He spearheaded 3 projects totaling 70,000 sq. ft and 3.5-million-dollars in construction budget.

Prior to this entrepreneurship, Juan worked with Colombia's top architects designing and building for public and private clients. Projects include convention centers, medical facilities, restoration, and mixed

use university buildings. These projects added more than 750,000 sq. ft. Juan learned multicultural and multidisciplinary work; as well as, a deep understanding of the construction process and stake holders.

Upon graduation from the Baker Program, Juan plans to pursue a career in investments and development, aiming to fulfill the two million home deficit in his native Colombia through innovative business models, design, and management.

CLASS OF 2018

MATTHEW FARRELL



Matt Farrell is a dual degree candidate pursuing a Masters in Real Estate from the Baker Program and an MBA from the Johnson School of Management. He is also a recipient of the prestigious Baker Fellowship.

Matt has had two internships during his time at Cornell. Last summer he worked for Greystar as part of the Construction and Development team in Seattle. In this role, he had the opportunity to work on three multifamily developments in downtown Seattle. He also helped the team develop several new analytical tools relating to estimating and project cash flows. The previous summer, Matt had the opportunity to intern in the Real Estate Department at Walmart. As part of the New Store Development Team, he traveled the country evaluating potential site acquisitions. Matt

also prepared and presented a \$35 million ground-up development opportunity to senior Walmart executives.

Prior to attending Cornell, Matt was a Senior Research Analyst at CBRE. Matt led research operations for the San Francisco office market, and supported over 100 real estate professionals. He repeatedly produced innovative research and was recognized by local and national leaders within CBRE. His research has been highlighted in prominent business publications such as The Wall Street Journal and Bloomberg.

Matt also gained valuable hands on experience working for a multifamily developer in the Bay Area. In this role he managed quality control operations on a \$55 million luxury condo development. Matt earned his Bachelor's degree in Management from Brigham Young University and was a graduate of the University Honors Program. Before attending BYU, Matt volunteered for two years as a missionary in Barcelona, Spain. Upon completion of his graduate studies, Matt plans to pursue a career in real estate development with a focus on mixed-use projects.

CLASS OF 2018

PAUL HEYDWEILLER



Paul Heydweiller is in the Baker Program in Real Estate's Class of 2018. Paul's interest in real estate stems from its everyday impact on the lives of people, particularly in urban cores. To this end, Paul interned with Related Companies in Chicago during the summer of 2017, where he primarily worked in development project management for the 1,116-unit Lathrop Homes mixed-income, mixed-use

redevelopment of a former public housing project initiated under the Hope VI Program. Prior to entering the Baker Program, Paul worked for six years for a boutique real estate valuation and advisory firm in Newport Beach primarily serving institutional real estate investors. He has an undergraduate degree in business administration from the University of Notre Dame.

CLASS OF 2018

MARK HUGHES



Mark Hughes graduated from the University of Maryland University College with a Bachelor of Science in Global Business and Public Policy. He began his real estate career in 2007 as a Research Associate at Hanley Wood Market Intelligence (HWMI) in Washington, DC. HWMI, now Metrostudy, is a leading provider of research and analysis for residential real estate development. Mark specialized in data collection, research and analysis of residential projects in the Washington, DC area and authored quarterly briefs on the local economy, residential construction and housing markets.

In 2013, Mark joined Edible Arrangements International (EAI) in Wallingford, CT as a Real Estate Coordinator. He was responsible for assisting franchisees with retail site selection within the US and Canada and managed a pipeline of approximately 70 new stores annually. Mark was also a key member of

the team which optimized EAI's real estate and risk management strategy by transferring leasing data on EAI's 1,100 plus stores to a collaboratively developed internal web-based lease administration program.

Mark joined Webster Bank in Waterbury, CT in 2015 as a Corporate Real Estate Analyst. Webster Bank is a leading regional bank with \$25 billion in assets under management. At Webster Bank, Mark was responsible for transaction management of its corporate real estate portfolio consisting of approximately 1.4 million square feet of office, retail, ATM and tenant spaces across 10 states.

Most recently, Mark worked as a Summer Analyst with both the Investment Sales and Debt Placement teams at HFF in Portland, OR.

During the summer Mark performed underwriting, created valuation and loan sizing models, assisted in the creation of offering memorandums, and analyzed market trends for the Portland and Seattle MSA's.

Upon graduation from Cornell University's Baker Program in Real Estate, Mark plans to pursue a career in domestic and international real estate investment and development.

CLASS OF 2018

TIYA JAIN



Tiya is currently a graduate student at Cornell for the masters in real estate. She completed her chartered accountancy course in India in 2010 (equivalent to the CPA) and has 6 years of post-qualification experience with multinationals such as Ernst & Young, Deutsche Bank, Deloitte etc. She has also helped a real estate boutique investment advisor establish base in Mumbai. In her real estate career in India, she advised large developers and international investors such as Blackstone and Vornado on funding, structuring and cost savings transactions in line with local laws

and regulations.

Tiya was a winter associate in NY with Acres Capital (a debt fund), screening and presenting investment proposals pertaining to different geographies and asset classes in the US. She also assisted Lone Wilsman - (Head of real estate) over Spring break. Tiya was a summer associate at Prologis NYC, where she learned about Prologis's overall business strategy in respect of its global business for capital raising and investments.

CLASS OF 2018

MATT KENNY



Matt is a second year graduate student in the Baker Program. Over this past summer, Matt worked in consulting at CBRE Global Workplace Solutions as an MBA Summer Associate in Boston, MA. The client was Iron Mountain, an industrial REIT with over 87,000,000 SF in their global portfolio. Prior to Cornell, Matt worked in private wealth management for Bank of America Merrill Lynch. Matt served a member of a senior wealth management practice with over \$700 million in assets under management.

His primary responsibilities include asset management, business development, financial planning, and strategic analysis. Before working in private wealth management, Matt established an extensive background in finance and corporate procurement within the healthcare sector, while at the same time going to school in the evening to earn his MBA from the Simon Business School of the University of Rochester, where he was awarded The Dean's Leadership award.

CLASS OF 2018

YONG DAE KIM



YongDae Kim is a graduate student studying real estate at Cornell University. He was previously an assistant manager at Samsung Construction and Trading Company in Korea, where he managed construction schedule and procurement procedure and supervised engineers and outside agencies. Before working at Samsung, he served as a civil engineer corps officer in the Korean Air Force, where he supervised turn-key projects of office buildings

and directed the master plan of a mega project, including 251 apartments, 200 studios, and 2 dorms. During his university years, he worked as an intern at several design firms in Tokyo, where he participated in design of office buildings and housing. Yong has experienced many different aspects of real estate, including design, construction, and facility management.

