



Johns Hopkins Carey Business School Edward St. John Real Estate Program

- Two-time NAIOP Capital Challenge Winner
- Full-time (FT) and Part-time (PT) Programs
- MS and MBA Degrees in Real Estate and Infrastructure
- Locations in Baltimore, MD and Washington, D.C.
- 24+ Year Old Program Since 1991
- 1,000+ MS Real Estate Alumni
- 125+ Current MS Students
- CCIM Accreditation in Commercial Investments
- Appraisal Institute Accreditation for MAI Credits
- RICS Partnership and University Accreditation

Full-time Master of Science in Real Estate and Infrastructure Class of 2015

- 12-Month Intensive Program
- 33 Full-time MSREI Candidates
- 36-credit Program
- 18 Courses
- 30+ Skill-based Workshops
- 20+ Guest Speakers
- 5+ Field Trips and Site Visits
- 2 International Real Estate Competitions
- 1 Full-time Internship
- 1 Regional Real Estate Competition
- LEED GA Accreditation
- LEED AP Accreditation
- ARGUS Certification



FT-MSREI Class of 2015 Student Profiles



March 2015 Edition

Johns Hopkins Carey Business School Edward St. John Real Estate Program

Full-time Master of Science in Real Estate and Infrastructure



Class of 2015 Student Profiles

MAR 2015
Edition



**THE JOHNS HOPKINS CAREY BUSINESS SCHOOL
EDWARD ST. JOHN REAL ESTATE PROGRAM**

**FULL-TIME MASTER OF SCIENCE
IN REAL ESTATE AND INFRASTRUCTURE**



CLASS OF 2015 STUDENT PROFILES

MARCH 2015 EDITION

The latest PDF version can be found at:

www.dankohlhepp.com

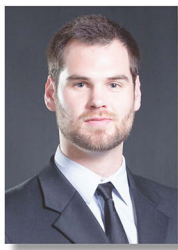
Available under the *Education* section

1625 Massachusetts Avenue NW, Suite 100
Washington, DC 20036

<http://carey.jhu.edu/realestate>

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TYLER
Barker, Tyler



BLAKE
Basye, Blake



JUSTIN
Bishop, Charles



CHE
Cai,



SYLVIA
Gu, Ran



PAN
Hao, Pan



BRENDAN
Harman, Brendan



ANDI
Hua, Andi



VICTO
Jin, M



TYLER
Plante, Tyler



CHRISTIAN
Pollard, Christian

MASTER OF SCIENCE IN REAL

20



EDWARD ST. JOHN RE



YVONNE
Sun, Yuan



ADAM
Sussman, Adam



ELISE
Tao, Yufei



ADI
Thota, Aditya



RAC
Wang



IRIS
Zhang, Xiaowen



FRANK
Zhou, Frank



DAN
Kohlhepp, Daniel, Ph.D
Senior Lecturer



LSEA
Qian



XINZHU
Fan, Xinzhu



NING
Fu, Ning



KENNETH
Goode, Kenneth



DORIA
Lingxin



GREG
Koory, Gregory



SOPHIE
Liu, Zheyuan

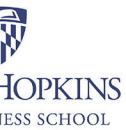


JOY
Liu, Jiyue



KIT
Ngamkajonviwat, Jirayuth

ESTATE AND INFRASTRUCTURE



15

REAL ESTATE PROGRAM



VIVIAN
Qian, Huan



SUN
Sun, Daoxin



CHEL
Tian



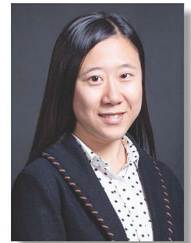
YAO
Xiao, Yao



CHENGCHENG
Yang, Chengcheng



LING
Yang, Ling



HAN
Ying, Han



LIN
Mao, Lin

Academic Program Administrator



OLIVIA
Zhou, Lian



SATINE
Zhu, Zhangting



I. INTRODUCTION

The primary purpose of this book is to provide brief profiles of the candidates for the accelerated, twelve-month, Full-Time (FT) Master of Science in Real Estate and Infrastructure (MSREI) Program at the Johns Hopkins Carey Business School Edward St. John Real Estate Program, who enrolled in August 2014 and will graduate in August 2015.

The Edward St. John Real Estate Program has a portfolio of graduate degree programs that are aimed at different student populations with different career goals. However, the education at Edward St. John Real Estate Programs is multi-disciplinary in nature with courses taught primarily with professional (adjunct) faculty.

The Carey Business School uses an 8-week term format for its classroom courses. There are two terms per semester that provide scheduling flexibility and shorter, more focused courses. The MSREI programs have 12 credits (6 courses) in “skills, tools, and methods,” and 12 credits (6 courses) in “business core.” The remaining courses are focused on specific areas of interest.



II. STUDENT PROFILES

33 FT MSREI 2015 CANDIDATES

ALPHABETIZED BY LAST NAME

Tyler	Barker	Christian	Pollard
Blake	Basye	Huan (Vivian)	Qian
Charles (Justin)	Bishop	Daoxin (Sun)	Sun
Qian (Chelsea)	Cai	Yuan (Yvonne)	Sun
Xinzhu	Fan	Adam	Sussman
Ning	Fu	Yufei (Elise)	Tao
Kenneth	Goode	Aditya (Adi)	Thota
Ran (Sylvia)	Gu	Tian (Rachel)	Wang
Pan	Hao	Yao	Xiao
Brendan	Harman	Chengcheng	Yang
Andi	Hua	Ling	Yang
Mingxin	Jin	Han	Ying
Gregory	Koory	Xiaowen (Iris)	Zhang
Zheyang (Sophie)	Liu	Lian (Olivia)	Zhou
Jiyue (Joy)	Lou	Frank	Zhou
Jirayuth (Kit)	Ngamkajonviwat	Zhangting (Satine)	Zhu
Tyler	Plante		



Blake Basye
 FT MSREI Candidate
 August 2015 Graduation

Full-time work availability begins May 2015

Qualifications

Johns Hopkins MSREI Student that is highly interested in sustainable development

- Financial Modeling
- Market Analysis
- Project Management

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Arts, Architectural Studies **May 2013**
 Hobart College Geneva, NY

Experience

City of Geneva City Government **June 2013 – June 2014**
 City Operations Analyst Geneva, NY

- Researched operations and budgets of 22 similar size cities (pop 10,000 – 20,000) throughout the state of New York with budgets ranging between \$16 and \$30 million
- Analyzed and compared operating expenses and methods of the City resulting in improved services at lower cost
- Created marketing materials for publicly owned commercial sites with Adobe CreativeSuite for the city manager

Geneva Business Improvement District Non-Profit **Feb. 2010 – May 2013**
 Intern Geneva, NY

- Designed and built beautification projects within the city including public park spaces and storefronts
- Assisted local business owners in completing permit applications

Phi Sigma Kappa Fraternity Collegiate Activities **Feb. 2012 – Jan. 2013**
 President Geneva, NY

- Managed all operations and decisions within the fraternity and responsible for all communication with the colleges administration and fraternities national organization

Skills

- Advanced Excel
- Microsoft Office
- Argus
- Adobe Photoshop
- CoStar
- Adobe InDesign



Charles Justin Bishop

FT MSREI Candidate
August 2015 Graduation

Affiliations: ULI, RICS, USGBC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) student with experience in real estate marketing, property management, and business operations. Highly interested in redevelopment and project management.

- Financial Modeling
- Market Analysis
- Strategic Planning
- Leadership
- Team Management
- Leasing

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Business Management-Entrepreneurship **May 2014**
Clemson University Clemson, SC

Experience

The Villages at Town Creek, LLC Multi-family/Residential **March 2013 – July 2014**
Marketing Associate, Leasing Consultant Pendleton, SC

- Managed team of 6-8 through scheduled restoration process for 55 unit turnovers
- Large participant in University Rental Housing Trade Show
- Improved resident occupancy from 65% to 97% over annual period through new marketing efforts, lease operations, and property management restructure.

Charles Lachanos Architect PA Architect **June 2014**
Administrative Assistant Greenville, SC

- Photographed 134,000 square foot industrial warehouse for renovation site plans
- Recorded exterior/interior dimensions
- Prepared Invoices from firm to client

Skills

- Pro Forma
- ARGUS
- CoStar
- Advanced Excel
- Communication
- Crystal Ball



Qian (Chelsea) Cai

FT MSREI Candidate

August 2015 Graduation

Qualifications

Johns Hopkins University MSREI full time student. A dedicated young woman with strong academic background.

- Fluent English
- Analyzing Skills
- Highlight
- Economic Modeling
- Critical Thinking
- Highlight

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics **Sept 2011**
 The Ohio State University Columbus, Ohio

Experience

Bank of Communications Finance & Mortgage **Feb 2013 – May 2013**
 Intern Wuhan, China

Bank of Communications was established in 1908. It is one of the largest banks in China and has been playing an important role in Chinese financial market ever since.

- Helping communication among departments
- Managing basic details of mortgage plans on clients
- Doing market researches

Eastrise Co.Ltd International Trading **May 2013 – Aug 2013**
 Intern Wuhan, China

- Managing and correcting contracts' details
- Contacting clients in person
- Helped total of 15 clients to complete their businesses

Skills

- Microsoft Office
- Mandarin (Native)
- Skill
- Fluent English
- Basic Japanese
- Skill



Xinzhu Fan
 FT MSREI Candidate
 August 2015 Graduation

Affiliations: ULI, ICSC

Qualifications

A dedicated and young real estate professional driven to always produce high-quality work and collaborates effectively with colleagues and clients.

- Financial Modeling
- Project Management
- Market Research and Analysis
- Fluent in English

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Finance

Bachelor of Art, English Translation **Sept 2010**
 Nankai University Tianjin, China

Experience

International Real Estate Challenge Real Estate **Jan 2015**
 Member of Team Milan Berlin, Germany

- Analyzed financial feasibility and business benefits of company headquarter relocation
- Established an implementation timeline for detailed relocation process

Beijing CIFCO Futures Co., Ltd Finance / Futures **Jul 2013 – Aug 2013**
 Director's Assistant of Institute of Future Studies Beijing, China

- Edited the company's daily *Global Commodity Post* to provide reference for investors
- Compiled a manual *Basic Knowledge of Iron Ore Futures* for clients' guidance
- Established an iron ore database with Bloomberg and Wind Financial Terminals

Zheshang Securities Co., Ltd Finance / Securities **Jan 2013 – Feb 2013**
 Wealth Management/Intern Hangzhou, China

- Conducted an in-depth SWOT analysis on a fixed-income financial product based on market research;
- Helped to develop a marketing plan for the successful launch of the product

Skills

- ARGUS Valuation
- Bloomberg System
- Advanced Excel & PPT
- Adobe Photoshop
- CoStar
- Corel Visual Studio



Ning Fu
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student. Three years working experience, two years of which in a multinational real estate company. Highly skilled in mathematics, logical analysis, and programming.

- Leadership
- Problem Solving
- Mathematics
- Programming
- Fast Learner
- Team Worker

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins University, Carey Business School Washington, DC

Bachelor of Science in Automation **July 2011**
 Tsinghua University, Department of Automation Beijing, China

Experience

FUSHUN EVERFASHION ESTATE COMPANY **Feb, 2012 – June, 2014**

Items of business: Multi-family residential, resort with theme parks.

