

BRIAN P. FULGINITI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

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

2020-2022

- **Academics:** GMAT: 760 (99th percentile)
- **Leadership:** Wharton Real Estate Club (*VP*), Wharton Travel & Hospitality Club (*VP*), Wharton Sports Business Club (*Director*), GUIDE (*Mentor to Wharton Undergraduates*)

PRINCETON UNIVERSITY

Princeton, NJ

Bachelor of Science in Engineering, Major in Operations Research & Financial Engineering

2011-2015

- **Academics:** Graduated with Honors | Departmental GPA: 3.8/4.0 | Minors: Finance, Engineering & Management Systems
- **Leadership:** Princeton Sports Industry Club (*Co-Founder & President*), Chi Phi Fraternity (*President*)
- **Other Activities:** Men's Varsity Sprint Football (*Walk-On*), Princeton Peer Tutoring Program (*Peer Tutor*)

EXPERIENCE

LORD FISHER CAPITAL

Mountainside, NJ

Vice President & Head of Acquisitions

2020-Present

- Lead the acquisition and disposition efforts for a start-up commercial real estate investment company with ~\$40M in AUM

Select Transaction Experience

3 Giralda Farms | Office | 141,000 SF

- Managed all aspects of the acquisition process of the former Quest Diagnostics headquarters in Madison, NJ, including sourcing, underwriting, business plan formation, bidding, LOI and PSA negotiation, due diligence, and closing

950 Peninsula Corporate Center | Office | ~50,000 SF

- Assisted in the sale of the company's first office investment, resulting in a ~48% levered IRR and ~3.0x equity multiple

CERBERUS CAPITAL MANAGEMENT

New York, NY

Associate, Real Estate Private Equity

2017-2019

- Evaluated potential opportunistic investments at property, portfolio, and platform levels across traditional real estate sectors (office, hotel, apartment) and specialized sectors (timeshare, land, senior housing, skilled nursing, real estate technology)
- Constructed underwriting models and created investment presentations for deal teams
- Maintained asset management models, produced quarterly reporting materials for investors, and actively interacted with management teams and operating partners to monitor business plan progress and ensure projects remained on schedule

Select Transaction Experience

Ponte Vista | Land | \$200+ Million

- Executed the underwriting model and prepared investment committee presentations for the acquisition of the largest entitled residential land parcel in Los Angeles County (~700 homes and totaling over 60 acres)

Exploria Resorts | Timeshare Platform | \$150+ Million

- Coordinated diligence, investment analysis, and investment committee evaluation for the successful acquisition of a timeshare company consisting of ~1,400 timeshare units across 9 different resorts and comprising ~63,000 members
- Created a pro forma corporate model to integrate existing timeshare investment and to analyze potential add-on investments
- Assessed strategic operating initiatives to drive growth following underperformance in Year 1 and oversaw the execution of a \$10 million value-add capital infusion into the business to fund these accretive projects

LAZARD

New York, NY

Investment Banking Analyst, Real Estate, Gaming & Lodging

2015-2017

- Performed financial analysis for buy-side and sell-side M&A within the real estate space, covering REITs and operators
- Valued companies and portfolios using leveraged buy-out, IRR, discounted cash flow, and net asset value analyses

Select Transaction Experience

Phillips Edison Grocery Center REIT I | Grocery-Anchored Retail | \$1.0+ Billion Acquisition Advisory

- Conducted valuation analyses and prepared investment meeting materials to advise Phillips Edison Grocery Center REIT I on its \$1.0+ billion internalization of its independently owned and operated property management entity

ADDITIONAL INFORMATION

- **Skills:** Microsoft Excel, Microsoft PowerPoint, Argus DCF, Argus Enterprise
- **Interests:** Golf, tutoring, sports analytics, Philadelphia sports, Bucks County Association for the Blind (*Volunteer*)