CLASS OF 2018

PUTHIPONG KITTIPRAPORN



Puthipong Kittipraporn, commonly known as Bank, is the third generation of a family who has been bringing smiles to Thai people for over 30 years. Prior to entering Cornell's Baker Program in Real Estate, Bank served as the business development director for Dream World Amusement Park, the first large scale amusement park in Thailand. His responsibilities included general management of the park, as well as research and development through which he brought six new attractions to the park in under 6 years. When he began working at the park in 2013, he served as the international sales

and marketing representative, through which he promoted the park internationally and increased sales by 120 percent by generating new marketing strategies, and by attending overseas trade-shows and conferences. In addition to his work at the park, Bank has also served an integral role in a variety of organizations including the Association of Thai Travel Agents (ATTA), Thailand Convention and Exhibition Bureau (TCEB), and The International Association of Amusement Parks Attractions (IAAPA).

CLASS OF 2018

MIGUEL KLIPSTEIN



Miguel Klipstein is a second-year dual degree MBA/MPS in real estate candidate from Mexico City. Over the summer of 2016, Miguel worked for Adler Kawa, a real estate private equity firm in Miami, Florida, where he interned in acquisitions and asset management. While at Cornell, he has focused his studies on real estate finance and investments and serves as the VP of outreach and social events for the Associate Real Estate Council as well as VP of finance for the Latin American Business Association. Before coming to Cornell, Miguel worked for Banorte Financial Group, one of Mexico's largest

banks, as junior portfolio manager for equity mutual funds. During his time at Banorte, he saw the rapid growth of the Mexican real estate market and made several successful investments in industrial, hospitality, and commercial REIT IPOs. Prior to Banorte, Miguel worked in Miami as a sales associate for Sunseeker Yachts, a British luxury yacht builder as well as an associate producer for a film in Mexico City which was shown at the Sundance Film Festival. Miguel holds a BA in business management with a minor in film studies from the University of Miami.

CLASS OF 2018

CHANGHOON LEE



Changhoon is a student at Cornell University studying real estate in the Baker Program. He had an internship at IGIS Asset Management for this summer, working on retail asset financing in Times Square. (USD 100M Mezzanine Loan) He drafted an Information Memorandum of the project and built fund-level financial models. He also conducted a sensitivity analysis He summarized multiple agreements, such as lease agreement, loan/mezzanine agreement, and appraisal report as

well. Before joining the program, he accumulated his professional experience at LG International corp., developing and invested USD 220M in 120MW Gas Power Plant Project in Oman. His main role was to Build financial models with a focus on profitability, potential risks, and budgeting projection. Previously, he worked at Macquarie Bank and BNP Paribas as an intern at Seoul branch. He also served in the army at Defense Security Command of the Republic of Korea for over two years.

CLASS OF 2018

SEAN MASHIAN



Sean came into the Baker Program in Real Estate with a background in public accounting and finance. He most recently worked at Capstone Advisors, a diversified real estate investment, development and asset management company. In his role as Summer Associate, Sean helped update asset management models for over 1 million square feet of real estate, and worked on special development projects as they arose. Sean also has career experience in complex analysis models for

the calculation and presentation of discounted cash flows, IRR, hurdle rates, cap rates, financial statement analysis, and profit & loss projections for purchases and developments across the country. He also has received CPA licensure in California.

Sean graduated cum laude from UCLA in 2013 with a Business Economics major and an Accounting minor.

CLASS OF 2018

LAURA MATTOS CURI



Laura Mattos Curi holds a B.A. in architecture and urbanism, from Pontifícia Universidade Católica. She has seven years of experience leading her own architecture and interior design firm with the value proposition of creating accessible projects for the booming middle and upper classes in Rio de Janeiro, Brazil. Constantly updated on recent trends in design, looking for creative solutions to fit in small budgets, Laura developed an effective project management style, accounting for execution quality, on-time conclusion, and reduced costs. With a portfolio of over 150 projects with an average cost of \$150,000 in the residential and commercial field, Laura managed a pipeline of projects in multiple stages including construction budgets, third party negotiation,

and recognition of potential road blocks in the development process. She was responsible for coordinating the construction and renovation from the design conception until the client's moving date, working as key liaison between clients and contractors. In her most recent professional experience, as a summer intern at Estates Inc. – a real estate development, management and investment company, Laura conducted due diligence and underwriting analysis of a 4 acre, \$70-million mixed-use development in Columbia, South Carolina, and oversaw the development and entitlement process for multiple projects including a 70 units, condominium building in Asheville, North Carolina.

CLASS OF 2018

NICKLAUS MORRIS



Nick graduated cum laude from the University of Southern California in 2011 with a Bachelor of Science in Business Administration, concentrating in Real Estate and Construction Management. As an undergraduate at USC, Nick served as a Presidential Scholar, an honor limited to National Merit Finalists. He was selected as the sole recipient of the Baker Fellowship in the Baker Program in Real Estate at Cornell University for the class of 2018.

Prior to joining the Baker Program, Nick was an associate asset manager at Goldman Sachs in their Realty Management Division, focusing primarily on hospitality assets. While at GS, Nick directly oversaw a portfolio of 50 hotel properties across the US, representing annual revenues in

excess of \$100mm. Prior to his role in asset management, Nick served as the primary reporting analyst for the 130 asset Equity Inns Portfolio and helped facilitate the \$1.8bn sale of that investment to American Realty Capital Hospitality Trust in early 2015. In his five years at GS, Nick's responsibilities included acquisition and disposition analysis, capital and renovation planning, performance reporting and the oversight of franchise and third-party manager relationships. At Cornell, Nick serves as the director of the Baker Program's Career Work Groups, an organization designed to support the development of professional skills in first-year students and aid in the overall job search process. In addition, he serves as a teaching assistant for the Real Estate Financial Modeling classes. Upon graduation, Nick plans to pursue a career in real estate investment with an emphasis on entrepreneurial development.

CLASS OF 2018

RAWINTHIRA NARKSUSOOK



A graduate of Chulalongkorn University, Rawinthira Narksusook tilted her architectural design concentration towards a real-estate-based studio and honed her knowledge of delivering high-performance and economically feasible designs.

Her professional practice as an architect started at Woods Bagot (Thailand), one of the world's top 10 architectural design and consultancy firms. She was assigned to work on Anantara Luang Prabang Resort, a US\$52-million hospitality development. Her eco-design strategies led to a 20-percent decrease in construction costs, reduced energy consumption, and promoted the ecosystem's well-being. To further examine the important relationship of sustainable design and investment, she became the

youngest accredited LEED AP BD+C in Thailand.

In 2012, Rawinthira joined Banyan Tree Holdings Limited, an international hospitality owner-developer of over 40 hotels and resorts around the world. She was employed as an in-house project architect and tasked with synergistically managing projects' financial expectations while executing ecologically sophisticated designs. Banyan Tree sought her assistance in driving sustainable interventions and assigned her to spearhead the Angsana Xi'an Lintong Hotel and Banyan Tree Xi'an Residences, a US\$95-million project in China. After two years of commitment, the project was successfully launched and fully operational in 2015.

Upon graduation from the Baker Program Real Estate, her career objective is to initiate a Thailand-based developer-architect company that specializes in sustainable development. The firm's business model contemplates both development and design within a singular framework of practice. She is determined to examine methodologies of weaving design and development into one practice and acquire knowledge on how sustainable development impacts commercial value.

