

DAVID EISENMAN

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EDUCATION

University of California, Berkeley, Haas School of Business, Berkeley, CA May 2020
Master of Business Administration, Interdisciplinary Graduate Certificate in Real Estate

- Co-President, Berkeley Real Estate Club; Graduate Student Instructor, Real Estate Finance, Land Development and Investment
- Winning Team, 2019 UT Austin National Real Estate Challenge; Winning Team, 2019 NAIOP Golden Shovel Challenge
- ULI Chamberlin Graduate Student Fellow; Falik Family Fellowship; Bakar Fisher Center Policy Advisory Board Scholarship
- Graduated with honors (top 10% of MBA class)

Yale University, New Haven, CT May 2011
Bachelor of Arts

- Major in Political Science, Concentration in Urban Studies
- Graduated *cum laude*, with Distinction in Political Science major

EXPERIENCE

Build Inc., San Francisco, CA 2019
MBA Summer Associate, Acquisitions and Capital Markets

- Led legal due diligence and built new financial model from scratch for workforce housing debt vehicle that employs tax-exempt bonds to construct 80-120% AMI housing developments throughout the state of California
- Spearheaded three new strategic initiatives, including opportunity zone capital raises, business plan development for industrial site repositioning and mixed-income residential assets, and horizontal infrastructure work on master-planned projects
- Underwrote and presented go/no-go recommendations on potential acquisitions throughout the Bay Area
- Example Projects: India Basin (1200+ residential units, 14+ acre park, 250k+ sf commercial), One Oak (300-unit residential tower and public plaza), 1532 Harrison (130 residential units and commemorative open space)

Extell Development Company, New York, NY 2015-2018
Associate, Development

- Served as lead project manager for 104-unit mixed-income condominium project. Oversaw \$400M development budget, tracked return metrics and consultant contracts; managed LP relationship and closing of \$259M construction loan
- Underwrote 20+ potential acquisitions, including projected asset performance, project and equity-level returns, zoning and architectural massing studies, RFP response preparation, term sheet negotiation, and site due diligence
- Assembled cost tracking, created financial model, and projected cash flow for 40+ assets to solicit potential portfolio investment partners; designed presentation materials and reported company-wide return metrics
- Managed transaction structuring and entitlement strategy for 1M sf mixed-use development in Times Square

New York City Economic Development Corporation (EDC), New York, NY 2012-2015
Assistant Vice President, Senior Associate, Project Manager, Real Estate Transactions

- Advanced portfolio of 10+ real estate transactions on NYC-owned property representing over \$2B in public-private investment; supervised analysts and associates on project-by-project basis
- Crafted RFPs to market city assets for development; negotiated contracts of sale and leases with developers
- Performed financial analyses and strategic research to inform NYC Mayor's Office development policy
- Led census effort to identify underutilized city-owned sites across the five boroughs to be developed as affordable housing

Example Projects

- Essex Crossing Mixed-Use: Managed closing on sale of four city-owned sites for \$1.1B mixed-use development on Manhattan's Lower East Side containing 1000 residential units (500 permanently affordable), 760k sf commercial space (including new city-operated public market), and 15k sf open space
- Major League Soccer: Member of three-person team negotiating lease and development agreement with MLS and City Football Group to site and construct a \$400M, 25k-seat soccer-specific stadium
- Coney Island Amphitheater: Negotiated \$60M public-private partnership to fund the construction and operations of a park and amphitheater within a landmarked historic asset

City of New York, New York, NY 2011-2012
New York City Urban Fellow, Assistant to Commissioner of Small Business Services

- Selected as one of 20 post-undergraduate fellows out of nationwide applicant pool
- Interviewed 10+ local stakeholders to write and design New York City's first guide to merchant organizing
- Disseminated external communications (speechwriting, press releases, etc.) on NYC economic and workforce development programs for agency Commissioner

ADDITIONAL

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- ULI Affordable/Workforce Housing Product Council Member, ARGUS, Advanced Financial Modeling (Excel), ArcGIS
 - DC Native, Yale Drama Coalition (Co-President), Yale Glee Club, Advanced Latin, Hiking, Yoga, Travel