General Manager Assistant Fushun, China

- Participated in financial planning of these projects: the Bali Island Paradise - Water World, Ecological Leisure Center and European Style Commercial Street (including five-star resort hotels)
- Provided risk control advice for the Bali Island Paradise - Water World (water theme park) project with 5 years' financial statements
- Solved the payment problems with foreign currency (mainly in dollar) with portfolio of Different currencies

BANK OF COMMUNICATIONS **Sep. 2011 - Jan, 2012**

Credit Analyst, Department of Mortgage Loan Shenyang, China

- Took part in assessing of its three real estate projects
- Became familiar with the loan process of real estate development projects in the bank

Skills

- C/C++/C#, JAVA, MATLAB, VHDL, Visual Basic, SQL, LINUX
- Costar
- Proficient in Written and Spoken English (GMAT 760, percentile 99%)



Kenneth M. Goode

FT MSREI Candidate
 August 2015 Graduation

Full-time work availability begins May 2015

Affiliations: ULI, ICSC

Qualifications

Trained professional with 6+ years of work experience in consulting, data research, and financial analysis. Highly interested in retail development and capital markets.

- Leadership
- Problem Solving
- Project Management

Education

Master of Science, Real Estate and Infrastructure	August 2015
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Science, Finance	April 2006
Bachelor of Science, Real Estate	December 2004
Florida State University	Tallahassee, FL

Experience

CoStar Group	Real Estate Research	October 2013 – July 2014
Research Associate		Washington, DC
<ul style="list-style-type: none"> • Dissected trends and collaborated with regional teams to verify quarterly data for the Michigan commercial real estate market. • Converted leads from outside sources to new transactions and contacts – these sources include web sites, field leads, SEC filings, news stories and tax records. 		
Night Privy, LLC	Internet Startup	July 2011 – October 2013
Financial Analyst		Herndon, VA
<ul style="list-style-type: none"> • Prepared financial reports from various business activities that were directly consumed by senior executives. 		
Unisys	Gov't Consulting	November 2007 – July 2011
Consultant III		Reston, VA
<ul style="list-style-type: none"> • Provided financial consulting to General Services Administration (GSA) for their US\$39 million business process outsourcing (BPO) project. • Analyzed and maintained client billing records for all of PBS' real estate financial transactions – 22,000 monthly bills and US\$8 billion annual rental dollars—with its customer agencies. 		



Ran (Sylvia) Gu
FT MSREI Candidate
August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student w/ 1 year of credit rating analysis experience

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science in Business Administration, Finance **May 2013**
The Ohio State University Columbus, OH

Experience

New Talk Education & Technology Co., LLC. **Summer 2013 – Present**
Founding Partner & Executive Manager Beijing, China

- Establish relationship with the government to collect the information of local entrepreneurs in order to hold global business summits
- Collaborate with a high school in the State of Massachusetts on an exchange program between China and the U.S.
- Provide a comprehensive one-stop service for overseas education

eXue Education & Technology Group, LLC. **Summer 2011 – September 2012**
Assistant Campus Director Michigan, US

- Launched a team on campus to promote the 2012 Summer China Program from start up; became the first official summer school of CEAIE (China Education Association for International Exchange)
- Opened two campuses in Beijing and Shanghai; oversaw the Shanghai campus; enrolled 356 American college students, employed 11 American college professors, and hired 16 teaching assistants in Shanghai campus
- Coordinated design summer school program to meet the academic rigorousness of American universities, and developed the new market in Canada and Australia

China ChengXin Int'l Credit Rating Co., Ltd **October 2013 – June 2014**
Assistant Analyst Beijing, China

China ChengXin Int'l is an affiliate of Moody's Investors Service

- Assemble data and independently prepare presentation to the rating committee
- Investigated customers' audit reports, and cooperated with strategy group providing credit ratings and risk analysis



Pan Hao
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with strong academic background of finance and management, and internship experience in finance.

- Financial Modeling
- Leadership
- Teamwork
- Due Diligence
- Creative Thinking
- Management

Education

Master of Science, Real Estate and Infrastructure	Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Finance	June 2014
University of International Business and Economics	Beijing, China
Bachelor of Public Administration	June 2014
University of International Business and Economics	Beijing, China

Experience

China CITIC Bank	June 2013 – Sep 2013
Operation & Technology Assistant	Chongqing, China
<ul style="list-style-type: none"> • Helped clients better manage their assets • Reviewed and checked clients’ files and financing agreements • Checked and recorded clients’ materials and signed documents to confirm there is no legal loophole 	

Skills

- Advanced Excel
- HP12C Calculator
- Word
- PowerPoint
- Argus



Brendan Harman

FT MSREI Candidate

August 2015 Graduation

Affiliations: ULI, RICS

Qualifications/Skills

- FINRA Series 7
- Wealth Management
- Argus
- Crystal Ball
- CoStar
- Team Management

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Finance and Management **May 2013**
University of Maryland Robert H. Smith School of Businesses College Park, MD

Professional Experience

Financial Advantage Associates Inc., **May 2013 – April 2014**
Junior Associate Advisor Rockville, MD

- Assisted in the Financial Planning process, including making investment decisions, placing trades and tracking insurance through the underwriting system.
- Prospect clients through seminars, networking target market callings and referrals.

J.P.Morgan Chase & Co. **June 2012-April 2012**
Corporate Analyst Development Intern Newark, DE

- Performed Nostro account reconciliation for the Futures and Options business in the Investment Bank. Including compiling historical and real time data to tack, identify and correct problem accounts in order to increase efficiency.
- Completed special projects to assist in the billing of foreign exchange, credit default swaps, and interest rate derivative clients through the Prime Brokerage businesses.

Additional Experience

City of College Park Issue Reduction Task Force **February 2013-May 2013**
Greek Life Student Representative College Park, MD

- Successfully negotiated with students, campus leaders, local politicians, residents, and law enforcement to find common ground in student/community conflicts.

University of Maryland Ski & Snowboard Club(Terpski) **August 2009-May 2013**
President College Park, MD

- Lead the largest club at Maryland with 600+ members and a budget over \$230,000.



Andi Hua
 FT MSREI Candidate
 August 2015 Graduation

Affiliations: ULI, NAWMBA

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with professional background in architecture. Highly interested in development and redevelopment.

- Architectural Design
- Development
- Communication Skills
- Sustainability
- Problem Solving
- Asset Management

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Architecture **May 2014**
 University of Southern California Los Angeles, CA

Experience

China Development Bank Banking **June 2014 - July 2014**
 Intern Nanjing, China

- Negotiated with bank leadership and clients to discuss collaboration opportunities in an effort to resolve existing problems on loan
- Assisted company customer to set up online banking account for easy transaction and financial management
- Computed data on project loan payment using Excel to check balance

Gnosiis International Real Estate Development **February - May 2014**
 Architectural Consultant Los Angeles, CA

- Communicated with developer monthly to receive updates on project; conducted site analysis, generated ideas and refined preliminary designs
- Managed a team of 5 to work on preliminary design requested by developer; set up team schedule and coordinated regular meetings; delegated tasks to team members
- Produced drawing sets and brochure for developer to present proposal to partners and city officials

Skills

- MS Office
- Argus
- CoStar
- AutoCAD
- Adobe Suite
- Rhino



Mingxin Jin
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student w/ 1+ years of experience.

Education

Master of Science, Real Estate and Infrastructure	Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Master of Science, Finance	Aug 2014
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Economics	May 2013
Sun Yat-sen University	Guangzhou, China

Experience

Rongde Investment Consulting Co., Ltd.	Jun 2012 – Feb 2013
Intern	Shenzhen, China

- Researched business models, analyzed annual reports, wrote business plans and developed presentations to clients
- Evaluated local companies and helped them to complete their IPO at Australia APX Stock Exchange and Shenzhen Stock Exchange; organized and interpreted a video conference for 3 executives from local companies and 5 representatives from Stock Exchange

Citibank (China) Co., Ltd.	Jan 2012 – Feb 2012
Intern	Shenzhen, China

- Collected data from the stock market to prepare for the weekly securities seminars
- Researched operation of securities market and analyzed annual reports of potential companies
- Participated in meetings of stock market analysis and sent recommendation list and investment advice to the clients

Skills

- | | | |
|-------------------|----------|---------------------------|
| • Microsoft excel | • Eviews | • Bloomberg |
| • MATLAB | • SAS | • CFA Level III Candidate |



Gregory Anthony Koory, Esq., LEED GA
 FT MSREI Candidate
 August 2015 Graduation

Affiliations: ULI, USGBC

Qualifications

MSREI candidate and attorney with extensive legal experience providing legal counsel, guidance and advocacy in a variety of legal fields. Substantial success in facilitating public finance transactions and in litigating commercial, construction and environmental law disputes. Seeking opportunities in sustainable development and real estate investment.

Education

Master of Science in Real Estate and Infrastructure	Aug. 2015
Johns Hopkins University Carey Business School	Washington, DC
Juris Doctor	May 2004
University of Michigan Law School	Ann Arbor, MI
Bachelor of Arts in Economics and Russian & Eastern European Studies	Dec. 1999
University of Michigan	Ann Arbor, MI

Experience

U.S. District Court (E.D. Pa.)	Sep. 2013 – Feb. 2014
Law Clerk	Philadelphia, PA
<ul style="list-style-type: none"> • Produced adjudication of complicated education case on appeal from state-level hearing, examined large fact-intensive record, and determined the legal merits of opposing arguments. • Offered innovative approach to simultaneously adjudicating three bankruptcy matters where debtor sought appellate review of decisions of bankruptcy court by consolidating actions and addressing common legal issue. 	
Langsam Stevens Silver & Hollaender, LLP	Aug. 2011 – Oct. 2012
Associate	Philadelphia, PA
<ul style="list-style-type: none"> • Developed innovative legal approach in defending national condominium developer from construction-related litigation by persuading state court to adopt judicial reasoning from another state and issue favorable judgment. • Provided manufacturers with tangible litigation approach to partially recover \$40M site cleanup costs, by identifying other potentially liable parties. Led five-member team during six-month investigation of several corporate entities. 	



Zheyen (Sophie) Liu

FT MSREI Candidate

August 2015 Graduation

Full-time work availability begins May 2015

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Candidate. Highly interested in real estate marketing.

- Market Analysis
- Office Management
- Team Work
- Fast Learner
- Public Presentation
- Project Management

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2015

Washington, DC

Bachelor of Management

Xi'an University of Posts & Telecommunications

July 2014

Xi'an, China

Experience

European Union Chamber of Commerce in China Business & Government Affairs Assistant

Non-Profit

Jan 2014 – Apr 2014

Shenzhen, China

- Responsible for events management
- Assist EUCCC to organize social events and seminars
- Responsible for Forum and Government Affairs
- Contact relevant companies and organizations to gather required information

Citibank (China) Co., Ltd.

Intern

Finance

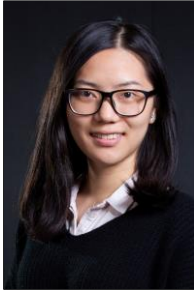
Jan 2012 – Feb 2012

Shenzhen, China

- Practice basic financial knowledge
- Establish financial plan for clients to achieve their goal, and make presentation by groups

Skills

- Language skills: English, Mandarin, Cantonese
- Office (Excel, PPT, Word, Photoshop)
- HP 12C
- CoStar



Jiyue (Joy) Lou
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student; 2 years of experience, seeking opportunities in institutional investments and debt finance.

- Development
- Construction
- Sustainability
- Financing
- Infrastructure
- Asset Management

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Finance **June 2014**
 Zhongnan University of Economics and Law Wuhan, China

Experience

CITICS (Citic Securities) Security Analysis **Jan 2014 –Mar 2014**
 Analyst Hangzhou, China

CITICS is the biggest investment bank in China.

