

# ANNE MCALLISTER SEWALL

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## EDUCATION

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### UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

#### *M.B.A., Full Time Program, Merit Scholarship Recipient*

June 2020

- *Leadership:* Peter Bren Distinguished Fellow in Real Estate, Anderson Career Training Coach, Real Estate Association Vice President of Education
- *Membership:* Interviewer - Admissions Corps, Women's Business Connection, Investment Finance Association
- *Competitions:* NAIOP SoCal Real Estate Challenge; UT Austin's Real Estate Case Competition: 2nd Place

### COLBY COLLEGE

Waterville, ME

#### *B.A., English, Fine Arts, Lunder Consortium Fellow*

May 2012

- *Internships:* Smithsonian Institution, Washington, D.C.; Christie's, New York; St. Paul's School, Concord, NH

### CATE SCHOOL

Carpinteria, CA

#### *Diploma*

May 2008

## PROFESSIONAL EXPERIENCE

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### Watt Investment Partners, *Investor-Developer of Office and Multifamily Commercial Real Estate*

Santa Monica, CA

#### *Acquisitions and Development Intern*

November 2019 - Present

- Underwrite development and acquisition opportunities in Los Angeles, San Diego, and Salt Lake City including financial analysis, legal review, and internal design
- Perform due diligence on deals of interest, review lease contracts, analyze city zoning laws, and build market comparables
- Design and create presentations for capital partners and investment committee providing qualitative and quantitative explanation of asset class and capex strategies

### Prologis, *Real Estate Investment Trust (NYSE:PLD)*

El Segundo, CA

#### *Capital Deployment MBA Associate*

June - November 2019

- Evaluated and underwrote real estate assets and value-add investments in the Southwest region
- Completed Investment Committee memorandum for acquisition of ~120,000 SF in Phoenix; acquisition and development of 1.6 MSF in Las Vegas; two value add acquisitions in Orange County; and approval of continued funding of a ground sublease for ~600,000 SF in the City of Los Angeles
- Managed development site currently seeking entitlement in Gardena including clean-up of homeless encampment and interfacing with community stakeholders, and was subsequently made a member of the Gardena Planning & Land Use Committee based on contribution to the site
- Wrote Los Angeles Infill Strategy memorandum for the Americas Investment Committee outlining market demand drivers for Last Touch assets and investment plan for acquiring infill assets in the next 5 years

### Kohn Pedersen Fox Architects

New York, NY

#### *External Relations Manager*

August 2015 – July 2018

- Led team of two direct reports on all publicity and press efforts for 6 global offices in 5 countries, and presented publicity figures, analysis, and strategy to firm's international bi-annual leadership summit
- Negotiated crediting agreements and served as liaison between architects and developers for major projects including the \$20B Hudson Yards project, \$3B One Vanderbilt tower, and \$3.4B Lotte World Tower
- Compiled, wrote, and designed winning proposal and publicity guidelines for \$10B Changi Terminal 5 Airport in Singapore - the firm's largest commissioned project in over a decade

### Robert A.M. Stern Architects

New York, NY

#### *Marketing Coordinator*

August 2012 - July 2015

- Wrote proposals for architectural services for international and domestic building projects winning commissions for 15 professional schools, 5 dormitories, 3 master plans, and a courthouse
- Performed cost benefit analysis for high-profile institutional project leads to ensure profitability
- Researched new project leads and reported findings to firm leadership

### NYC Juniors Volleyball Club

New York, NY

#### *14s Coach & Operations and Fundraising Lead (Volunteer Based)*

November 2012 - July 2018

## ADDITIONAL

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- *Program Proficiencies:* ARGUS; Microsoft Office Excel, PowerPoint; Adobe InDesign and Photoshop
- *Youth Outreach:* Riordan Scholars Mentor; Cate School and Colby College Alumni Interviewer
- *Interests:* Volleyball (captain of college team) German Wirehaired Pointers; Valentines