CLASS OF 2018

JIWON PARK



Jiwon graduated from the University of Southern California in 2008 with a double major in accounting and real estate finance. The following year, she joined JLL Korea to pursue her passion in real estate.

During Jiwon's 5.5-year tenure at JLL, she worked closely with corporate real estate teams from numerous global companies of diverse industries. Her role included providing clients with real estate solutions through research, valuation, due-diligence and contract negotiations in the Korean commercial leasing market. As a mediator, she led various cross-cultural project teams in which she directly managed negotiations with investors to achieve the best financial and leasing incentives for her global clients.

In the past summer, she interned as a Research Associate at Hodes Weill & Associates in New York, New York. She led a research initiative creating survey of global institutional investors on real estate investment allocations. Such research was published as a report to 3,000+ investors. She spent the summer of 2016 at an asset management company in Los Angeles, California. She developed a renovation strategy for a historical downtown LA building by leveraging real estate trends generating possible steady income while identifying sale opportunities. Upon graduating from both Baker Program and Johnson School of Management in 2018, Jiwon looks forward to continuing her career in real estate finance and investment.

CLASS OF 2018

DANDI PEI



Dandi Pei is an MPS in real estate and MBA dual degree candidate. He earned his Bachelor of Accountancy degree with honors from Nanyang Technological University in 2010.

Upon graduation, Dandi joined KPMG Singapore's financial services division. As a senior audit associate, Dandi led the engagement teams to mainly focus on asset-liability management/compliance issues and providing solutions for global commercial and investment banks. He also spent a considerable amount of time performing financial statements audit on Singapore-based real estate investors and developers and involved in a number of cross-border audit engagements. Subsequently Dandi relocated to China and joined the second largest trust company in China – Zhongrong International Trust Co., Ltd, a RMB700 billion AUM investment company headquartered in Beijing with debt and equity investments across multiple industries including real estate, traded-securities, commodities and family trusts. As a trust manager of the equity

investment team, Dandi mainly worked on residential real estate investment opportunities in tier one and two cities in China, as well as other major cities in the Asia Pacific region. He conducted feasibility studies and due diligences for prospective debt and equity investment deals and worked closely with investment partners including top real estate developers and financial institutions in China on an existing RMB 1.4 billion portfolio of residential properties. Over the summer of 2017, Dandi completed an internship with Barclays Bank PLC's investment banking division based in Singapore, as an Assistant Vice President. He was involved in a number of industrial and real estate related M&A and capital markets deals. In particular, he was part of the M&A execution team in advising the HNA group's acquisition of CWT Limited, one of the largest logistics and warehousing companies in Singapore. He also participated in underwriting £1bn of Term Loan B and Perpetual Bonds to finance the acquisition of a European industrial real estate portfolio by a leading real estate group in Singapore. After graduating from Cornell, Dandi aspires to continue his career in the investment and finance field, focusing on the real estate sector. He hopes to leverage on his background and professional experience to explore unique cross-border business opportunities.

CLASS OF 2018

ARCHIE PREISSMAN



Archie graduated from Tulane University in 2009 with a Bachelors in Science and Management studying both Political Science and Business Management. After which Archie took over as assistant to the vice president of a local real estate management and development firm in Los Angeles. There he helped manage a portfolio consisting of over 450 residential units, 200,000 sf of industrial space and 100,000 sf retail space and helped acquire a 40,000 sf retail space. Archie's responsibilities included analyzing sub-contractors bids on remodels and analyzing evaluations on potential acquisitions.

While Archie knew that real estate would be his future but he decided that service to his country would be necessary for his personal growth. Archie enlisted with the intention of joining the United States premier

Special Operations force the 75th Ranger Regiment. During his time with the Rangers, Archie learned leadership, teamwork, and personal responsibility from the finest leaders in the United States military and in the most austere conditions imaginable.

During the summer of 2017 Archie took a Summer Associate position at Cytonn Investments in their real estate arm. Cytonn Investments is an investment bank located in Nairobi Kenya that is currently developing five large real estate projects in one of the fastest growing markets in the world, Nairobi. While Archie was at Cytonn he became an interim project manager of a 1.2 million sf mixed use development in the heart of Nairobi.

Upon graduating, from Cornell University's Baker Program in Real Estate, Archie plans on pursuing a career in real estate development with a focus on international markets.

CLASS OF 2018

CHAO REN



Chao is a graduate student of the Baker Program in Real Estate, Master Candidate of 2018. He is originally from China and moved to Japan for study in 2005. He finished his bachelor degree of architecture design at Kyoto Institute of Technology in 2011. Prior to Cornell, he worked for Sakakura Associates Architects & Engineers and E.A.S.T. Architects & Urban Design as a designer in Japan for about five years. During that period, he mainly designed projects for commercial centers, luxury residences, design hotels, and office buildings for various clients. He oversaw Chinese markets for his former company and also was responsible for design consulting, lease strategy making, and market analysis as a team leader. The working experience as an architect while getting involved

with real estate business fostered his enthusiasm for real estate industry.

After entering Cornell, Chao is focusing his studies on the financial side of the real estate industry. During the summer of 2017, Chao was hired by Colliers International in Beijing as an advisory intern. He helped the company to provide professional market analysis, project positioning, development strategy making, and financial reporting to the clients for their project's pre-stage of development. He also went to Tokyo, Japan for his second internship at a global Hospitality Consulting firm - Horwath HTL. At Tokyo, he was focusing on conducting consulting reports and feasibility studies for a couple of boutique hotel properties in Japan.

After this experience, Chao obtained even more comprehensive knowledge about real estate market and development strategy. He will continue to finish his studies on the financial and investment side of real estate at Cornell and upon graduation, he would love to pursue a career in real estate development and investment.

CLASS OF 2018

JONGPIL RYU



Jongpil Ryu is starting a new career as a real estate professional in the Baker Program in Real Estate at Cornell University. Previously, Jongpil worked as a researcher in the Environmental Planning Institute at Seoul National University. He began his research career when he started studying urban planning in the master course at Seoul National University. He concentrated on urban economics and real estate during the course. Before working as a researcher in the university, Jongpil worked as a staff member at Daewoo E&C. In the company, he was responsible for estimating and bidding of several real estate development projects in Seoul.

During his undergraduate years, Jongpil experienced project management when he did his internship at Daewoo E&C and Hanwha E&C. He also worked as a conscripted firefighter when he did his service for Korean Army. Jongpil's research interest is mainly about global real estate market analysis, especially in comparative analysis between nations and cities based on urban economics. Jongpil graduated from Seoul National University with a BS in architecture engineering and received a master's degree in city planning from the same university.