- Analyzed local government policy, collected market information and explored existing resources based on the real situation of some listed stock companies
- Provided financial budget proposals based on different building standards; learned related legal knowledge of different industries and participated in the projects investment estimate and profit analysis

HSBC Risk Management **July 2013 – Aug 2013**
 Intern Hangzhou China

HSBC, one of the largest banking and financial services institutions in the world, serves millions of customers through its four Global Businesses.

- Participated in a report on the Feasibility for China Calxon Group Co.,Ltd.to issue bonds in HK, responsible for illustrating the advantages of issuing bonds in HK over in mainland
- Assisted sales apartment to finish reports on global mutual fund and structured financial products

Skills

- MS Office
- STATA
- EViews
- SPSS
- MATLAB
- AUGUS



Jirayuth (Kit) Ngamkajonviwat

FT MSREI Candidate
August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with 1 year of civil engineering and construction management experience. Highly interested in mixed-use development and commercial real estate.

- Civil Engineering
- Project Management
- Market Analysis
- Leadership
- Pro Forma Development
- Property Valuation

Education

Master of Science, Real Estate and Infrastructure	Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Certificate in Real Estate	Jan 2015
Thammasart Business School	Bangkok, Thailand
Bachelor of Engineering	May 2012
Chulalongkorn University	Bangkok, Thailand

Experience

Phatra Securities	Securities	June 2014 – July 2014
Internship		Bangkok, Thailand
<ul style="list-style-type: none"> • Consulted private funds around 10 million dollars diversifying their asset classes 		
Democrat Party Thailand	Political Party	July 2013 – August 2013
Internship		Bangkok, Thailand
<ul style="list-style-type: none"> • Led the research team to organize a model for the Bangkok Community Environment Fund to enhance the quality of life of people in slums 		
Thai Obayashi Corp	Construction	July 2012 – July 2013
Site Engineer		Bangkok, Thailand
<ul style="list-style-type: none"> • Managed 120 workers to build the parking lot which area around 1,550,000 ft² • Managed 50 workers to do land reclamation which volume around 10,500,000 ft³ • Designed the MS Excel spread sheet for take-off of bridges • Proposed an idea using GPS system to arrange boring log information 		

Skills

- MS Office
- Argus
- CoStar



Tyler Plante
 FT MSREI Candidate
 August 2015 Graduation

Affiliations: ULI, RICS, CNHED

Qualifications

An enthusiastic and motivated real estate professional committed to developing better housing options for all. One year of experience in affordable housing development and property management. Looking to bring strong communication, project coordination and financial modeling skills to a development role.

Education

Master of Science, Real Estate and Infrastructure	Aug 2014 - Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Arts, Environmental Studies	Aug 2006 - May 2010
Franklin & Marshall College	Lancaster, PA

Experience

Avesta Housing	Affordable Housing Non-Profit	April 2014 – Aug 2014
Development Associate		Portland, ME
<ul style="list-style-type: none"> • Oversaw the closing of a \$3.4 million Low Income Housing Tax Credit multifamily rehabilitation project in Saco, Maine. • Handled complex title, construction budget & tenant relocation issues through close coordination with Architect, GC, Property Management, Lender, PHA & City. 		
Avesta Housing	Affordable Housing Non-Profit	Aug 2013 – April 2014
Resident Service Coordinator		Portland, ME
<ul style="list-style-type: none"> • Managed a high volume of tenant queries, concerns & referrals for 250+ households. • Coordinated with Property Manager to maintain high tenant retention, increase resident satisfaction & lower property operating expenses. 		
U.S. Peace Corps Mexico	Government	Aug 2010 – Sept 2012
Environmental Education Volunteer		San Luis Potosí, Mexico
<ul style="list-style-type: none"> • Partnered with community to found environmental education center & youth clubs. • Organized environmental campaign involving 200+ volunteers on \$1,500 budget. 		

Skills

- | | | |
|--|-------------|----------------|
| • Advanced Excel | • ARGUS DCF | • HP12C |
| • Spanish (Professional working proficiency) | | • CoStar Suite |



Christian Pollard, LEED GA

FT MSREI Candidate
 August 2015 Graduation

Affiliations: NAIOP, ULI, USGBC

Goals & Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student w/ 3+ years of experience in sustainability. Committed to finding market solutions to climate change issues, particularly in infrastructure. Seeking opportunities with green buildings, sustainable development, Public Private Partnerships, and infrastructure projects.

- Argus
- Infrastructure plans
- Pro forma modeling
- Interpersonal skills
- LEED GA
- PPPs

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Combined Honours, Journalism and Sustainability **May 2013**
 The University of King's College/Dalhousie University Halifax, NS, Canada

Experience

TIR Consulting Group LLC **June 2013 – July 2014**
 Technical Publications and Media Coordinator Bethesda, MD

Small economic/infrastructure master plan developing firm coordinating with governments, industry, civil society, and academia to produce Master Plan documents based on the transformative framework of Jeremy Rifkin's *The Third Industrial Revolution*

- Managed two teams of 3 interns to design and execute a large-scale marketing plan for *New York Times* bestselling author Jeremy Rifkin's latest book
- Wrote technical documents consulting on bid selection for infrastructure development and edited, proofread, and fact-checked the Nord Pas de Calais TIR Master Plan

Post Media Magazines **May 2013**
 Editorial Intern Toronto

- Contributed research and fact-checking to all printed stories across 7 magazines

Skills

- Research
- Public Speaking
- Critical Thinking
- Editing
- Leadership
- Organization



Huan (Vivian) Qian

FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with professional background in Real Estate. Highly interested in sustainable development and redevelopment.

- Project Management
- Financial Modeling
- Market Analysis
- Financial Analysis

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Real Estate Management **June 2014**
 Shanghai Lixin University of Commerce Shanghai, China

Experience

Savills Property Services (Shanghai) Co., Ltd. **June 2013 – Sep 2013**
 Executive Assistant Shanghai, China

- Met records, answered calls and scheduled meetings;
- Kept the letters, reports and other documents on file;

China SAP **March 2014 – May 2014**
 Project Assistant Shanghai, China

- Assisted the project manager to do a project of Shui On Land;
- Met records, wrote weekly reports;

Suzhou Greentown Real Estate Development Co., Ltd **Dec 2014 – Jan 2015**
 Design Assistant Suzhou, China

- Assisted the design manager to censor the drawings;
- Helped correct drawings using AutoCAD;
- Met records and scheduled meetings

Skills

- Argus
- Microsoft Office
- AutoCAD
- Costar
- Adobe Photoshop



Daoxin Sun
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with competitive real estate internship experience

- Appraisal
- Communication Skills
- Development
- Public-Private Partnership (PPP)
- Project Management

Education

Master of Science, Real Estate and Infrastructure **Aug. 2014**
 The Johns Hopkins University Washington, DC

Bachelor of Management, Construction Management **July 2013**
 North China Institute of Science and Technology Beijing, China

Experience

HSBC Banking / Real Estate **July 2013 – Sep. 2013**
 Summer Intern Qingdao, China

- Collected invoices of Country Garden (Stock Code: 02007), a comprehensive real estate development group, checked the terms of the loan contracts and built memos.
- Analyzed the financial statement of the construction project of Country Garden by assisting in examining balance sheets.

Hanhong Private Equity Private Equity **June 2012 – Sep. 2012**
 Summer Intern Beijing, China

- Studied investment environment and mining policies for Stonewall Resources (Stock Code: SWJ), a gold mining company in Africa.
- Analyzed financial statement of Stonewall Resources through financial reports.
- Contacted over 80 prospective investors for fundraising.

Skills

- Mandarin & English
- Microsoft Office Suite
- ARGUS
- Crystal Ball



Yuan (Yvonne) Sun

FT MSREI Candidate
 August 2015 Graduation

Affiliations: ULI, ICSC, RICS HK

Qualifications

5 years real estate professional study and internship experience, highly interested in project development and investment advisory.

- Quick learner
- Detail-oriented
- Information-Integration

Education

Master of Science, Real Estate and Infrastructure	Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Science, Property Management	June 2014
The Hong Kong Polytechnic University	Hong Kong
Bachelor of Business Administration	Aug 2013
Copenhagen Business School	Copenhagen, Demark

Experience

WT Partnership	Estimator Firm	Jan 2014 – Apr 2014
Quantity Surveyor		Hong Kong
<ul style="list-style-type: none"> • Conducted measurement and cost estimating work of new construction & renovation • Prepared Bill of Quantities, tender and contracts 		
Colliers International	Commercial Real Estate	Jan 2013 – Mar 2013
Market Analysis		Hong Kong
<ul style="list-style-type: none"> • Conducted market research for office & industrial building, company & land research 		
Pacific Century Premium Development	Developer	May 2012 – Jul 2012
Property Management Assistant		Hong Kong
<ul style="list-style-type: none"> • Conducted daily operating for luxury residence organized recreational activities 		

Skills & Awards

Technical skills: Microsoft Office, AutoCAD, Crystal Ball, ARGUS, SPSS, HP12C
 License of Real Estate Broker in Hong Kong
 AFIRE Scholarship
 The Dean Honor List 2013
 The Hong Kong Polytechnic University Non-local Students Full Scholarship



Adam Sussman
 FT MSREI Candidate
 August 2015 Graduation

Affiliations: USGBC, ULI, CREFC

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student w/ 5+ years of management experience.

- Proven Sales Record
- Management Experience
- Hardworking
- Financial Background
- Team Oriented
- Proven Researcher

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science in Communication with Minor in Management **May 2010**
 Boston University Boston, MA

Experience

CNN Media **Feb 2011– July 14**
 Associate Producer New York, NY

- Managed CNN’s New York bureau breaking news desk
- Pitched stories and oversaw financing, writing, and design of broadcast and online news production
- Operated control room as well as pre- and post- production systems

Merrill Lynch Asset Management **Jun 07 – Aug 09**
 Global Private Client Intern New York, NY

- Spent two summers supporting advisory with \$9 billion under management
- Created presentations with portfolio recommendations reviewed by senior advisors
- Produced account reviews and equity reports for high profile clients

Skills

- Attention to Detail
- Communication
- Highly Analytical
- Problem Solver
- Proficient in Mac/PC
- Valuation



Yufei (Elise) Tao
FT MSREI Student
August 2015 Graduation

Qualifications

Johns Hopkins full time MSREI student with 3 years of work experience in industrial corporations. Seeking opportunities in real estate investment and development field.

- Strategic Planning
- Organizing
- Communicating
- Management
- Time Management
- Leadership

Education

Master of Science, Real Estate and Infrastructure	Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Science, Economics	Jul 2009
Tianjin University of Science and Technology	Tianjin, China
Bachelor of Science, Management Science	Jul 2009
Keuka College	Tianjin, China

Experience

Tianjin Tasly Modern TCM Resources Co. Ltd.	Mar 2011 – Jul 2013
General Manager Assistant & HRM Specialist	Tianjin, China
<ul style="list-style-type: none"> • Assisted GM to functionally fulfill company goals and implement company strategies; • Coordinated internal and external communications, kept accurate and organized records; • Optimized administrative management process, promoted working efficiency; • Managed employee training and talent development, was a certified trainer; • Implemented performance management while continuously optimized evaluation criteria. 	
Tianjin Haitong United Logistics Co. Ltd.	Jul 2010 – Jan 2011
Business Assistant	Tianjin, China
<ul style="list-style-type: none"> • Processed orders and customs clearance; • Assisted financial management. 	

