

2012-2013 Fund Managers

Tripp Bailey

Fund Manager

Tripp is a class of 2013 MBA student concentrating in Real Estate and Corporate Finance. This past summer, Tripp was a Summer Associate within Eastdil Secured's Real Estate Investment Banking Group. Prior to attending Kenan-Flagler, he spent three years in the Pre-Construction Services Department at Clark Construction Group. Tripp's responsibilities included negotiating and closing subcontract agreements, managing the estimating process on competitive bids, and developing construction budgets. While at Clark, Tripp led the estimating team on successful bids totaling \$650 million and procured over \$75 million in subcontracted work. Tripp has a Bachelor of Science degree with a major in Business Administration and Accounting from Washington and Lee University.

Eric Blancett

Fund Manager

Eric is a class of 2013 MBA student concentrating in Real Estate and Corporate Finance. This past summer, Eric interned at Crescent Resources in the Multifamily Development Group, where he prepared investment books to source debt and equity for new deals, underwrote and analyzed potential site acquisitions, and gained valuable exposure to the construction management process. Prior to UNC Kenan-Flagler, Eric spent five years with Bank of America Merrill Lynch in Charlotte, NC, and Atlanta, GA. After completing the Credit Analyst Training Program in the Commercial Real Estate Banking group in 2008, Eric was promoted to a Portfolio Management Officer in the Homebuilder Division, where he was responsible for the ongoing credit and collateral analysis of a portfolio of loans in excess of \$200M. Eric graduated in 2006 from Davidson College, where he played basketball and earned a Bachelor of Science in Mathematics and Economics.

Yuri Blazar

Fund Manager

Yuri is a class of 2013 MBA student concentrating in Real Estate, Finance, and Entrepreneurship. During the summer between his 1st and 2nd year of MBA studies, Yuri interned for Foxhall Partners, a boutique real estate investor focused on opportunities in Washington, DC and Charleston, SC. While at Foxhall, Yuri underwrote several multifamily, mixed-use, and hospitality deals valued between \$1M and \$100M, assisted in the entitlement of a \$100M proposed hotel development, and interfaced with local brokers and property owners to source potential opportunities. Prior to attending Kenan-Flagler, Yuri spent five years at the Washington, DC office of Boston Properties as a Construction Manager. Yuri's responsibilities included negotiating contracts, ensuring contractor performance, maintaining schedule, and preserving construction budgets. While at BP, Yuri oversaw projects valued between \$20M to over \$400M. Prior to joining BP, Yuri worked for two years as a Project Manager for the Greenwich Mills, LLC, a regional developer of historic properties located in Rhode Island. During his two years at the company, Yuri managed the \$2M redevelopment and repositioning of an historic industrial complex. Yuri has a Bachelor of Arts from the University of Virginia.

Josh Cooke

Fund Manager

Josh is a Class of 2013 MBA student concentrating in Real Estate and Entrepreneurship. Josh completed his summer internship within the Portfolio Management and Development groups at USAA Real Estate Company in San Antonio, TX where he participated in office asset positioning strategies and conducted financial analyses for approximately \$1.3 billion in real estate development opportunities. Prior to attending UNC's Kenan-Flagler Business School, Josh spent seven years at TIAA-CREF in Charlotte, NC. Since 2006, he worked as a financial analyst within the Real Estate Reporting and Accounting group with a focus on SEC reporting and fund administration for the TIAA Real Estate Account, an open ended real estate separate account that focused on both direct and joint venture ownership of real estate assets. Prior to 2006, he was a financial analyst within the Corporate Controller's group at TIAA-CREF and at Banc of America Securities. Josh graduated Cum Laude from Bethany College with a Bachelor of Arts degree in Economics.