CLASS OF 2018

ALEJANDRO SANTANDER



Alejandro is a Master in Professional Studies in Real Estate Candidate Class 2018 at Cornell University. He worked as a Summer Associate Intern at Sabal Financial Europe, a private equity firm located in London, UK, during summer 2017. He was part of the acquisitions area working with three projects in Spain, Italy and Germany. He was previously Head of Real Estate Investments at InRetail Shopping Malls, a real estate company located in Peru, which owns 19 shopping malls all over the country. Alejandro was in charge of the financial analysis of the investments of the company reporting directly to the CFO. His principal responsibilities included analyzing the future cash flows

of the company, assessing the new investments and negotiating the fund raising of the company with local banks. He started as a Financial Analyst in 2010 at InRetail Shopping Malls and was promoted to Senior Financial Analyst two years later. During that time, he was involved in three important fundraising projects, which were two Issuance of International Bonds in 2014 and 2011 (\$350 million and \$185 million, respectively) and one Initial Public Offering (IPO) of \$460 million.

Alejandro graduated from Universidad del Pacifico in Lima-Peru with a Bachelor in Economics in 2009, finishing in the upper-third of his class.

CLASS OF 2018

GEN TAKAHASHI



Gen Takahashi graduated from Keio University in Tokyo, Japan with a Bachelor of Laws degree (LL.B). Upon graduation he served in the United States Marine Corps as a Combat Engineer Officer. Later he investigated national security matters as a Special Agent in the Federal Bureau of Investigation while simultaneously serving in the United States Marine Corps Reserves as a Light Armored Reconnaissance Officer.

Gen is currently pursuing an MBA/MPS-Real Estate dual degree with the Johnson Graduate School of Management and the Baker Program. During his first summer Gen interned at Walmart in their Real Estate Strategy and Analytics group in Bentonville, AR and during his next summer he worked at Guggenheim Partners in their Investment Banking group in New York, NY.

CLASS OF 2018

PHILIP TAPIA



Philip Tapia worked at Morningside Translations, a Language Services firm in New York City where he helped start the acquisitions department working under the CFO on all sourcing, analyzing, negotiating, and closing of business acquisitions. While there, the company made two acquisitions and was successful in entering new verticals and expanding its global footprint.

Philip left his position to focus on refining his competencies and skill-set in real estate before returning to academia. He spent just under a year working for a real estate developer in Greenwich, CT. During this time, Philip also worked as a set assistant, encompassing construction through interior design, for the show Property Brothers on HGTV.

Philip attends the Baker Program in Real Estate at Cornell to fuse his initial interest of design and the built environment with his demonstrated business experience. His focus is real estate finance and he will be looking for a role in acquisitions upon graduation.

This past summer, Philip worked for Caruso in Los Angeles in the Real Estate Development & Acquisitions Department . Philip spent the majority of his time at the two current developments; Palisades Village and the Rosewood Miramar Hotel in Montecito, CA.

Philip graduated from the University of Michigan, Taubman College of Architecture and Urban Planning in 2012 with a Bachelor of Science in Architecture.

CLASS OF 2018

RAFAEL VIVAS



Rafael Vivas Ruiz is a graduate student in the Cornell Baker Program in Real Estate, class of 2018. Rafael is pursuing a real estate finance and investment concentration and is a board member of the Cornell Associate of Real Estate Council. Rafael worked during the summer with Paladin Realty Partners as investment manager intern of this RE private equity firm.

Before entering the program, Rafael spent two years in a real estate investment and development company, where he was responsible for leading the new business team. He conducted market research on Colombia's real estate industry, investment

analysis, and due diligence of potential acquisitions and new developments in the country. Previously, Rafael worked with Carvajal a Latin American Holding, evaluating acquisitions and alliances with tech companies, and executing the strategy for the media and marketing solutions business units. During this time, he completed projects and transactions in eight Latin American countries.

Rafael graduated from Universidad de Los Andes in Bogota, where he received a B.S. in Industrial Engineering. He is fluent in English and Spanish and proficient in Portuguese.

CLASS OF 2018

DANIEL WRIGHT



Daniel Wright loves creating places that provide economic, financial, and social returns; places where daily activities and walking are both comfortable and convenient. He is interested in the intersection and synthesis that come through real estate, finance, economics, planning, and architecture. He has experience in all aspects of real estate development including investor relations, financing, acquisitions, contracts and closing, title review, due diligence, market research, entitlements, design and planning, construction, asset management, leasing, and dispositions. He most recently was an asset manager of a national portfolio of land assets ranging

from 100 to 3,000 acres each. This involved performing valuations and market analysis for all land uses and development stages. He has an undergraduate degree in architecture and a MBA in finance. Real estate is about the creation of spaces. Sustainable real estate is about the creation of spaces where people gather. This is where his passion lies. Outside of real estate, Daniel's other passions are his wife and five children, Chicago Cubs, Liverpool FC, classical architecture, and playing the piano.

CLASS OF 2018

JULIN YONG



Julin Yong is a Master Candidate of Cornell University's Braker Program in Real Estate student and has previously graduated from the University of Birmingham in 2008 with a Bachelor of Science in Accounting and Finance.

Upon graduation, Julin joined KPMG where she was involved in developing standard operating procedures and providing strategic advice for internal policies.

Most recently, Julin was a summer associate at Hersha Hospitality Group's acquisition department assisting in the underwriting of assets across the country and performing market analysis and feasibility studies. Prior to that, she was an assistant manager for Usaha Tegas (an investment

holding company in Malaysia with investment in oil and gas, and real estate) from 2010 until 2015. She was responsible for the real estate portfolio, which includes residential, office and hotel assets, involving in the acquisition, development and asset management. While at the company, Julin developed financial models for the acquisition of land in London that examined the effects of various design concepts on returns and funds requirement. Julin was also responsible for the assets of three hotels in Switzerland.

Upon graduation from the Baker Program in Real Estate, Julin plans to pursue a career in real estate investment and development, with a focus on international projects.

CLASS OF 2018



HENRY AKERELE



Henry graduated from Nottingham University with a bachelor's degree in Biochemistry and Warwick University with a Master's degree in Supply Chain & Logistics Management. After graduation, Henry worked for Lodige Industries GmbH in Qatar as an Operations Consultant to Qatar Airways, where he was responsible for demand planning and auditing of the airlines supply chain strategies. Following this position, Henry returned to his home country Nigeria to work for UACN Property Development Company Plc (UPDC), the largest real estate development company in Nigeria. It was at UPDC where Henry discovered his passion for commercial real estate. In his role, Henry was primarily responsible for procurement and performance management

of all contractors involved in the company's development project's which included over 150,000 sf of retail and multifamily properties valued at over \$50M. In 2015, Henry joined Ecofin investments as a development associate, where he implemented procedures for procurement, contracts and final approvals of the company's development projects. In addition to this, Henry carried out asset management duties which included preparing budgets, capital expenditure estimates and internal revenue tracking models for the firm's retail property portfolio. Henry is currently a candidate for the MPS in Real Estate. He intends to pursue a career in real estate investment and/or asset management.

