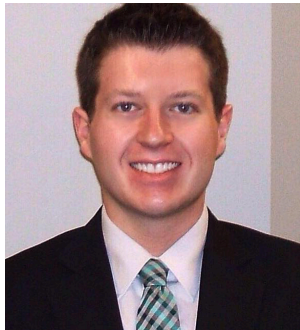


## Founder's Scholar



**Jacob Surratt**  
**Saint Louis University**

ULI St. Louis, in partnership with our city's collegiate real estate programs, provides a limited number of ULI student memberships, via the *ULI St. Louis Founders Scholarship*. These scholarships are awarded to students in either undergraduate or graduate level studies. The scholarships honor the four individuals responsible for founding ULI St. Louis over 25 years ago – Lewis Levey, Richard Ward, Dick Shepard and Marshall Kraemer.

### JACOB SURRETT

5904 Enright Avenue, Apartment 308, St. Louis, MO 63112  
314.223.3712 ■ [surrattjd@gmail.com](mailto:surrattjd@gmail.com)

#### EDUCATION

<b>Saint Louis University</b> , St. Louis, MO	Anticipated May 2019
Master of Science in Urban Planning & Development Concentration: Economic Development Awards: Urban Land Institute St. Louis – Founders Scholarship (mentorship and membership)	
<b>Saint Louis University</b> , St. Louis, MO	May 2015
Bachelor of Arts in Urban Affairs and Sociology, GPA: 3.04 Urban Affairs Senior Research Essay: <i>“Aligning Talent with Business Needs through Workforce Investment Boards: A Comparative Study of Best Practices throughout the United States and their Application to St. Louis, Missouri”</i> Sociology Capstone: <i>“The Creation of Fear: How Fear is Socially Constructed and Maintained and the Application of these Principles to St. Louis, Missouri”</i>	
<b>Saint Louis University Madrid Campus</b> , Madrid, Spain	Fall 2012

#### CORE COMPETENCIES

✓ Data Complication/Analysis	✓ Oratory and Composition	✓ Event Planning/Logistics
✓ Grant Application Research	✓ Team Building/Leadership	✓ Staff Training/Supervision
✓ Presentation Development	✓ Instruction/Teaching	✓ Customer Service
✓ Market Research/Analysis	✓ Relationship Building	✓ Cross-Cultural Sensitivity
✓ Microsoft Office proficiency	✓ Interviewing & Evaluating	✓ Basic French & Spanish

#### RELEVANT WORK EXPERIENCE

<b>St. Louis Economic Development Partnership</b> (SLEDP), St. Louis, MO	June 2014 – January 2016
<i>Business Development Intern</i> (Part-Time Temporary Paid Staff Position), June 2015 – January 2016 Served on four-person team for SLEDP 2015 New Markets Tax Credit (NMTC) application to CDFI Fund Prepared question responses, compliance documentation, and community research for NMTC application Created Access database for department projects that tracks average total possible investment of ~\$1B	
<i>Economic Development Intern</i> , January – May 2015 Analyzed marketing strategies of NMTC recipients nationally, for first SLEDP NMTC marketing materials Overhauled vital documents for legal compliance, including investment tracker for \$1.5M Helix Fund	
<i>International Research Intern</i> , World Trade Center – St. Louis division, August 2014 – January 2015 Built trade and economic overview of Ghana in relation to U.S. and Missouri Wrote informational outreach material for successful Brookings Global Cities Initiative application	
<i>Business Development Intern</i> , June – August 2014 Crafted targeted cultural highlights for use in attracting potential businesses Formulated multilayered research analysis for \$43M retention and expansion of major headquarters facility	

#### OTHER WORK EXPERIENCE

<i>Office Assistant</i> , Saint Louis University, St. Louis, MO	September 2013 – June 2015
<i>Dietary Aide</i> , Passavant Hospital, Jacksonville, IL	2010 – 2011; Summers 2011 – 2013

#### SELECTED ACTIVITIES & SERVICE

<i>Mosaic Ambassador</i> , St. Louis Mosaic Project	2014 – present
<i>Citizenship &amp; Literacy Tutor</i> , International Institute of Saint Louis	2015
<i>Peer Instructor</i> , University 101 class (freshman seminar during fall semester)	2014 – 2015
Student Activities Board	2013 – 2015
<i>Vice President of Administration</i> , 2014 – 2015	
<i>Assistant Vice President of Hospitality</i> , 2013 – 2014	
Alpha Phi Omega (service fraternity)	2013 – 2015
APO LEADS leadership development program, 2015	
Sturdy Oak Award for Excellence in Leadership (chapter level), 2015	
<i>Volunteer Tutor</i> , Youth Learning Center	2011 – 2015

