

JAMIE ETKIND GOLDBERG

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Real Estate

2019-2021

- Awarded a Wharton Lauder Endowed Fellowship (\$100K merit scholarship) | **GMAT**: 750
- **Campus Activities**: Member of Wharton's Real Estate Club (VP of Real Estate Tech), Penn Women in Real Estate, Wharton Women in Business, Ski Club, Tennis Club, Return on Equality, and Storytellers

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelor of Arts in Urban Studies, Minor in Urban Real Estate and Development and in French Studies

2010-2014

- GPA: 3.95/4.00; *summa cum laude*
- **Campus Activities**: Ask Big Questions Fellowship, Meor Maimonides Leaders Fellowship, Sigma Delta Tau sorority, College Access & Career Readiness Program Mentor, and Penn Reading Initiative Tutor

EXPERIENCE

STEALH VENTURE LED BY FORMER DEPUTY MAYOR OF NYC

New York, NY

Strategy Consultant

April 2019-July 2019

- Evaluated opportunity for new venture after Deputy Mayor Alicia Glen's retirement from public service in spring 2019
- Led market and financial due diligence to develop business strategy and execution plan
- Developed partnership strategy and collaborated with likely partners from inception through advanced discussions

NEW YORK CITY ECONOMIC DEVELOPMENT CORPORATION ("EDC")

New York, NY

Senior Project Manager, Strategy Team

July 2017-March 2019

- Member of 10-person team tasked with delivering objective, data-driven economic development strategies for New York City and facilitating decision-making for EDC and for City Hall
- Conducted a study on the implications of blockchain technology for key NYC industries and recommended actions to strengthen NYC's blockchain industry, resulting in EDC's leadership role in developing Blockchain Week NYC, an eight-day event showcasing NYC as a rising hub for blockchain jobs and innovation
- Advised City Hall and EDC President on impact of autonomous vehicle technology as part of a long-term planning effort to manage implications for NYC workforce
- Assessed demand for planned City-funded fashion manufacturing hub in Sunset Park, Brooklyn; developed a tenancing strategy focused on policy and financial outcomes and identified key building design features
- Spearheaded effort to raise private capital to renovate EDC's industrial assets; led several workstreams including coordinating internal due diligence across several departments and developing investment thesis

GOLDMAN SACHS

New York, NY

Analyst, Urban Investment Group ("UIG")

Summer 2013; July 2014-July 2017

- Underwrote investments in domestic urban markets for impact investing team that invests Goldman Sachs' capital
- Voted 2016 *UIG-er of the Year* by peers and senior leadership for team contributions and deal accomplishments
- Built investment case for \$500mm of investments in Essex Crossing, a mixed-use, mixed-income redevelopment project on NYC's Lower East Side; at the time was UIG's largest exposure on a single project
- Structured and underwrote UIG's \$25mm purchase of the nation's first environmental impact bond (issued by DC Water); selected by *The Bond Buyer* as 2016 Deal of the Year for Non-Traditional Financing
- Managed UIG's \$8mm social impact bond financing of Roca intervention to reduce recidivism of at-risk young men
- Performed retained value analysis of two business lines for private solar company prior to Series B financing; resulted in conversion of UIG's \$9mm convertible loan into preferred equity position in PosiGen, Inc.
- Developed financial model and performed market diligence for UIG's \$18mm equity investment prior to construction closing in Alvista Apartments, a 380-unit mixed-income development in Jamaica, Queens

ADDITIONAL INFORMATION

- **Interests**: Historical Fiction, Homemade Hot Sauce, Loose-leaf Teas, Jewish History and Japan Travel
- **Positions**: Chair of United Neighborhood Houses Associate Board for FY19, 2018 NYU Wagner Fellowship for Emerging Leaders in Public Service, 2017-2019 member of Meor Manhattan Advisory Board