Skills

- Project Management
- Chinese & English
- Lecturing & Debating
- Office Suite
- Argus
- Crystal Ball



Aditya (Adi) Thota
 FT MSREI Student
 August 2015 Graduation

Affiliations: ULI

Qualifications

Johns Hopkins MSREI student with 2 years of work experience in residential and commercial real estate development in a robust emerging market. Highly interested in real estate development, acquisitions and investments. Skilled in financial modelling, economic analysis and management theory. Prior experience in collaborating with and leading multicultural and multilingual teams.

Education

Master of Science, Real Estate and Infrastructure **Aug 2014**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Economics and Management **May 2012**
 The Pennsylvania State University, Smeal College of Business State College, PA

Experience

Aditya Construction Company (I) Pvt. Ltd **August 2012– August 2014**
Associate General Manager Hyderabad, India

- Responsible for conceptualization of Aditya Tech Park, an 8,500,000 square feet commercial grade ‘A’ building suitable for MNC companies.
- Exploring alternative marketing channels and developing a comprehensive integrated marketing and sales strategy for the company.
- Ensuring improved operational efficiency via implementation of ISO 9001, OHSAS 18001 and ISO 14001 management systems.

ICICI Bank Ltd **May 2011 – July 2011**
Credit Risk Trainee Hyderabad, India

- Generated a comparative study between major Pharmaceutical Companies in the USA and India.
- Assisted senior member in credit risk analysis of Pharmaceutical companies.

Skills

- | | | |
|---------|----------------|----------|
| • Excel | • Argus | • Costar |
| • Word | • Crystal Ball | • STATA |



Tian (Rachel) Wang

FT MSREI Candidate
 August 2015 Graduation

Affiliations: CREBA

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with intern experience in property management and real estate development. Seeking opportunities in real estate brokerage, consulting and development.

- Market Analysis
- Investment Proposal
- Pro Forma Modeling
- Property Management
- Client Relationship
- Detail-oriented

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Science, Property Management **June 2014**
 The Hong Kong Polytechnic University Hong Kong

Experience

Jinyu Property Management Co., Ltd Property Management **June – July 2013**
 Summer Intern Beijing, China

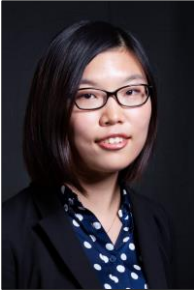
- Managed customer relations and resolved client complaints
- Assisted in daily management of office duties and drafted reports for supervisor

Fengyuan Group Co., Ltd Regional RE Development **June – July 2012**
 Assistant to Financial Director Shenyang, China

- Researched and analyzed entertainment facility investment opportunities in Northeast China
- Conducted feasibility and risk analysis to examine the feasibility and profitability of the investment project
- Collaborated with Financial Director and colleagues to incorporate research findings in the preparation of investment proposal for the target project
- Assisted Financial Director with daily office work and progress report writing

Skills

- ARGUS Valuation
- Advanced Excel & PPT
- AutoCAD
- Proficient in Chinese
- CoStar
- HP 12C



Yao Xiao
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

- Financial Analysis
- Pro Forma
- Hardworking
- Modeling
- Team-oriented
- Data Research

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics **June 2014**
 Wuhan University Wuhan, China

Experience

Citi Bank **August 2013 – September 2013**
 Intern Beijing, China

- Managed 7 people to design the lifelong wealth plan financial custom product
- Learned about the operation system of national financial market as well as the foreign bank profitable method
- Contacted customers with high efficiency and skillful communication and got customers trust to buy products and attracted more than 15 customers within a week
- Targeted different customers and presented various products like personal clubs, banquet, economic forum and charity fund
- Won 1st prize in the final assessment

Chengtian Zhiye Co.Ltd **February 2013 – March 2013**
 Intern Wuhan, China

- Initiated detailed field investigation and analysis of new buildings to include future economic development, investment condition, supply and demand, real estate development situation, and competitor's price
- Applied the comparable building quantitative pricing method to analyze different factors and to determine differential levels to get a primary price

Skills

- Microsoft Excel
- ARGUS
- SPSS



Chengcheng Yang
FT MSREI Student
August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with educational background in economics and fine art, and internship experiences.

- Financial Analysis
- Business Development
- Communications

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2015

Washington, DC

Bachelor of Fine Arts in Fine Art, Economics

Suffolk University

Jan 2014

Boston, MA

Experience

Shenzhen Yihua Computer Co., LTD

Secretary

Apr 2014 – May 2014

Shenzhen, China

- Reviewed the company's purchase contracts, sales contracts, and bid documents of real estate projects, general contracts and distribution contracts
- Prevented potential loss by correcting a typographic error on company's contract

Zhejiang Tianti Rubber & Plastic Co., Ltd.

Sales Representative

May 2013 – May 2013

Las Vegas, NV

- Established business connections with potential collaborators by introducing products and giving advice to clients at the International Hardware Show in Exhibition Center

Boston University School of Medicine

Research Program UI Designer

Dec 2012 – Jan 2013

Boston, MA

- Designed graphics and user interface in Photoshop for a smartphone app, Dash Mobile

Citibank

Intern

Dec 2010 – Jan 2011

Shenzhen, China

- Conducted telemarketing for Citibank petty loan business
- Led a group of five to win a \$40,000 investment simulation case competition

Skills

- Microsoft Office
- Adobe Photoshop
- Critical Thinking
- Leadership
- Costar
- Argus



Ling Yang
 FT MSREI Candidate
 August 2015 Graduation

Full-time work availability begins May 2015

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Candidate with Corporate Finance background. Detail orientated and highly interested in Real Estate Development.

- Financial Modeling • Pro Forma • Time Management
- Market Analysis • Data Research • Team Work

Education

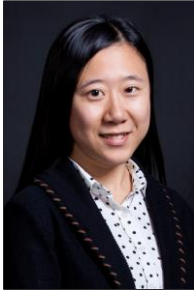
Master of Science, Real Estate and Infrastructure	Aug 2015
The Johns Hopkins Carey Business School	Washington, DC
Bachelor of Business Administration, Finance	Dec 2013
Minor in Economics The Ohio State University	Columbus, OH

Experience

Taobao Online Infant Merchandise Retailing	June-Dec, 2012
<ul style="list-style-type: none"> • Conducted merchandise procurement in the U.S. • Controlled budget and quantity purchased • Managed transportation for all products back to China 	
Chengdu Wide Horizon Development Co. Ltd	June-August, 2011
Team assistant internship	Chengdu, China
<ul style="list-style-type: none"> • Worked with a Cisco team focusing on “smart intelligence” system • Assisted the team get to know the company's work ethic and environment • Arranged weekly meetings for regional teams • Provided translation services for PPTs and Word documents 	

Skills

- Computer Skills/Tools: Excel, Microsoft Office, Access, Argus, Costar
- Language Skills: Mandarin Chinese (Native), English



Han Ying
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

- Financial Analysis
- Market Analysis
- Data Research
- ARGUS
- Pro Forma
- Crystal ball

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics, Finance **June 2014**
 Southwestern University of Finance and Economics Chengdu, China

Experience

Xinlong Nanyang Real Estate Co. Ltd. **September 2013 – June 2014**
 Financial Department Assistant Nanyang, China
 Xinlong Nanyang Real Estate Co. Ltd. is a real estate developing company involving in residential area and business area construction in Henan Province, China

- Summarized weekly sales data and worked reports to deliver to sales team.
- Consulted and served clients to property and helped sales team close contracts.
- Input client data into database to keep detailed records for company.

China Construction Bank (CCB) **July 2013 – August 2013**
 Operation Assistant Nanyang, China

- Participated in Department of Real Estate Finance, which provides financial services to real estate companies and individual real estate purchasers, responsibility included collecting data, data analysis, issuing report; enhanced data analyzing skills
- Acquired knowledge about the standards and procedures of individual housing loan application in CBC, by assisting more than ten clients to prepare for loan applications, examining materials according to application standards and investigation results

Skills

- Computer Skill: MS Office Suite
- Language: Mandarin, Cantonese, English



Xiaowen (Iris) Zhang

FT MSREI Candidate
August 2015 Graduation

Affiliations: CREW, CREFC

Qualifications

- Market Analysis
- Client Facing
- Pro Forma
- Detail-oriented
- Financial Modeling
- Due Diligence

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Arts, English (Business and Finance); Accounting **June 2014**
Shanghai Jiaotong University Shanghai, China

Experience

Chengdu Jinfu Zhongjian Real Estate Development Co., Ltd. **Jul 2013 – Sep 2013**
Subsidiary of China State Construction Property Company, whose major business is real estate development and investment

Marketing Assistant Chengdu, China

- Interacted with customers through in-person visits resulting in 250K RMB sales goal (sold 5 parking space)
- Engaged in entire real estate process and facilitated the transaction of 8 residential leases
- Developed good rapport with tenants and fostered a healthy company image

Ernst & Young **Jan 2013 – Feb 2013**
Audit Assistant Chengdu, China

- Participated in reorganization of assets audit and risk assessment for Sichuan Expressway Co.Ltd, which is the only infrastructure listed company issuing H shares in western China.
- Revised audit papers, drafted the audit report, prepared audit inspection summary and project summary for three projects
- Audited the financial statements of client and illegal vouchers to ensure accuracy of reports

Skills

- Excel
- Crystal Ball
- Argus
- SketchUp
- CoStar
- MS Office



Fang (Frank) Zhou
FT MSREI Candidate
August 2015 Graduation

Affiliations: ULI, ICSC, DCBIA

Qualifications & Objective

4+ Years of providing market intelligence to the real estate industry.

- Business Development
- Financial Analysis
- Presentation Skills
- Pro Forma Modeling
- Market Evaluation
- Financial Accounting

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
The Johns Hopkins Carey Business School Washington, DC

Bachelor of Economics & Accounting **Dec 2010**
University of Maryland College Park, MD

Experience

CoStar Group, Inc. Real Estate Services **Apr 2012 – Jun 2014**
Account Executive Washington, DC

- Direct management of a personal book of business of over 300 firms. Achieved 15% growth over 11 months and 96% client retention rate.
- Exceed business development goals for Washington DC metro & western Pennsylvania book of business: 148% of goal since 2013.

CoStar Group, Inc. Real Estate Services **Jan 2011 – Apr 2012**
Accounting Reporting Analyst Washington, DC

- Managed largest portfolio of contracts composed of high volume markets. Outperformed 2011 team production average by over 80%.
- Redesigned internal account management processes resulting in a 50% decrease in cycle time, reduced number of errors by 80% and reduced the reliance on external consultancy.

Skills

- MS Office Suite
- Crystal Ball
- CoStar Suite
- Photoshop CS6
- Argus Valuation
- Chinese Fluency



Lian Zhou
 FT MSREI Candidate
 August 2015 Graduation

Qualifications

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with 5 years education and internship experience in real estate, and 1 year professional experience. Highly interested in commercial real estate investment.