CLASS OF 2019

JIWOONG BAE



Jiwoong graduated from Ajou University with a bachelor's degree in Architecture. After graduation, he worked for 13 years at Daewoo Engineering & Construction, one of the largest contractors in Korea. At Daewoo, he experienced a wide spectrum of roles as real estate development manager, construction manager, and risk manager & internal consultant. In his position as a real estate development manager, he headed up seven real estate projects valued at more than a billion dollars, across most all assets, managing feasibility studies, planning, financing, sales, and construction. In the capacity of RE development manager, he collaborated with people from various fields, such as architects,

investment bankers, lawyers, and CPAs. As construction manager, he led all aspects of the construction process of a 500,000 sf mixed-use property. His latest position was risk manager and internal consultant. Jiwoong has supervised twenty+ development projects around the world, valued at more than fifty billion dollars. Jiwoong holds licenses and certificates as a Professional Engineer in construction, Real Estate Fund Manager, and Registered Fund Manager of Korea. Now, his focus is on leveraging his diverse experiences and strengths to expand his career into global investment and asset management.

CLASS OF 2019

KRIZIA CALMET



Originally from Peru, Krizia has been exposed to a multitude of cities and built environments while living in four countries and eleven cities. She is interested in real estate development as a placemaking tool and is currently pursuing a Master's degree in Real Estate at Cornell University. Prior to joining Cornell, Krizia obtained a bachelor's degree from Washington University in St. Louis in Finance and International Business. She started her career as a financial analyst for a high net-worth family investment fund in Topeka, Kansas. During her 6 years as the fund's sole analyst, Krizia gained extensive exposure to portfolio management as she actively participated in various

functions including public and private equity investment research, accounting, and report preparation for shareholders and management. In addition, Krizia took on a bigger role within the fund and was in charge of monitoring the operations and preparing financial statements for a commercial office building owned by the fund manager. It was in this role that Krizia re-discovered her affinity for real estate and architecture. Upon completing her Master's in May 2019, she hopes to work for a private developer in the U.S. and gain experience in mixed-use infill development. In the long-term she would like to return to her roots and contribute to Peru's real estate transformation.

CLASS OF 2019

ERSHAD CHAGANI



Ershad is a graduate student at Cornell University concurrently pursuing both an MBA and a Master of Professional Studies in Real Estate (MPS RE). He is inspired by how the real estate industry synergistically unites an assortment of functional elements to generate value in the form of physical structures that have transformational impact. This summer, Ershad supported the design phase of Strategic Property Partners' (SPP) \$3bn urban development in downtown Tampa. On this 9 million square foot project, Ershad had the opportunity to play a role in shaping the world's

first WELL district while gaining experience across the residential, office, retail, and hospitality asset classes. Ershad was previously a Senior Consultant in Deloitte's Strategy & Operations consulting practice where he focused on real estate and innovation. Ershad holds a Bachelor of Commerce with Distinction from the University of Alberta and is a certified Lean Six Sigma Yellow Belt. On a personal note, Ershad regularly skis at Lake Louise, is a recreational hockey player and passionate Oilers fan, and is a global traveler enamored by Zanzibar.

CLASS OF 2019

LERA COVINGTON



Lera Covington is a first-year student at the Baker Program of Real Estate with a passion for transforming communities through the power of real estate. Lera graduated from Duke University with a Bachelor of Science degree in Economics and a minor in African and African American Studies. After graduation, Lera joined the Finance Enterprise Associate Program, a leadership development program, at Wachovia Bank. In this role, her responsibilities included financial analysis and forecasting, strategic planning and initiatives, corporate finance and accounting, and more. Subsequently, Lera spent two years as a Property Manager for a private real estate investor prior to returning to the financial services industry as a

Lead IT Auditor with Ally Financial, Inc. She currently holds a North Carolina Real Estate License and a Certified Information Systems Auditor (CISA) designation. Lera's passion for real estate was born during her work at the St. Louis Dream Center, an outreach ministry located in the heart of inner city St. Louis, Missouri. It was there that she discovered the tremendous potential for the built environment to transform communities and lives. Upon completion of her Master of Professional Studies in Real Estate degree, Lera intends to embark on a career in real estate development focusing on residential and mixed-use projects that have a positive social impact.

CLASS OF 2019

AL DAYE



Al Daye graduated from North Carolina A&T University with a degree in psychology. Working as a community outreach coordinator in West Philadelphia, he began to explore the connection between the built environment and the psychosocial factors that determine quality of life. While pursuing a master's degree in construction management, Al worked at Skanska USA on both the French Family Science Center at Duke University and the Raleigh Convention Center. Upon completion of his masters, Al was hired full-time by Skanska in their Philadelphia office. While at Skanska, Al worked on a variety of projects ranging from \$10million - \$450million. These projects spanned across a variety of sectors, including

higher education, hospitality, and life sciences. Working for one of the world's leading green builders allowed Al to develop a firm foothold in the principles of sustainability and green building. After leaving Skanska, Al went onto work for IPS - Integrated Project Services, Inc. a design-build firm dedicated to the life science industry, in their Raleigh, NC office. While at IPS, Al worked on the construction of a variety of life science projects for some of the pharmaceutical industry's leading firms. Upon completion of his MPS/RE degree, Al intends to pursue a career in international real estate and development, concentrating in the markets of the Gulf Cooperation Council.

CLASS OF 2019

DUSTIN DUNHAM



Dustin Dunham graduated from Baylor University in 2010 with a Bachelor's degree in Political Science. After graduation, Dustin worked as an Analyst in the Investment Bank at J.P. Morgan on the Global Arbitrage trading desk. While there, Dustin evaluated and executed event driven arbitrage strategies across the globe. During this time, he began strategically acquiring and flipping single-family rental properties and building a personal portfolio. In 2014, Dustin joined Tolleson Wealth Management, a \$5 billion dollar alternative investment manager located in Highland Park, TX. As an Investment Analyst, on a team of eight, he co-managed the \$1 billion AUM Hedge Fund of Funds portfolio. In 2015 he co-founded

WunderHome Inc. - a digital real estate brokerage platform, aimed at disrupting the traditional agency/brokerage model for multi-family and high turn over property owners. As CEO, Dustin and his cofounder went full time on the business after raising 6 figures in outside capital from a prestigious venture capital fund, Tech Wildcatters. In early 2017, he sold parts of the proprietary technology platform in early 2017. As a MPS in Real Estate candidate in the SC Johnson College of Business at Cornell, Dustin seeks to lever his investment background, passion for real estate and entrepreneurial spirit to add value in a commercial real estate investment firm.