## Founder's Scholar



**Marc Goldberg**  
Washington University in St. Louis

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### MARC GOLDBERG

42 Chelsea Drive • Livingston • NJ • 07039 • marc.goldberg@wustl.edu • 973-330-1750 • Skype: marc.goldberg20

#### EDUCATION

**WASHINGTON UNIVERSITY, OLIN BUSINESS SCHOOL**, St. Louis, MO **May 2016**

**Bachelor of Science in Business Administration**

**Major in Finance, Minors in Math and Computer Science**

Overall GPA: 3.76/4.0, Dean's List: Spring 2013-Fall 2014

**CHINESE UNIVERSITY IN HONG KONG**, Hong Kong, China **January 2015-May 2015**

Immersive cultural experience with exposure to local and international financial and real estate sector guided through classes, travel, and meetings with alumni, companies, and organizations

**NEWARK ACADEMY**, Livingston, NJ **May 2012**

#### INTERNSHIP EXPERIENCES

**HEDGEYE RISK MANAGEMENT**, *Research Intern*, Stamford, CT **June 2015-August 2015**

- Provided comprehensive qualitative and quantitative research support to Healthcare and Retail sector teams, undertaking full company analysis, presentation support and construction, valuation utilizing multiple techniques including DCF and comparables, and in-depth research on company and sector dynamics and factors
- Initiated research on four companies, presented proprietary research report on Teladoc (TDOC) to CEO and employees

**R. A. COHEN AND ASSOCIATES, INC.**, *Real Estate Intern*, New York, NY **June 2014-August 2014**

- Performed full analysis of a lease renewal in Brooklyn, NY - examined local real estate trends and considered several economic options: renewal, conversion to apartment, townhouse or commercial space, presented findings to CEO
- Helped oversee full management of a portfolio of 12 residential rental properties across Manhattan by marketing and renovating the vacant apartments, maintaining rented units and resolving building violations, and individual unit issues
- Attended meetings and followed the broad renovation of an apartment building, including restoration of the exterior, gut renovation of five units, and upkeep work on piping, boilers, and hallways

**WOODMONT PROPERTIES**, *Real Estate Intern*, Fairfield, NJ **June 2013-August 2013**

- Synthesized financial data gathered from research, projected rents and features to determine the appropriateness of current rents, and revised cash projections to maximize future revenue streams
- Presented research findings to the CEO and CIO, resulting in a reformulation of future acquisitions and financial forecasting
- Communicated and coordinated with property managers at three locations to minimize issues and expedite initiatives

#### STUDENT ORGANIZATIONS

**WASHINGTON UNIVERSITY TRADE**, *Co-Owner*, St. Louis, MO **April 2014-Present**

- Purchased an existing inefficient business and revamped it, creating a streamlined operation that for a fee acts as a broker connecting buyers and sellers of university meal plans
- Expedited major changes to improve the business, including new website, payment system, and marketing efforts, resulting in increased profitability and higher growth

**WASHINGTON UNIVERSITY REAL ESTATE CLUB**, *VP of Events*, St. Louis, MO **May 2013-Present**

- Select and coordinate speaker series, organize and arrange property tours, and facilitate alumni events in an effort to mentor and educate undergraduate business students

**CENTER FOR EXPERIENTIAL LEARNING PRACTICUM**, *Financial Services Team*, St. Louis, MO **Sept 2014-Dec 2014**

- Worked with US Bank Community Development Corp, the nation's most active tax credit investor, to analyze and improve the impact of their tax credit investments
- Utilizing data and statistical analysis, we isolated the impact, developed significant results, and presented findings and recommendations to CEO and other top executives for future strategy refinement

#### OTHER ORGANIZATIONS

**Hello World**, *Treasurer*: Teach the fundamentals of computer science through project based initiatives to business students

**Urban Land Institute (ULI)**, *member*: Attend local events and network with industry leaders to understand market and trends

**COMPUTER SKILLS**: FactSet, Argus, MatLab, Java, Word, Excel, PowerPoint

**OTHER SKILLS**: Training the Street (Corporate Valuation), Excel for Real Estate Analysis

**INTERESTS**: Golf, Poker, Marathons