- Team Player
- Good communication skill
- Detail Oriented

Education

Master of Science, Real Estate and Infrastructure **Aug 2015**
 The Johns Hopkins Carey Business School Washington, DC

Bachelor of Management, Management of Real Estate **May 2013**
 Zhongnan University of Economics and Law Wuhan, China

Experience

Coastal Greenland Development (Wuhan) Limited **Jul 2013 – Apr 2014**
 Top 10 real estate company in China
 Marketing Assistant Wuhan, China

- Developed and executed a marketing plan which increased resident occupancy of two apartments (224 units) from 75% to 85%
- Organized promotional activities which increased sales volume of purchase by 30%

Vanke Co., Ltd, Wuhan **May 2012 – Aug 2012**
 Marketing Assistant Wuhan, China

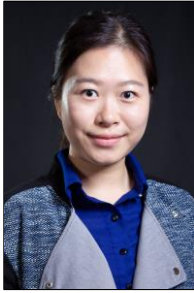
- Developed a new marketing plan and marketing campaigns for the project of 29 single family houses, increasing sales volume by 20%
- Coordinated with advertisement company and designed banners and flyers for the project

Wuhan Qunxing Construction Co., Ltd **Jan 2012 – April 2014**
 Family-owned construction company Wuhan, China

- Reviewed blueprints of a industrial building and calculated construction costs of the building for bid

Skills

- Pro Forma
- Advanced Excel
- Costar



Zhangting (Satine) Zhu

FT MSREI Candidate
August 2015 Graduation

Qualifications & Objective

Johns Hopkins full-time M.S. Real Estate and Infrastructure (MSREI) Student with experience in Finance and Economics. Highly interested in real estate development and operations.

- Financial Analysis
- Pro Forma
- Data Research
- Business Development
- Market Analysis
- Team Oriented

Education

Master of Science, Real Estate and Infrastructure

The Johns Hopkins Carey Business School

Aug 2015

Washington, DC

Bachelor of Economics

Shenzhen University

May 2014

Shenzhen, China

Experience

Haitong International Securities Group Limited

Intern

07/15/2013– 08/09/2013

Shenzhen, China

Haitong International Securities Group Limited is the third largest Securities Group Limited in China in terms of total assets and net asset. It provides comprehensive financial services for over 4.6 million retail clients as well as over 12,000 institutional and high net worth clients with more than 240 sales offices spreading across nearly 30 provinces.

- Made telephone interview to follow up with customers' latest information
- Answered customers' questions about their asset investments.
- Classified about 100 customers' documents and information each day.

Shenzhen Financial Electronic Settlement Center

Intern

07/23/2012–08/13/2013

Shenzhen, China

Shenzhen Financial Electronic Settlement Center is the fund settlement center for the commercial banks in Shenzhen to transact and settle funds by using the china national automated payment system.

- In charge of about 200 fund settlements between commercial banks. Most of the funds came from the four major commercial banks.

Skills

- MS Office
- Argus
- Costar



**III. FULL-TIME MASTER OF
SCIENCE IN REAL ESTATE AND
INFRASTRUCTURE (FT MSREI)**

III-1. THE FT MSREI ACADEMIC PROGRAM

The accelerated, full-time Master of Science in Real Estate and Infrastructure (MSREI) is an intense, 36-credit program that can be completed in 12 months. The program is aimed at students who are able to commit full-time to their graduate studies and have limited real estate work experience—usually less than five years. The cohort-based curriculum features 14 courses over the Fall and Spring semesters with an option to take elective courses or complete a full-time internship during the summer. The courses emphasize real estate development and focuses on project-level feasibility, finance and investment.

Business Core	Business Communication
	Leadership Ethics Seminar
Real Estate Core	Real Estate Development Process
	Legal Issues in Real Estate
	Market Analysis for Real Estate
	Financial Modeling and Real Estate Analysis
	Managing Construction Projects
	Practicum in Real Estate (Spring I and Spring II)
	Financing Real Estate Projects
	Real Estate Investment: Risks and Opportunities
	Real Estate Economics
Infrastructure Core	Principles of Public Private Infrastructure Delivery
	Sustainable Cities, Urbanization, Infrastructure, and Strategic Choices
	Project Finance for Infrastructure
Electives	Contemporary Topics in Real Estate
	Internship in Real Estate
	Global Perspectives in Real Estate
	Smart Growth and Sustainability
	Site Planning and Design

Fall Term I (8 Weeks)	
Real Estate Development Processes	Daniel Kohlhepp
Contemporary Topics in Real Estate	Lin Mao
Legal Issues in Real Estate	Chuck Schilke
Market Analysis for Real Estate	Richard Parli
Fall Term II (8 Weeks)	
Financial Modeling & Real Estate Analysis	Daniel Kohlhepp
Principles of Public-Private Infrastructure Delivery	James McKellar
Managing Construction Projects	John Kirkland
Business Communication	Louise Schiavone

Spring Term I (8 Weeks)	
Practicum in Real Estate (Spring I)	Daniel Kohlhepp
Financing Real Estate Projects	David Sislen
Sustainable Cities, Urbanization, Infrastructure, and Strategic Choices	James McKellar
Leadership Ethics Seminar	Louise Schiavone
Spring Term II (8 Weeks)	
Practicum in Real Estate (Spring II)	Daniel Kohlhepp
Real Estate Risk & Opportunities	David Sislen
Project Finance for Infrastructure	Lenka Dewa
Real Estate Economics	Richard Parli

Summer Term	
Internship in Real Estate	TBD
Smart Growth & Sustainability	TBD
Global Perspectives in Real Estate	Julian A. Josephs
Site Planning and Design	Christopher Murray

III-2. WORKSHOPS

The students take a series of half-day and full-day workshops during the Fall and Spring semesters. The purpose of these workshops is to introduce and teach the students specific skills that are valuable during the 12-month program and hopefully for the rest of their professional careers.

OVER 35+ WORKSHOPS

Aug 13	am, pm	Time Value of Money	Daniel Kohlhepp & Heidi Thompson
Aug 14	am	Statistics	Roger Staiger
Aug 14	pm	Financial Statements	Roger Staiger
Aug 14	pm	Real-time Networking Advisory	Consequi Coaches
Aug 15	am	Cap Rates and Ratios	Dan Kohlhepp
Aug 19	pm	Effective Communication I	Dottie Li
Aug 22	am, pm	Excel	Heidi Thompson
Aug 26	pm	Effective Communication II	Dottie Li
Aug 29	am, pm	Pro Forma I	Roger Staiger
Sep 2	pm	Effective Communication III	Dottie Li
Sep 5	am, pm	Excel	Heidi Thompson
Sep 9	pm	Power Networking Across Cultures	Dottie Li
Sep 12	am	HP-12C Financial Calculator	Roger Staiger
Sep 12	pm	CoStar	Frank Zhou

Sep 16	pm	Personal Branding	Dottie Li
Sep 20	am, pm	ARGUS Introduction / Leasing	Bob Rajewski
Sep 26	am, pm	Layout and Presentation (MS Office)	Heidi Thompson
Sep 27	am, pm	ARGUS Certification I	Bob Rajewski
Oct 4	am, pm	ARGUS Certification II	Bob Rajewski
Oct 10	am	Advanced Statistics	Roger Staiger
Oct 10	pm	Indices I	Roger Staiger
Oct 24	am	Indices II	Roger Staiger
Oct 24	pm	Monte Carlo (Crystal Ball)	Roger Staiger
Oct 28	am, pm	Real Estate Networking and Professional Development	Steve Felix and Liz Weiner
Nov 5	Pm	UCREW Career Development	CREW DC
Nov 14	am, pm	Excel	Heidi Thompson
Jan 26	pm	Create Inc.	Create Inc.
Feb 2	pm	LEED GA	Fulya Kocak
Feb 7	am, pm	Advanced ARGUS I	Bob Rajewski
Feb 14	am, pm	Advanced ARGUS II	Bob Rajewski
Mar 5	am, pm	Advanced Excel: Macros	Heidi Thompson
Mar 7	am, pm	Capital Stack	Bob Rajewski
Apr 2	am, pm	Advanced Excel: Special Topics	Heidi Thompson
Apr 11	am, pm	LEED AP BD+C Part I	Fulya Kocak
Apr 18	Am, pm	LEED AP BD+C Part II	Fulya Kocak

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Heidi Thompson, at front, teams with Daniel Kohlhepp to teach discounted cash flow (DCF) during Orientation.



Kelly Jin from Consequi Coaching prepares and readies students for a major alumni and industry networking event.



Alumnus and Professional Faculty, Bob Rajewski, MSRE, teaches consecutive workshops to ready students for the ARGUS DCF Certification Exam.



Professional Faculty, Roger Staiger, runs multiple workshops on financial modeling, financial analysis, statistics, and indices. Roger is seen here demonstrating Crystal Ball, a Monte Carlo simulation plugin for MS Excel..

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



James McKellar, Professor and Associate Dean at Schulich School of Business at York University, full-day seminars on Public-Private Partnerships in a workshop format..



Executive coaches in real estate investment, Steve Felix and Liz Weiner, give hands-on guidance on professional networking and career development.



Steve and Liz work with our students in groups and one-on-one to provide both general and specific advice for career development.



Commercial Real Estate Women DC Chapter (CREW DC) hosts their annual UCREW—university outreach—career development and professional networking event.

III-3. GUEST SPEAKERS & PRESENTATIONS

GUEST SPEAKER INTRODUCTION

Guest Speakers representing the various aspects of the broad real estate field present their experiences, forecasts, and best advice with the MSREI students throughout the academic year. Often the speakers share an informal lunch or an after-class reception with the students to discuss networking and internships as well as guidance.

SELECT PROGRAM GUEST SPEAKERS

Sep 3	Richard DeGorter	Career in Real Estate Development
Sep 10	Yalda Ghamarian, Project Manager, Multi-Housing Investment Sales, CBRE	Multifamily Investments / CBRE Wheel Program
Sep 10	Justin Brindger, Joseph Ouellette, Jorge Rosa, Greg Van Wie	Alumni Panel: Multifamily State of the Market: Development, Investment, and Financing
Sep 17	RICS	MSREI Program RICS Accreditation and International Real Estate Investments
Sep 24	John Lin, President and CEO, CapStar Commercial Realty	Retail and Restaurant Business Investment Sales
Oct 23	Jerry Connelly, SVP, Pleasants Development Andrew Ferretti, Project Manager, Pleasants Dev.	Infrastructure and Land Development at Brunswick Crossing
Nov 19	Brian Coyle, President, The Henderson Group	Real Estate Development



Yalda Ghamarian, MSRE alumna and CBRE Wheel Mentor, present on the topic of multifamily investment in the DC Metro market, including issues such as TOPA.



Jorge Rosa, Cushman & Wakefield, Joe Ouellette, Aimco, Greg Van Wie, Jefferson Apartment Group, and Justin Brindger, ColumbiaNational, are members of DC's Alumni Committee and they lead discussion regarding multifamily market.

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Mike Anikeeff, PhD, founder director of the ESJREP, receives the award on behalf of the real estate program as the first US school for RICS's new accreditation.



John Lin, President and CEO of CapStar Commercial Brokerage and a lifelong veteran of commercial real estate lecture on retail and restaurant sales investments and opportunities.,



Jerry Connelly and Andrew Ferretti, Pleasants Development, present on stages of land and infrastructure development, including timing, negotiations and permitting.



Brian Coyle, MSRE and President of The Henderson Group, give candid stories from the trenches regarding ongoing real estate development deals.

III-4. FIELD TRIPS AND SITE TOURS

FIELD TRIPS INTRODUCTION

Field trips are an important part of the Accelerated MSREI student experience at the Johns Hopkins Carey Business School. The field trips provide an opportunity to experience real estate developments in the built environment outside of the classroom.

Field Trips and Site Tours

Aug. 11	U.S. Capitol and Library of Congress, Washington, DC	Dan Kohlhepp
Oct 2	FT MSREI 2014 Hard Hat Graduation Ceremony, Baltimore, MD	Dan Kohlhepp
Oct 23	Brunswick Crossing, Land Development, Brunswick, MD	Jerry Connelly, Pleasants Development
Fall Term I	ArrowBrook, Mixed-Use Development, Herndon, VA	Richard Parli
Nov 13	Crown Farm, Land Development, Gaithersburg, MD	Bobby Zeiller, Westbrook Partners
Nov 19	The Darcy, Multifamily Development, Bethesda, MD	Martiena Schneller, PN Hoffman



Jerry Connelly, SVP, Pleasants Development lead students for a hands-on look of how land developers and home builders come together for livable communities



At Brunswick Crossing, Frederick County, MD, students get a hands-on look of land development and the processes and equipment necessary to make it happen.

