

# BENJAMIN A. SPIRITOS

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

*Master of Business Administration Candidate; Major in Finance and Real Estate*

2019 - 2021

- GMAT: 750 (98<sup>th</sup> percentile)
- Leadership: Wharton Real Estate Club – Co-President
- Awards: Robert E. Linneman Memorial Fellowship
- Membership: Rugby, Hockey, Ski & Snowboard, Entrepreneurship through Acquisition, and Food Clubs

### DARTMOUTH COLLEGE

Hanover, NH

*Bachelor of Arts in Economics*

2011 - 2015

- Membership: Varsity Football – Two-year starter and four-year member; Real Estate Club – Founder and President; Hillel
- Awards: Capital One Academic All-District I Football Team; National Football Foundation Hampshire Honor Society

## EXPERIENCE

### BAIN CAPITAL REAL ESTATE

Boston, MA

Summer Vice President

Summer 2020

- Led underwriting and investment committee preparation for \$22MM medical office acquisition in San Angelo, TX
- Analyzed and presented \$75MM cold storage spec development in Dallas, TX along with comparisons to value-add strategy
- Studied potential impact of telehealth on medical office strategy and recommended new guidelines for future investments
- Performed market analysis on a new cold storage investment strategy related to changes in online grocery and food demand

### PROFIMEX

Tel Aviv, Israel

Pre-MBA Real Estate Summer Associate

Summer 2019

- Analyzed and presented \$60MM value-add class B multifamily co-investment in Tampa, FL to Investment Committee
- Performed due diligence on potential U.S. and European co-investment partners for co-GP joint venture agreements
- Underwrote investment in \$400MM workforce housing fund and prepared materials for fundraising in Israel
- Conducted market studies for potential manufactured housing and mature co-living investments

### JBG SMITH PROPERTIES

Washington, DC

Senior Development Analyst

2017 - 2019

Development Analyst

2015 - 2017

- Managed eight active development projects representing approximately \$1.5B of current and future investment in various mixed-use developments across entire Washington, D.C. metro area. Projects included:
  - **Central Place**
    - Oversaw construction, leasing, and property management teams of 30+ people to completion, acceptance, and turnover of 377 apartment units and 40K square feet of retail resulting in unprecedented lease-up in one year
    - Led change order and closeout negotiation with general contractor for \$355MM office and retail development project
    - Maintained \$550MM budget throughout development process with final projected savings of \$3MM
  - **Potomac Yard Landbay F**
    - Orchestrated 7.5MM square foot master plan entitlement effort with architects, zoning counsel, civil engineer, and City of Alexandria to obtain necessary approvals to begin first phase of development
    - Built financial model for \$500MM development to justify investor approval of \$4MM design and entitlement budget
- Awarded Senior Development Analyst promotion 6 months early
- Coordinated with various teams to assemble materials and information for Amazon's RFP for its second headquarters
- Worked with Chief Development Officer to evaluate staffing and development fee revenue projections for 60+ employee development group, leading to re-staffing and optimization of project teams
- Represented firm and NAIOP Northern Virginia on residential parking ratio working group. Reduced minimum required parking ratios to as low as .2 spaces/unit, saving future projects up to \$30MM-\$40MM of construction costs

## ADDITIONAL INFORMATION

- **Interests:** International travel (31 countries and counting), cooking, skiing, golf, mass timber construction, farming
- **Involvement:** Board Member, Best Buddies Maryland; NAIOP Northern Virginia; Urban Land Institute
- **Skills:** Microsoft Excel, ARGUS, Microsoft Office, Microsoft PowerPoint, Yardi