Jacob Fortune-Greeley**Fund Manager**

Jacob is a class of 2013 MBA student concentrating in Real Estate and Finance. Jacob worked in office and industrial acquisitions as a summer associate for Cole Capital Investments in Phoenix, AZ where he performed the financial and qualitative acquisitions analysis for \$1.2 billion of proposed investments. Prior to business school, Jacob worked in the Raleigh/Durham at Trinity Partners, a full service commercial real estate firm with a real estate investment fund arm. Jacob specialized in office brokerage, leasing suburban office buildings in Raleigh/Durham for five different owners as well as being personally involved in 2 development projects in Durham. In total, he completed over 60 lease transactions and was Trinity's top producer in the Raleigh-Durham office during his last 2 years. Jacob's expertise includes lease negotiation, deal sourcing and execution, property strategy, and market analysis. Prior to his career in commercial real estate, Jacob worked for a management consulting firm in New York City for three years. Jacob has a Bachelor of Arts degree with a major in Finance from the University of Notre Dame.

Grant Marley**Associate**

Grant is a class of 2013 Bachelor of Science in Business Administration and Political Science major concentrating in Real Estate and Finance. His interest in real estate originated from a family friend in the development business in Washington, DC. He has taken classes in real estate development and will be ARGUS-DCF certified in January 2012. The MBA Peer Mentor program at Kenan-Flagler has exposed Grant to real estate professionals at the MBA level. Grant hopes to intern in a real estate field this upcoming summer and is looking to work in the real estate industry full time upon graduation.

Kirk Mobley**Fund Manager**

Kirk is a class of 2013 MBA student concentrating in Real Estate and Corporate Finance. Kirk interned at Blue Heron Asset Management in Chapel Hill where he underwrote potential investments, evaluated investment strategies for existing assets, and created a fund-level financial model. Kirk was also responsible for summer management of the KFBSF real estate investment funds. Prior to graduate school at Kenan-Flagler, he spent eight years as a credit and real estate analyst with commercial real estate lending and mortgage banking firms. Most recently, Kirk worked in the San Francisco office of Prudential Mortgage Capital where his primary responsibilities included structuring and underwriting debt on multifamily real estate nationwide. During his career, Kirk has underwritten debt transactions with a cumulative loan value in excess of \$900 million. Kirk is a U.S. Department of Housing and Urban Development Multifamily Accelerated Processing (MAP) approved underwriter. In addition to credit analysis and underwriting, Kirk's experience includes loan portfolio monitoring and asset management. Kirk attended the University of Virginia where he received a Bachelor of Arts in Economics.

Joseph S. Parsons, CFA**Fund Manager**

Joseph is a class of 2013 MBA student concentrating in Real Estate and Corporate Finance. Joseph worked for USAA Real Estate Company in San Antonio, TX where he performed financial analyses for over \$1.1 billion of prospective investment opportunities across all property types. Prior to attending Kenan-Flagler, Joseph spent three years at the State Teachers Retirement System of Ohio ("STRS"), within its Direct Real Estate Group. Joseph's responsibilities included asset management, underwriting, due diligence and closing. While at STRS, Joseph acquired and disposed of over \$310 million of office, multifamily and retail assets. Prior to joining STRS, Joseph worked for three years in KeyBank's Real Estate Private Equity Group where he was responsible for underwriting and closing mezzanine and equity investments. During his three years, Joseph acquired over \$100 million of multifamily, retail and office properties. He is a licensed real estate salesperson in Ohio and earned his CFA designation in 2008. Joseph has a Bachelor of Business Administration from Ohio University.

Drew Spears**Fund Manager**

Drew is a 2013 MBA student concentrating in Real Estate and Corporate Finance. Over the previous summer, Drew worked as an investment banking summer associate in the Financial Institutions Group at Bank of America Merrill Lynch. Prior to business school, Drew spent five years as an associate at Pope & Land Enterprises, a commercial real estate sponsor and operator based in Atlanta, GA. While at Pope & Land, Drew was focused on creating financial analysis for both acquisitions/development and asset management purposes. He has additional experience in zoning and construction management. Drew has completed all three levels of the CFA (charter pending) and is Argus Certified. Drew graduated from UNC-Chapel Hill in 2006.