FULL-TIME MASTER OF SCIENCE IN REAL ESTATE AND INFRASTRUCTURE (FT MSREI)



Bobby Zeiller shows students a newly delivered, high-end restaurant, and explains how commercial and residential all go together in a live-work-play mixed-use community.



Students learn how infrastructure is delivered from grading, sewers, curbs, sidewalks, and asphalt.



Led by Martiena Schneller, Project Manager, PN Hoffman, students visit a “finished” multifamily unit that is used to experiment materials and MEP specifications,.



Students learn about the mechanical, electrical and plumbing (MEP) systems that go into a luxury (multifamily) condo unit at the Darcy in Bethesda.

III-5. GREEN BUILDING FOCUS

The MSREI program focuses on green building construction. Consequently, students are encouraged to obtain USGBC Green Associate (LEED GA) and specialized Accredited Professional (LEED AP) credentials. The exams are optional and not required for any course. However, the students' willingness to pursue these credentials demonstrates their commitment for green building and sustainable development. The green building initiative is as follows:

LEED GA Credential

Study and Review Workshop(s) and Credential Examination

LEED AP Accreditation

Study and Review Workshop(s) and Credential Examination

Fulya Kocak, LEED Fellow, Director of Sustainability at Clark Construction has been the guidance for our students in the LEED accreditation process since 2012, helping over 30+ students and staff achieve LEED GA and LEED AP designations.

LEED GA and LEED AP credential exams have recently updated from Version 2009 to Version 4.0 during summer of 2014. Given limited time the exams have been available for consumption, it is a strategic decision to review for the credential exams during later during the academic year instead of earlier.



Spring 2014: FT MSREI and MBA/RE students join project managers from both Johns Hopkins and Turner Contracting Company for presentations on project management.



Spring 2014: Students learn mechanical and electrical system innovations at Malone Hall.



IV. PROGRAM LANDMARKS

IV-1. PROGRAM ORIENTATION

August 12—16, 2013

The Accelerated MSREI Program begins with a weeklong orientation. The purpose of the orientation is three fold:

1. To integrate the new students into the Johns Hopkins Carey Business School system;
2. To introduce the students to each other, the faculty, the staff and the local alumni; and
3. To provide basic financial, statistical, and valuation competency through a series of workshops during the week.

Program Orientation

Monday, Aug. 11		
9:00—11:45	Welcome Introduction by Faculty, Staff and Students; Orientation Schedule Overview	Kohlhepp
1:00—7:30	Tour: US Capitol and Library of Congress; Happy Hour on Capitol Hill	
Tuesday, Aug. 12		
9:30—Noon	Presentation: Welcome by Office of the Dean of the Carey Business School	Office of the Dean
	Presentation: DC Office of Economic Development	Guest
	Presentation: Bureau of Tourism	Guest
1:30—4:30	Presentation: Student Services	Student Services
Wednesday, Aug. 13		
9:00—4:00	Workshop: Discounted Cash Flow (with Excel)	Kohlhepp and Thompson
Thursday, Aug. 14		
9:00—10:00	Presentation Academic Integrity	Office of Education
10:00—4:30	Workshop: Financial Statements	Staiger
	Workshop: Statistics 101	
4:30—6:30	Workshop: Networking with Live Feedback	Consequi
5:00—8:00	Event: Industry and Alumni Reception—ULI, DCBIA, RICS, CREW, ICSC, WIRRE, NAIOP, MBA/MW, AACRE, AREA A	Mao
Friday, Aug. 15		
9:00—Noon	Workshop: Cap Rates and Ratios	Kohlhepp
Noon—2:00	Event: Lunch with MSREI Faculty	MSREI Faculty

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After in-class introductions and orientation, students visit the United States Capitol Building and learn about their new home—Washington, D.C., USA.



Students mingle and reflect on their first day via a happy hour on Capitol Hill in Washington, D.C.—Day one comes to an end of a 12-month program.



Heidi Thompson, JHU faculty and professional software consultant, teaches students in the first of many MS Excel workshops to sharpen students' financial modeling skills.



Students network with alumni and industry professionals in the annual "Alumni and Industry Reception" to welcome new students and introduce them to major industry trade associations, including ULI, DCBIA, NAIOP, RICS, CREW, etc...

IV-2. FALL FINAL PRESENTATIONS

Real Estate Design, Development, and Management and Real Estate Modeling and Financial Analysis are the analytical core courses that are taught in sequence during the Fall Semester. The goal of the courses is to enable the students to understand the real estate development process as well as to model financial considerations and quantify economic returns and risks. Students are required to present a proposed real estate development project to a panel of experts at the end of the semester.

The Set-up:

The (fictitious) Anikeeff Family Trust (AFT) has asked this class to identify potential to-be-built office building opportunities in several U.S. cities. The AFT will invest 90% of the equity capital. The AFT will allow an 8% cumulative preferred return on all equity capital, but it requires that the first priority distribution is to the AFT. It also requires a minimum debt coverage ratio of 1.3.

The Strategy:

The class is divided into teams of 3 or 4 persons. Each team investigates a particular opportunity in a particular city.

The ATF Investment Review Committee:

Faculty and Advisory Board members will serve as the prospective ATF Investment Review Committee and respond to the student presentations during the 10-minute, question and answer period following each presentation.

Timing:

On Wednesday, December 11th, each team will present their preliminary findings and recommendations to the ATF Investment Review Committee using the 10-20-30 presentation format: 10 PowerPoint slides, 20-minute presentation, and 30 font.

Fall Final Presentation Schedule

Time	Team	Investment	Market
8:30	Team Susquehanna: Blake, Chelsea, Vivian, Yvonne, Satine	Metro Center	Sacramento, CA
9:00	Team Patapsco: Sylvia, Andi, Greg, Adi, Rachel	Hunters Hill	Baltimore, MD
9:30	Team Potomac Ning, Brendan, Ling, Frank	Ballston Center	Washington, DC
10:00	Team Anacostia: Justin, Joy, Christian, Sun, Iris	O'Hare	Chicago, IL
10:30	Team Rock Creek: Tyler B., Xinzhu, Pan, Elise	Overlook III	Atlanta, GA
11:00	Team Shenandoah: Adam, Kit, Yao, Chengcheng, Olivia	Center Pointe	Portland, OR
11:30	Team Severn: Kenny, Victoria, Sophie, Tyler P., Han	Two Newton	Boston, MA
12:00	Lunch and Informal Discussions		

PROGRAM LANDMARKS



ATF Investment Committee: Daniel Kohlhepp, PhD, MAI, Mike Anikeeff, PhD, Chris Murray, and Louise Schiavone.



ATF Investment Committee: Chuck Schilke, JD, CRE joins the committee.



ATF Investment Committee: John Kyle joins the committee



Team Susquehanna



Team Susquehanna



Team Susquehanna

PROGRAM LANDMARKS



Team Patapsco



Team Patapsco



Team Patapsco



Team Potomac



Team Potomac



Team Potomac

PROGRAM LANDMARKS



Team: Anacostia



Team: Anacostia



Team: Anacostia



Team: Anacostia



Team Rock Creek



Team Rock Creek



Team Rock Creek

PROGRAM LANDMARKS



Team Shenandoah



Team Shenandoah



Team Shenandoah



Team Shenandoah



Team Severn



Team Severn



Team Severn

IV-3. WINTER INTERNATIONAL REAL ESTATE CHALLENGE (IREC)

2015 International Real Estate Challenge
Berlin, Germany

January 3 – 13, 2015

First Place

Team Munich: Mingxin Jin, Adam Sussman, Aditya Thota

Second Place—a Three-way Tie!

Team Helsinki: Ning Fu, Greg Koory

Team Bratislava: Justin Bishop, Yvonne Sun

Team London: Christian Pollard, Yao Xiao



First Place Team Munich celebrate with IREC judges and mentors.



IREC 2015: Participating FT MSREI Students

Last Name	First Name (Nick)	City Team
Barker	Tyler	Warsaw
Basye	Blake	Amsterdam
Bishop	Charles (Justin)	Bratislava
Fan	Xinzhu	Milan
Fu	Ning	Helsinki
Goode	Kenneth	Gothenburg
Harman	Brendan	Milan
Jin	Mingxin (Victoria)	Munich
Koory	Gregory	Helsinki
Plante	Tyler	Gothenburg
Pollard	Christian	London
Sun	Yuan (Yvonne)	Bratislava
Sussman	Adam	Munich
Thota	Aditya (Adi)	Munich
Wang	Tian (Rachel)	Milan
Xiao	Yao	London
Yang	Chengcheng	Warsaw
Yang	Ling	Gothenburg
Zhou	Fang (Frank)	Amsterdam

Overview

The International Real Estate Challenge (IREC) is an intense, two-week, educational experience for graduate students in real estate that is held in Berlin, Germany. In January, the Johns Hopkins Carey Business School Edward St. John Real Estate Program sends nineteen (19) students from the Full-Time MSREI Program to participate:

The nineteen Johns Hopkins Carey Business School graduate real estate student joined 45 other real estate student from nine other European universities in Berlin, Germany to participate in the International Real Estate Challenge (IREC) from January 3 – 13, 2015.

The competition was based around a case study involving a real, on-line university that wanted to re-locate its office somewhere in Europe or the United Kingdom. Officials of the company shared the vision, goals and operational objective for the next five years along with growth expectation and budgetary restrictions. All of the students were divided in to eight-student teams, and each team was assigned a city to analyze:

1. Amsterdam
2. Bratislava
3. Gothenburg
4. Helsinki
5. London
6. Milan
7. Munich
8. Warsaw

After developing a “strategic brief” over three days of classes and interviews with company officials, each city teams went to its assigned city for five days where it met with building owners, developer, and real estate service brokers and visited several office buildings to determine which specific building would be the best fit or the “client”.

Over 15 university instructors were the “faculty” of the IREC and conducted classes, workshops, and tutorial assistance to teams include Carey Business School Senior Lecturer, Daniel B. Kohlhepp.

Project Concept

The project replicates the role of a global real estate services company, such as CBRE, Jones Lang LaSalle, or Colliers International, who is asked to

PROGRAM LANDMARKS

advise the Board of Directors of the cooperative. The Challenge uses this case study as the focus for the exploration of five key components:

1. The interpretation and analysis of organizational space and property requirements of an organization facing major change and structural reorganization in Europe (the demand profile);
2. The sourcing and assessment of the suitability of available property, sites and/or procurement methods that match the demands of the corporate client (the supply profile);
3. Critical analysis of objective methods used to select the most suitable property and/or location that best matches the needs of the occupier (for example, each possible property is analyzed using the Real Estate Norm Form);
4. The collection of data from professional sources relating to a specific City/Country in accordance with a standardized data template;
5. The critical analysis of the appropriate criteria corporate executives use to determine (re)location and the ranking of such criteria for decision- making purposes.

Language

The case study, lectures, tutorials, role-playing and associated documentation and support materials are all delivered in English.