CLASS OF 2019

MEL FISH



Mel Fish graduated from Syracuse University's S.I. Newhouse School of Public Communications with a bachelor's degree in Advertising & Strategic Management. After graduating, he relocated to Los Angeles to join JRK Property Holdings as an asset management analyst. Mel was responsible for creating and maintaining highly visible financial and operational models for a \$5 billion portfolio, including budgeting templates, effective rent trackers, lease renewal analytics, NOI reporting and capital expenditure analyses. In 2013, Mel was recruited to join CaseStack, a leading distribution logistics provider specializing in freight and warehousing consolidation. Mel served in a number of different roles during his tenure at CaseStack within its client development and strategic initiatives groups. He's credited

with building a business intelligence unit and streamlining processes across its \$200 million book of business. Mel was tasked as the lead project manager for a supply chain optimization initiative with Kroger Grocery's national distribution network. In this capacity, Mel was responsible for streamlining distribution channels in Kroger's warehousing network, aligning the strategic interests of one of the country's largest grocery retailers, their suppliers, and the retail brokerage community. Mel's exposure to warehousing assets at this scale helped solidify his interest in industrial real estate. Upon graduating from Cornell's Baker Program in Real Estate, Mel plans to dedicate his career to commercial real estate development and acquisitions.

CLASS OF 2019

ANDREW GORDON



Andrew Gordon graduated from Bucknell University with a bachelor's degree in economics. After graduation, Andrew joined MSC Retail, a retail brokerage and advisory service firm headquartered in Philadelphia. There, his work covered both landlord and tenant representation, including investment sales, throughout the Greater Philadelphia region. In this role, Andrew provided research and market reconnaissance to many of the company's most active accounts including Shake Shack and Anthony's Coal Fired Pizza. In

addition to tenant representation, Andrew also worked on leasing assignment across every retail asset class. At MSC, Andrew represented developers, property owners, and investors, negotiating purchase and sale agreements, commercial leases, portfolio analysis, and end-user placement recommendations. Upon completion of his MPS/RE degree, Andrew intends to pursue a career in real estate development.

CLASS OF 2019

YUCEN JIANG



Yucen received her bachelor of Real Estate Management from Shanghai University of Finance and Economics in 2013. After graduation, Yucen worked as a senior negotiator in CBRE Office Services Department, providing leasing management, marketing consulting, business development and, other services for first-class asset management companies in Shanghai, China. The projects she served included Shanghai Tower (the second tallest skyscraper built in Asia), Shanghai MixC (a 530,000 sqm urban complex in decentralized CBD), the Center (a long-serving asset management project located in CBD) and Baoland square (a landmark project located in emerging CBD). In 2016, Yucen

launched Shanghai Dream Center (a 460,000 square foot largest cultural investment projects in Shanghai, China) and served as a leasing & sales officer. Yucen's experience included market research, preliminary strategic positioning of office leasing & en-bloc sales, cash flow analysis, business development, negotiation, marketing campaigns, etc. She coordinated with the government (investment office, financial service office), institutional investors and agencies. As a candidate for the MPS in real estate at Cornell University, she plans to harness her business development and commercial real estate experiences toward a career in portfolio management.

CLASS OF 2019

JULIAN KAREL

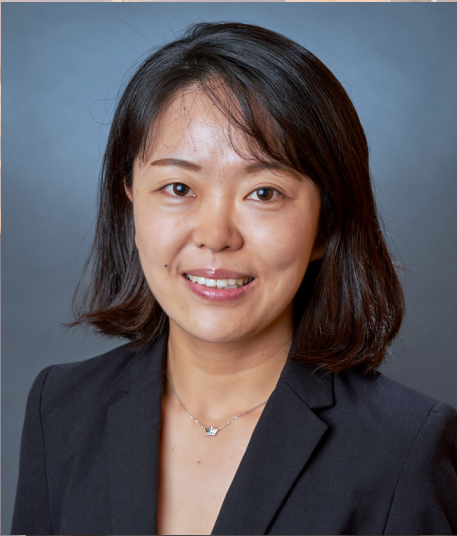


Julian Karel graduated from Lehigh University with a bachelor's degree in Materials Science and Engineering. Julian worked at the Related Companies during the summers of 2012 and 2013 as an Engineering and Sustainability Intern. After graduation, Julian joined MIH Systems Group, as a commissioning agent for both new and existing buildings throughout New York City. Julian worked as owner's liaison/ representative in the acceptance and turnover of MEP Systems for multi-family new construction and consulted with owners on their portfolios, who derived value from energy audits as well as further energy efficiency measures with less than 5-year

ROI's for building management to incorporate in their capital improvements budgets. In April of 2016, Julian started Barney Ford, an online sales company. In that endeavor, Julian sought to capture the customers of the SaaS (software as a service) sector, as did Uber, Seamless, Postmates, etc., those willing to pay a premium for convenience. While this experience provided a myriad of great experiences, it ultimately led Julian back to his passion for real estate. Julian plans to harness his development, consulting, and entrepreneurial experience in a career in urban real estate development.

CLASS OF 2019

MENG LI



Meng Li graduated from Renmin University of China with a bachelor's degree in journalism. Upon graduation, Meng worked for a magazine as a reporter covering the real estate market in China. She met with industry tycoons and practitioners, talked to them and wrote in-depth news stories and analysis for the magazine. It was there that Meng found her true passion for commercial real estate. Meng transformed her career by working with CBRE and Cushman&Wakefield. At both firms, she was keenly involved in helping owners, investors and operators of various shopping centers, mixed-use and renovated retail properties to settle their development plans

and meet corporate goals. Meng advised clients through feasibility plans, site inspection, market research, consumer research, tenant interviews, and financial projections. She then worked with a real estate PE firm and performed due diligence role for the firm's investment opportunities. Meng is now a candidate for the MPS in real estate at Cornell University. She plans to reinforce her strengths in commercial real estate toward a future career in commercial real estate investment and asset management.

CLASS OF 2019

VISHAL MEHAN



Vishal is a masters candidate at the Baker Program in Real Estate, graduating in 2019. A LEED Green Associate, he received his Bachelor's of Architecture from KRVI, in Mumbai, India. Upon graduating, Vishal joined Sanjay Puri Architects as creative head and project architect. He was involved with a variety of projects including twin residential towers in Mumbai and others in Mauritius and Spain. During his tenure with SPA, Vishal founded Allmost Extinct Design Studios, a firm dedicated to providing young businesses solutions across multiple design spectrums in exchange for startup equity. Quickly learning that his passion was in real estate investments and development, Vishal took the opportunity to consult with Decon Real Estate Pvt. Ltd., a boutique real estate investment firm in New Delhi

working to make their foray into Mumbai. As the firm's first asset in the West India Region, he gained a broad exposure to the industry with a very diverse role that involved property assessment, market analysis, financial feasibility and legal due-diligence.

In November 2016, Vishal joined JLL as a business analyst in the land and investment services group. His experience helped Vishal to refine and expand his real estate finance skills which he was able to later use to help lead Decon's expansion into Mumbai and worked closely with their subsidiaries Amirey-Gan Indoreal and Sharda-Green.

After graduating from Cornell, Vishal intends to pursue a career in real estate finance and investments.

CLASS OF 2019

YATES PARRISH



Yates Parrish graduated from Washington and Lee University's Williams School of Commerce in 2015 with a bachelor's degree, majoring in both business administration and politics. Prior to graduation, he worked as a real estate intern at The Civil War Trust and as a debt and equity finance intern for Mission Capital Advisors. Upon graduation, Yates worked as a sales and acquisition associate for NetWorth Realty of Charlotte, NC, a residential wholesale investment real estate firm. In this position, he was responsible for working one-on-one with investors to find valuable additions to their portfolios. He structured the acquisition, redevelopment, and disposition plans for investors to maximize their investments.