Program Outline

The outline format of the program is as follows:

Stage 1: - Duration 5 days

- Fly to host city – Berlin
- Team-building
- Lectures and tutorials
- Role-playing
- Group work
- Student tasks; immediate deadlines

- Student output: client-focused and evidence-based strategic brief report

Stage 2 – Duration: 3 – 4 days

- Fly/train to allocated city
- Meet real estate professionals
- Inspect two appropriate buildings and locations in the city
- Research city, local and national economic and market indicators

Stage 3 – Duration: 3 – 4 days

- Travel back to Berlin
- Tutorials
- Develop strategic brief and create presentation for client
- Student output: presentations on solution to the panel of judges

Unique Features of the Challenge

This Challenge provides the participating students with many unique opportunities:

- Introduction to international students in real estate from a number of European universities
- Opportunity for students to experience both Berlin and another major European city
- Experience for students to work in multi-cultural and multi-lingual teams to accomplish a specific objective in a limited period of time
- In-depth exposure to the broad and growing field of international corporate real estate services
- Interaction, lectures, and tutorials by real estate faculty with different backgrounds, specialties, and viewpoints
- Opportunity to meet working professionals in real estate corporate services in various companies and cities in Europe
- Become part of a 500+ alumni network of professionals who have participated in the Challenge over the last 10 years

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Munich City Team (First Place) with JHU students Mingxin (Victoria) Jin, Adam Sussman and Aditya Thota.



London City Team (Second Place Tie) with JHU students Christian Pollard and Yao Xiao.



Bratislava City Team (Second Place Tie) with JHU students Justin Bishop and Yuan (Yvonne) Sun.



Helsinki City Team (Second Place Tie) with JHU students Ning Fu and Gregory Koory.

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Amsterdam City Team with JHU students Blake Basye and Frank Zhou.



Gothenburg City Team with JHU students Kenneth Goode (center), Ling Yang and Tyler Plante (not in photo).



Warsaw City Team, with JHU students Tyler Barker and Chengcheng Yang.



Milan City Team with JHU students Brendan Harman, Xinzhu Fan and Tian (Rachel) Wang.




IV-4. SPRING PRACTICUM PROJECT AND SOFT HAT CEREMONY

PRACTICUM PROJECT INTRODUCTION



A unique part of this program is the spring semester practicum project in which small student teams evaluate the economic and financial feasibility of a real life project under the watchful eyes of real estate professionals who serve as mentors for the teams. The final written reports are presented to the mentors' companies and represent professional work products for the students. The students are also required to present their findings to a professional panel consisting of their mentors, faculty and invited guests.

CONTRIBUTING PRACTICUM MENTORS



<i>NATIONAL ASSOCIATION OF BROADCASTERS BUILDING 1771 N STREET NW, WASHINGTON, DC 20036</i>	
 Mentor: John P. Kyle Senior Vice President, Cresa Washington DC	
BUCHANAN TEAM	
Xinzhu Fan	Andi Hua
Ran (Sylvia) Gu	Daoxin Sun
HSK TEAM	
Gregory Koory	Han Ying
Zheyang (Sophie) Liu	Zhangting (Satine) Zhu
Jirayuth (Kit) Ngamkajonviwat	
<i>2009 8TH STREET NW</i>	
 Mentor: David Sislen Principal, Bristol Capital Corporation	
GARFIELD TEAM	
Kenneth Goode	Huan (Vivian) Qian
Brendan Harman	Yao Xiao
Christian Pollard	
<i>LAFAYETTE AND MARYLAND AT "STATION ARTS NORTH"</i>	
 Mentor: Bob Rajewski JHU Faculty	
BARKER TEAM	
Tyler Barker	

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<i>CAPPER CARROLLSBURG PUD</i>	
 Mentors: David Cortiella, Vincent Carlos Gray, and Shirley Boubert, DC Housing Authority	
EISENHOWER TEAM: LOT 768	
Ning Fu	Chengcheng Yang
Mingxin (Victoria) Jin	Xiaowen (Iris) Zhang
Jiyue (Joy) Lou	
FILMORE TEAM: LOT 739	
Qian (Chelsea) Cai	Yufei (Elise) Tao
Pan Hao	Ling Yang
ADAMS TEAM: LOT 768	
Tyler Plante	
<i>CONFIDENTIAL SITE IN MONTGOMERY COUNTY</i>	
 Mentor: John Kirkland JHU Faculty	
NAIOP CAPITAL CHALLENGE TEAM	
Blake Basye	Aditya Thota
Justin Bishop	Tian (Rachel) Wang
Yuan (Yvonne) Sun	Frank Zhou
Adam Sussman	Lian (Olivia) Zhou



FT MSREI 2014: Practicum mentor John Kyle celebrate with his mentees Yang, Sue, Caroline, and Lexi.



FT MSREI 2014: Practicum Team PEXT celebrate with Lin and Dan at the Soft Hat Spring Celebration. (Xuele, Elanor, Lin, Peter, Teng, and Dan from left to right.)

IV-5. SUMMER INTERNSHIP PROGRAM

Designed for students seeking professional real estate industry experience, internships provide supervised field experiences in a variety of areas such as development, institutional investment analysis, valuation and appraisal, community development, and international real estate. Internship sites and activities are individually selected according to student interest and training needs.

During the Spring Semester, students may have an optional, part-time internship. The part-time internships are informal and do not require university documentation.

During the Summer Semester, students have the option of undertaking full-time, eight-week internships in lieu of (or in addition to) taking classes. The full-time internships require a memorandum of understanding which outlines the mentor's expectations, the student learning objectives, and student reports to the academic supervisor and the mentor. During the internship, the students submit a series of reflective journals to the mentor and the academic supervisor. Students should acquire the internships before the summer.

The purpose of the internships is to provide students with meaningful practical experiences under the joint direction and supervision of the faculty advisor and an on-site mentor. During these experiences, students have the opportunity to apply knowledge and skills gained from the program. The experiences should be reflective of the day-to-day activities performed by the practitioner.

Do you have an interest in hiring our students? Please feel welcome to reach out directly. Our contact information are at the end of the book.

Below are select examples of FT MSREI 2014's Summer Internships

DOMESTIC INTERNSHIPS / FULL-TIME POSITIONS

American Enterprise Institute. – Washington, DC
AF Ocean Investment Management Co. – New York, NY
Bozzuto Management – Washington, DC
Columbia National Real Estate Finance – Washington, DC
Clark Realty Capital – Bethesda, MD
Colburn, McDonald & Associates – Detroit, MI
CREFDI – New York, NY
EB5 Capital – Washington, DC
Federal Realty Investment Trust – Washington, DC
FRB Realty Capital LLC – Washington, DC
Linked Economic Development and Affordable Housing Foundation –
Washington, DC
Marcus & Milichap – Bethesda, MD
SC&H – Washington, DC
Westbrook Partners – Washington, DC

INTERNATIONAL INTERNSHIPS / FULL-TIME POSITIONS

Best Home Group – Shanghai, China
Central China Securities Co, Ltd – Xinxiang, China
DTZ – Beijing, China
JLL – Shanghai, China
JLL – Shenzhen, China
Shanghai Pudong Bank – Shanghai, China
Vanke – Zhejiang, China

IV-6. HARD HAT GRADUATION CEREMONY

During Fall of each year, the new class of full-time MSREI students meets their graduating predecessors, who have just completed the accelerated twelve-month program, at the MSREI Hard Hat Graduation Ceremony. The ceremony is a celebration of the new graduates' accomplishments and endeavors throughout the intensive twelve months. Most significantly, having of the finish line helps new students scope their commitment

Instead of traditional cap and gown, the Master of Science in Real Estate and Infrastructure students at Johns Hopkins University Carey Business School Edward St. John Real Estate Program receive symbolic hard hats in the school's colors that are embossed with the traditional Johns Hopkins University insignia. These symbols of accomplishment and dedication in the real estate industry are often displayed in alumni's offices, where comradery can instantaneously built

A slight difference also exists between the FT and PT graduates' hard hats. On the FT students' hard hats, a gold trim adorns the Johns Hopkins insignia versus a silver trim articulates the insignia on the PT graduates' hard hats.

October 2, 2014 is the date of the FT MSREI 2014 Hard Hat Graduation Ceremony.



The Hard Hat Ceremony is a 20-plus-year tradition that celebrates the completion of the M.S. program by the gifting of hard hats embossed with the Johns Hopkins seal



FT MSREI Class of 2014 receive their graduation hard hats in October, 2014.



V. INDUSTRY ENGAGEMENTS

V-1. STUDENT MEMBERSHIPS

FT MSREI students are highly encouraged to fully engage in the commercial real estate industry. Industry engagement is the opportunity to learn and network outside of the classroom and develop life-long relationships within the industry. Many industry association memberships are available to our students, and below are examples of active memberships that our students partake in.

Active Student Memberships

- Urban Land Institute (ULI)
- International Council of Shopping Centers (ICSC)
- Royal Institute of Chartered Surveyors (RICS)
- Commercial Real Estate Finance Council (CREFC)
- Commercial Real Estate Brokerage' Association (CREBA)



Royal Institute of Chartered Surveyors (RICS) Mid-Atlantic Chapter hosts Johns Hopkins Carey ESJREP at the World Bank to honor the RICS accreditation award



Vornado/Charles E. Smith and Crystal City BID host Johns Hopkins real estate students and alumni in Crystal City for networking and celebration.

V-2. INDUSTRY AND ALUMNI RECEPTION

To welcome the incoming MSREI Class of 2014 and to celebrate a new academic year, alumni and industry associations are invited to meet the Johns Hopkins MSREI students.

Eleven (11) industry organizations, including eight (8) major DC Metro industry associations joined the real estate program's students and alumni to introduce their membership benefits and ways of participation to heighten students' awareness of the real estate industry and building their network.

Sixteen (16) professionals represented the industry associations, six (6) of which are JHU M.S. Real Estate alumni and faculty. Including the alumni industry representatives, a total of twenty-three (23) alumni and faculty attended.

RSVP list of over 80+ attended, including students, faculty, alumni, and industry representatives.

Event Format

Thursday, Aug 14, 2014

- 5:00 Reception: Networking and Mingling
- 6:30 Introduction of students, alumni, faculty, and participating industry professionals.
- 7:30 Additional Networking and Conversations

AREAA—Asian Real Estate Assoc. of America (DC Chapter)		
John Lin, MAS Alumnus	President CapStar Commercial Realty	President AREAA DC Chapter
AACRE-DC—Asian American Commercial Real Estate		
Anthony Chang	Senior Director WRIT	Chair AACRE-DC
CREW DC—Commercial Real Estate Women (DC Chapter)		
Susan Rogers	Senior Vice President Wells Fargo	CREW-DC JHU Liaison
Fran Doherty	Assistant Relationship Manager US Bank	Committee Member
Jane Gustafson	Associate Studios Architecture	Committee Member
DCBIA—DC Building Industry Assoc.		
Matthew Ritz	Vice President WC Smith	DCBIA DLD Committee Member
FIABCI—International Real Estate Federal		
Julian Josephs Professional Faculty	President Julian Josephs Company	FIABCI Past President
ICSC—International Council of Shopping Centers		
Nick Despotidis MBA Student	Bank Analyst Federal Deposit Insurance Corporation	ICSC Intern
MBA/MW—Mortgage Bankers Assoc. of Metropolitan Washington		
Tom Dwyer MSRE Alumnus	Principal Long Gate Associates	MBA/MW Chair
NAIOP Maryland-DC—National Association of Industrial & Office Properties		
Jeb Boland	Director of Leasing Brandywine Realty Trust	NAIOP MD/DC REEL Chair
RICS—Royal Institute of Chartered Surveyors (Mid-Atlantic Chapter)		
Heather Reichardt MSRE Alumna	Director, Lodging Property Tax Marriott Company	RICS Mid-Atlantic Chapter Chair
Julian Josephs Professional Faculty	President Julian Josephs Company	RICS Americas Board Member
ULI DC—Urban Land Institute (Washington District Council)		
Terence O’Connell	Associate Vice President CCM Group LLC	ULI YLG Steering Committee Co-Chair
WIRRE—Women in Retail Real Estate		
Shawna Jones	Owner/Advisor, The Jones Group	WIRRE, President
Anne Logsdon	Vice President, Broad Street LLC	WIRRE, President-Elect

V-3. **MULTIFAMILY INVESTMENTS ALUMNI PANEL**

Multifamily is the hottest product type in the DC Metro market. But—

- Where is the multifamily market headed?
- Where are the investment opportunities?
- How competitive is multifamily?
- How is multifamily financed?
- How does TOPA affect multifamily in DC?