Throughout his tenure, investors realized over a 15% ROI on investments under his supervision. During this role, Yates realized his passion for real estate development deals, envisioning possibilities for investors. After this role, Yates moved to a sales position at RedVentures in Charlotte, NC, a third-party digital marketing and sales company that works with Fortune 500 companies. As a sales representative, he worked to procure new customers throughout over 35 states, ultimately topping his employee class in sales volume. Yates is a candidate for the MPS in Real Estate and plans on using his experiences and new skills towards hospitality lending and development.

CLASS OF 2019

HAO PENG



Hao is a masters candidate at the Baker Program in Real Estate, graduating in 2019. While completing his bachelors degree in Southern California, Hao pursued analytics positions in various industries. In 2013, he joined Ivy Capital, located in Shanghai, which commits to investments in both private equity and secondary markets worldwide. As an investment analyst, Hao participated in several IPO projects and also arranged investment portfolios in stock markets in America and mainland China. After Ivy Capital, Hao moved to Downtown Manhattan, serving as an intern in the United Nations. During the summer of 2015, he assisted the department, WAFUNIF, in building and maintaining its

website. In addition, he served as a delegate of the department to participate in the Global Environment Conference about real estate development. Hao has continued to be an integral part of his family's real estate business including design and construction of a multi-family residential project in Sanya, China, and tenant services for two office buildings in Shanghai. Right now, his family intends to expand their business to the United States. Upon completion of his degree at Cornell, Hao will develop two properties in Los Angeles owned by his business, and pursuing investment advisory services for a variety of projects.

CLASS OF 2019

TYLER PHELPS



Tyler W Phelps graduated from Brigham Young University - Idaho with a bachelor's in Financial Economics with an emphasis in Real Estate. Upon graduation, Tyler joined Zions Bank where he held multiple positions related to commercial real estate lending in loan production and servicing. As a loan officer for Zions Bank, he underwrote and closed more than \$30 million in new commitments. In his time as a portfolio manager for the bank, Tyler underwrote over \$100 million in new commitments and managed an existing portfolio of nearly \$150 million. Tyler also had the opportunity to work with the Larry H. Miller Group of Companies as a Financial Analyst

in their Corporate Real Estate Division. There, Tyler helped develop and implement a system to track all aspects of the more than 200 leases the group was a party to. During his time at Larry H. Miller his efforts were primarily spent providing financial analytics on the group's real estate portfolio for the executive management team. Tyler is a candidate for the MPS in Real Estate at Cornell University's Baker Program in Real Estate. After graduation, he plans to leverage his education and professional experience to help make commercial real estate investment more accessible to non-institutional investors.

CLASS OF 2019

NITESH RAO



Nitesh Kumar Rao graduated from VIT, India, with a Civil Engineering degree. Post graduation, he joined Cauvery Constructions in Hyderabad, India, as a Business Development Associate. After successfully signing and overlooking canal construction projects, he set up a Real Estate department within the company to diversify and increase profitability. The first project comprised of acquiring and re-categorizing a property in an unusable zone to a usable zone. This venture increased the property's value to over 4-times it's acquired value.

His ability to interpret, assimilate and navigate zoning regulations and government orders along with his people management skills and market research ensured the project's success. His work also required him to liaison with multiple government bodies such as The Ministry of Urban Development and City Metropolitan Development Boards. After his MPS/RE Degree, Nitesh plans to leverage his degree and managerial experience to pursue a career in Real Estate Finance and Investments.

CLASS OF 2019

PETER ROMANO



Peter Romano graduated from Ithaca College in 2012 with a Master of Business Administration and in 2008 with a Bachelor of Business Administration in finance. As a graduate student he was awarded with the Beta Gamma Sigma International Honor Society designation.

This past summer, he worked with Presidium Group in Austin, TX as a Summer Associate. His responsibilities included underwriting multifamily and mixed-use developments, procuring acquisition opportunities and preparing investment memorandums.

Prior to arriving at Cornell Peter was an analyst with Stan Johnson Company (SJC) in New York City from 2013 to 2016. As an analyst, he was responsible for underwriting over \$5 billion in single- and multi-

tenant retail and office assets for Fortune 500 corporate and high net worth individuals. During Peter's tenure at SJC he took the team lead in advising "1031 exchange" clients to place over \$200 million in net lease retail assets. Additionally, Peter managed 200+ student-housing units in Ithaca, New York, for Kimball Real Estate from 2012 to 2013.

Internationally, Peter worked for Canary Wharf Group in London, United Kingdom, where he analyzed global real estate development trends and industry consolidation. His interest in international development has led him to visit over 15 countries in the past 4 years and to volunteer with All Hands, a disaster relief organization, where he worked to rebuild homes in the Philippines. Upon graduation from Cornell's Baker Program in Real Estate, Peter plans to pursue a career in real estate development and acquisitions.

CLASS OF 2019

SAYANTAN SARKAR



Sayantan Sarkar graduated from the National Institute of Construction Management & Research, India in 2012 with a post-graduation in Real Estate & Urban Infrastructure Management, specializing in investments and markets. Upon graduation, Sayantan joined the Real Estate wing of Shapoorji Pallonji Group, largest Real Estate conglomerate in India. There, he worked in collaboration with the marketing and finance departments to formulate the product mix and realized the future cash flows of the largest affordable housing project of India viz. Shukhobrishti. Sayantan quickly realized the impact that financial decisions had on projects and thus moved towards the valuation and consulting sector in Real Estate, joining Colliers International,

East-India practice. It was there Sayantan discovered his affinity for real estate finance and investments. At Colliers International, Sayantan had extensive exposure to valuation engagements ranging from due diligence exercises to appraisals of commercial/ residential properties, mortgage/ collateral appraisals, retail malls, hospitality and entertainment projects to other special use real estate valuations. Upon moving to Hyderabad, India, Sayantan joined the strategic consulting group of CBRE South Asia Pvt. Ltd., one of world's largest real estate consultant. At CBRE, Sayantan had been part of a wide variety of advisory assignments ranging from feasibility studies for various developments (large-scale township projects, integrated mixed use development etc.) and real estate portfolio optimization studies. Upon completion of his MPS/RE degree from Cornell, Sayantan intends to pursue a career in real estate investment and/or asset management.

CLASS OF 2019

JENNIFER SPRITZER



Jennifer Spritzer is pursuing both a Master of Professional Studies in Real Estate from the Baker Program in Real Estate and an MBA from the Johnson Graduate School of Management. She is concentrating in real estate finance at the Baker Program and finance at the Johnson School. Jennifer serves as Cornell Real Estate Review junior editor with the Baker Program, and is a Forté Fellow with the Johnson School. Jennifer worked as a broker associate at KW Commercial in Indianapolis as a broker focusing primarily on retail and investment sales. She developed her client site selection and lease advisory

expertise with Cresa in Durham, North Carolina. Jennifer served as a market research consultant with a multi-family property management and development firm. Jennifer graduated from Indiana University's Kelley School of Business with a B.S. in business, majoring in entrepreneurship and international business and receiving a minor in Russian. She has studied multiple languages, including Spanish, French, Russian, and some Chinese. She is also the Cornell Real Estate Women's associate of career development.

CLASS OF 2019

KABIR SUKHRAN



Kabir Sukhrani graduated from the University of Alberta in 2008 with a Bachelor of Science in Civil Engineering. Upon graduating, Kabir accepted a position as a junior engineer at an Edmonton based consulting firm, Omni-McCann Consultants. It was this role that further developed Kabir's foundation of technical knowledge in construction and geotechnical and environmental engineering. In 2011, Kabir moved from engineering consulting to real estate tax consulting. He worked at Altus Group, assisting clients with argument development and evidentiary submissions for tax assessment appeals. In this position, Kabir became deeply connected to the City of Edmonton real estate market through his countless hours in research and data analysis. Subsequent to his tenure at Altus Group,

Kabir accepted a position as Real Estate Project Manager for one of Canada's largest tire and automotive service companies, Fountain Tire. In this position, Kabir honed his lease negotiation skills, worked intimately with numerous legal real estate documents and was engaged in all aspects of real estate operations management and development, including assisting with financial modeling of lease and capital transactions. One of Kabir's greatest achievements at Fountain Tire was managing the complete review and revamp of the company's lease administration practices, with hsi teams recommendations resulting in a \$25K savings in the first year alone. Upon completing the MPS Real Estate degree at Cornell, Kabir plans to pursue a career in real estate development.

CLASS OF 2019

PUTTIKIT SUVARNAPUNYA



Puttikit Suvarnapunya earned a bachelors degree in architecture from Chulalongkorn University in 2013. Upon graduation, Puttikit worked for Architects49 as an architect. There, he came into contact with many multifamily residential projects in various scale including, his main project, a 2,000 unit multi building condominium near Kao Yai national park. He performed program analysis, designed, drafted construction drawings, collaborated with engineers-interior designer-landscape architect, and prepared documents for EIA and construction approval. Puttikit continued his career with The Mall

Group [TMG], a mall operator in Thailand, as an assistant project manager. In this role, Puttikit developed his proficiency in managerial in a construction environment. He represented project team in collaboration and negotiation with the tenant representatives, managed work sequences for tenant/landlord/contractor outstanding work, and handled impromptu obstruction. Upon completion of his Master degree, Puttikit plans to pursue a career in real estate development. He enjoys archery and coffee brewing in his free time.

CLASS OF 2019

SIRAPAT TECHARUVICHIT



Sirapat Techaruvichit was born and raised in a 4-star hotel in Bangkok, Thailand. Following her passion in design and architecture, she earned her bachelor's degree in Architecture from Chulalongkorn University in 2013. After graduation, she joined Contour, a Bangkok-based firm that offers multidisciplinary pre-opening development consultation. As a property consultant, she collaborated closely with the research and strategy team to determine project directions, managed multiple teams, and conducted feasibility studies for clients' real estate projects—both in Thailand and other ASEAN

countries. She later came back to work for her family business—Asia Hotel Group. She headed a \$3.8 million project set out to seek capital refinancing for a retail plaza in Los Angeles. In Thailand, she founded a mixed-use chain called LaanSook (meaning “a happy get together”) investing \$7.3 million in land and development of a hotel project in Warorot, Chiang Mai to offer FIT travelers an authentic cultural experience. Following the Baker Program, Sirapat plans to return to Thailand to work for her family business with the goal of expanding its real estate operation internationally.

CLASS OF 2019

PATRICK (YU) TIAN



Patrick Tian received his Bachelor of Arts with Honors from the Ivey Business School at Western University. During the time at Ivey Business School, he co-founded a catering business and a co-working space project. He had the chance to explore different areas of the businesses and further developed his career interest in Real Estate and Finance. Patrick continued to pursue his interest in Real Estate and Finance with a Toronto-based Real Estate and Alternative Asset investment firm. Aside from the quantitative knowledge and modeling skills he developed there,

he participated in a \$69 million mixed-use multi-residential project. In this project, he performed extensive industry research for both deal assessment and investor presentations, and assisted with the financial modelling and analysis of the deal economics. By combining these practical experiences and rigorous in-class learning in the Baker Program in Real Estate, he plans to pursue a career in Real Estate Finance and Investments.

CLASS OF 2019

CHRISTOPHER TRAHAN



Christopher Trahan is from New Orleans, Louisiana, and holds a bachelor's degree in anthropology from Louisiana State University and a master's of public policy from University Of Massachusetts. Upon graduation from LSU, his professional career started at the Louisiana Department of the Treasury. He served as the State Treasurer's Special Project's Officer and was later appointed as Assistant to the Treasurer. In this role, he sat on the board of the Louisiana Housing Corporation where he voted on state policy and the administration of state and federal funds for low-income housing. He conducted qualitative and political analysis for the Louisiana State Bond Commission as he liaised between developers and government officials for both

private and public projects. Among his duties, he also served as an advisor to the State Treasurer where he analyzed and provided recommendations on state funding for wasteful consulting contracts and fraudulent organizations disguised as NGOs. During his tenure, Christopher's analysis sometimes ended up being reported in Louisiana's statewide news media. In 2017, Christopher was appointed to serve the newly elected U.S. Senator from Louisiana (formerly the State Treasurer) as his State Coalitions Director. He also represented the Senator in the Senator's home region where Christopher helped to secure funding for state governmental entities through the Senator's Appropriations Committee staff. Christopher has always been actively involved in his community, and in 2016 he was elected statewide to the United States Electoral College. Christopher's passion for community and real estate has brought him to Cornell's Baker Program in Real Estate where he is a MPS/RE candidate. He plans to couple his experiences in government with Cornell's professional degree in real estate to go into real estate development. In his free time, he enjoys being with his family and keeping up with his Japanese lessons.

CLASS OF 2019

JIMON WON



Jimin Won graduated from the University of California – San Diego with a bachelor's degree in International Studies – Economics. Upon graduating, he joined Hanjin Shipping's Global Management Training Program working in Seoul, Korea, Paramus, New Jersey, and Shanghai, China. His long-term assignment in Shanghai included work as an analyst for future land-use agreements for inland rail expansion. He also served in various other functions through his rotation such as cost-reduction oversight in port logistics operations for 18 branches offices throughout mainland China. It was during this time he also found opportunities to redevelop

underutilized properties in downtown Shanghai. What began as a small side project expanded into a business and new career in a foreign country. Through his experience, he observed how real estate could build and bridge communities and realized this was the industry he wanted to pursue. Jimin is a dual degree candidate for the MPS in Real Estate from the Baker Program and MBA from the Johnson Graduate School of Management at Cornell University. He plans to pursue a career in real estate investment upon graduating.

CLASS OF 2019