To answer these questions, we have invited in our DC Alumni Committee members in multifamily development, asset management, investment sales, and finance to educate our students on the multifamily market in DC Metro.

Wednesday, September 10, 2014

Justin Brindger, MSRE
Vice President, ColumbiaNational Real Estate Finance

Joseph Ouellette, MSRE
Vice President, Transactions, Aimco

Jorge Rosa, MSRE
Director, Capital Markets, Cushman & Wakefield

Greg Van Wie, MSRE
Development Manager, Jefferson Apartment Group



Jorge, Joe, Greg and Justin (left to right) develop a stimulating discussion on the multifamily market..



The alumni panel give career advice and network with current students.

V-4. **RICS INTERNATIONAL INVESTMENT PANEL & JHU ACCREDITATION AWARD**

On September 17, 2014, taking place at the World Bank, Royal Institute of Chartered Surveyors (RICS) Mid-Atlantic Chapter hosted a tremendous panel of international real estate investors from the globe, covering Europe, Middle East, and North American funds. This panel is brought together by Professional Faculty, Julian Josephs, who is a Board Member of RICS Americas.

On the same evening, an award for RICS Accreditation is presented to Dr. Mike Anikeeff, Founding Director of the Edward St. John Real Estate Program at Johns Hopkins. This award celebrates JHU as the first program to receive re-accreditation in the U.S. under RICS's new accreditation standards. Heather Reichardt, Chair of RICS Mid-Atlantic and MSRE Alumna, presented the award.



On behalf of the Edward St. John Real Estate Program, Dr. Mike Anikeeff receives the RICS Accreditation award..



The international investment panel takes place within the World Bank before a large audience of real estate students and professionals.

V-5. CREW CAREER CONNECTION EVENT

COMMERCIAL REAL ESTATE WOMEN (CREW) DC CHAPTER

CAREER CONNECTION EVENT

November 5, 2014 6:00—8:00 PM

CREW DC offers real estate students a sought-after round table event with some of the DC area's most accomplished real estate professionals. Students have the opportunity to learn about the many facets of commercial real estate, such as development, capital markets, law, brokerage and property, from women who have successfully navigated the industry. Program agenda:

- teach graduate students networking fundamentals
- offer powerful career resources;
- provide relationship-building opportunities in career development.

Commercial Real Estate Women of Washington, DC is a membership organization founded in 1979 to promote professional opportunities and business relationships for women in the commercial real estate industry. The mission of CREW DC is to:

- advance the success of women in commercial real estate; provide
- networking and educational opportunities for members;
- further the professional development of women in all phases of commercial real estate;
- work together to build community partnerships.

Memberships in CREW DC include both women and men. CREW DC membership is increasingly diverse in terms of age, race, profession and years of experience.

CREW DC PARTICIPANTS	
Fran Doherty	Assistant Relationship Manager, US Bank
Melanie Domres	Executive VP, Novus Residences/Cafritz Interests
Jane Gustafson	Sr. Project Manager, Studios Architecture
Danna Hewick	VP of Business Development, USSI
Elizabeth Karl	Director of Asset Management, Bonaventure Realty Group
Alexis Lynch	Associate, JLL
Jennifer Olson	Principal, KGO
Janet Rankin	Director, LSM
Jessica Sawyer	Investment Analysis, KBS Realty
Theresa Scafate	Chief Financial Officer, Buchanan Partners
Elizabeth Tucio	Director of Business Development, VJ Associates

INDUSTRY ENGAGEMENTS



UCREW Career Development



UCREW Career Development



UCREW Career Development



UCREW Career Development

V-6. NAIOP CAPITAL CHALLENGE

The NAIOP Capital Challenge will pit teams from Georgetown University's Master of Professional Studies in Real Estate Program, The Colvin Institute of Real Estate Development at The University of Maryland, The Kogod School of Business at American University, Johns Hopkins Carey Business School and George Mason University's M.S. Program in Real Estate Development in a competition focusing on a real estate development/redevelopment project in the Suburban Maryland, Washington, DC metropolitan area. The teams are assigned the same real estate case study and are provided essential information and/or assumptions about the property. Teams will then formulate a proposed investment strategy and develop a comprehensive analysis and recommendation of how to maximize the potential of the property from both a quantitative (financial) and qualitative (feasibility) standpoint.

The Capital Challenge uniquely examines a "real life" case study and assigns each school a team of consultant sponsors from supporting disciplines to help them develop their solution. At the grand finale event, the winning school is awarded a Grand Prize Scholarship of \$10,000!

This year's case competition site is based in Tyson's Corner, Vienna, VA—a retail shopping center site adjacent to the new Silver Line Metro Station at Tyson's Corner, presented by Federal Realty Investment Trust.

NAIOP CAPITAL CHALLENGE

THE 2015 TEAM ROSTER

Full-time MSREI Students

Blake Basye
Justin Bishop
Yuan (Yvonne) Sun
Adam Sussman
Aditya (Adi) Thota
Tian (Rachel) Wang
Frank Zhou
Lian (Olivia) Zhou

Part-time MSRE/MSREI Students

Marjorie Perez Martinez
Property Manager, Silverwood Companies

Marston Smith
Director, Dalian Development, LLC

Global (Full-time) MBA Student

Eleni Kessides



The 2014 Winning Johns Hopkins Team!

John Kirkland, Faculty Advisor

Colleen Callahan

Victoria Fitch

Kyle Kendziuk

Kevin Kagan

Max Kiejdan

Kimberly Kohlhepp

Timothy (Robbie) Lynn

Zach Linsky

Tyler Mathews

Elizabeth Runge

Jonathan Ryan

Geoffrey Shutz,

Lu (Elaine) Tao

Johns Hopkins University
WINS the 2014 NAIOP Capital Challenge!!

The team proposed a highest and best use, mixed-use development that is phased to accommodate changing market conditions while capitalizing on the growing market of Tyson's Corner. Below is the team's "Vision":

Vision

Greensboro Grove (The Grove) will be a mixed-use development transforming the current strip shopping center into a dynamic urban neighborhood. A community formed around both passive and active green spaces that will invite people to engage, inspire and thrive. The Grove will provide space for both companies and individuals to plant their roots and grow.

Please see below web links for the complete presentation and report:

Final Team Presentation (PDF) is presented by Tyler, Kimberly, and Geoff, and is assembled by the team:

[Johns Hopkins 2014 NAIOP Capital Challenge Final Presentation](#)

Final Submittal (PDF) is assembled by the team:

[Johns Hopkins 2014 NAIOP Capital Challenge Final Submittal](#)

Official Professional Advisory for the Team Provided by:

WDG Architecture, Transwestern (Brokerage), VIKA (Civil Engineering), Davis Construction, Boston Properties (Development), and US Bank (Finance).

V-7. DEVELOPER'S DEN

By invitation only—hosted by York University's Schulich School of Business—12 teams from six schools will participate in this year's competition. Each school will send two teams. The invited schools are:

- The Schulich School of Business, Toronto
- Columbia University, New York City
- The Rotman School of Management, Toronto
- The Ted Rogers School of Management, Ryerson University, Toronto
- Queen's University School of Urban and Regional Planning, Kingston
- Johns Hopkins Carey Business School, Washington D.C.

All teams will receive the case Friday morning and have four hours to prepare their solutions and presentation. Three panels of preliminary judges will each receive and respond to four student presentations, selecting a total of three finalists to present to the Developers' Den. As in previous years, the Final round Developers' Den judges will be leaders in Toronto's Real Estate community, and the presentations and judges' questions will be in front of a live audience. At an Awards Reception immediately following the final round, the Judges will announce the runners-up and winners of Developers' Den 2015.

The total prize money for the 2015 competition has been doubled, to \$8,000. The winning team will receive \$5,000, with the 2nd and 3rd place teams receiving \$2,000 and \$1,000 respectively.

V-8. CAREY BUSINESS SCHOOL CAREER FAIR

2015 Carey Business School Career Fair

Friday, April 17, 2015

Johns Hopkins Carey Business School
Harbor East Campus

100 International Drive
Baltimore, MD 21202



VI. MSREI FACULTY, INSTRUCTORS & STAFF

VI-1. FULL-TIME FACULTY



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VI-2. PROFESSIONAL FACULTY & INSTRUCTORS FOR FT-MSREI PROGRAM



Robert Rajewski, MSRE
Senior Professional Instructor

MSRE Alumnus

Workshops (6): ARGUS, Capital Stack



David Sislen
Senior Professional Instructor

Courses (2): Real Estate Finance I & II

President
Bristol Capital Corporation



Roger Staiger, III, MBA, FRICS
Senior Professional Instructor

Workshops (8): Statistics, Indices, Pro Forma,
Monte Carlo Simulation, etc...

Managing Director
Stage Capital, LLC



James McKellar
Visiting Faculty

Courses (2): Public-Private Partnership, Sustainable Cities (Infrastructure)

Professor of Real Estate and Infrastructure
Academic Director
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York University



Richard Parli
Professional Faculty

Courses (2): Market Analysis, Economics

President
Parli Appraisal, Inc



Chris Murray, MSRE
Professional Faculty

MSRE Alumnus

Course: Site Planning and Design

Managing Director
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Jones Lane LaSalle

MSREI FACULTY, INSTRUCTORS & STAFF



Julian A. Josephs
Professional Faculty

Course: Global Perspectives in Real Estate

Director
Global Housing Foundation-Europe

President
Julian Josephs Company



John Kirkland, MSRE
Professional Faculty

MSRE Alumnus

Advisor: NAIOP Capital Challenge



Heidi Thompson
Instructor at JHU

Workshops (7): MS Excel, MS Office

Trainer & Software Developer
H.P. Thompson Co.



Fulya Kocak, LEED Fellow

Workshops (3): LEED GA & LEED AP
Accreditation

Director of Sustainability
Clark Construction Group, LLC



Dottie Li
Professional Faculty

Workshops (5): Effective Communication

Managing Director
TransPacific Communications



Lenka Dewa, PE
Professional Faculty

Course: Project Finance

Chairman, CEO & Founder
GlobAf Capital

VI-3. MSREI & CAREY STAFF



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VII. ACKNOWLEDGEMENTS & CREDITS

ACKNOWLEDGEMENT

We wish to thank the staff, faculty, students, alumni, friends, and local industry professionals in making the MSREI Program so successful. The school, community, and industry have provided invaluable resources to the program, and we are in your debt.

We thank you by offering diligent, hard-working, highly skilled and highly motivated graduates to the industry of real estate. . We are proud of our students and graduates. Our students are the future leaders of the industry, and their success is a product of your giving and contribution.

Thank you for being with us.

--

The Edward St. John Real Estate Program, and,
MSREI Class of 2015

VIII. CONTACT US

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Free digital copies are also available via www.dankohlhepp.com under “Education.”