

# STEVEN GURNEY-GOLDMAN

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA  
2020-2022

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

- GMAT Score: 730
- Board Member of Wharton Real Estate Club and the Wharton Family Business Club
- Relevant Course Work: Corporate Finance, Real Estate Disruptions

### VANDERBILT UNIVERSITY

Nashville, TN  
2009-2013

*Bachelor of Arts; Major in Political Science, Minors in Sociology & Philosophy*

- Relevant Coursework: General Logic, Math and Games, American Law

## EXPERIENCE

### SOLIL MANAGEMENT

New York, NY  
2015-2020

#### Executive Vice-President

- Supervised ten property managers and six leasing agents; the agents collectively operate 12,500,000 square feet of real estate
- Negotiated and structured long-term leasing solutions, over 1,000 to date, through constructive negotiation and deal-making which was mutually beneficial to tenant, ownership and broader community, resulting in hundreds of millions of dollars in value for the company
- Represented Solil Management at World Trade Center Quarterly Ownership Meetings and worked with major stakeholders, such as Port Authority of NY/ NJ, to rehabilitate and reinvigorate Lower Manhattan's commercial and residential communities
- Led development of 60,000+ square foot ground-up office and community facility in Chelsea, managing a team of over 20 creatives including architects, engineers and interior designers
- Oversaw a three-person acquisition team using financial modeling to analyze investments; spearheaded purchase of three new mixed-use properties in Manhattan
- Liaised with senior tax professionals to discuss and advise on long-and-short term state and federal tax strategies; led effort to correctly capitalize expenditures, resulting in multi-million-dollar savings for the company

### EXTELL DEVELOPMENT COMPANY

New York, NY  
2015

#### Real Estate Development Analyst

- Analyzed performance of hundreds of prospective hotel acquisitions. Advised on potential acquisition targets for the firm
- Collaborated with dozens of local leaders, community boards and stakeholders to develop an inclusionary affordable housing project resulting in a dozen affordable housing units for formerly homeless families in Harlem
- Prepared monthly reports for investors and debt memorandums for prospective lenders

### SOLIL MANAGEMENT

#### Commercial Leasing Associate & Property Manager

2013-2014

- Brokered 72 new commercial leases in 2014 (the most in our firm's history) with rents totaling over \$160M
- Negotiated hundreds of renewals for existing tenants and co-managed a portfolio of over 1,000 commercial spaces
- Oversaw maintenance of 15 buildings with 600 residents, including supervising 20 building staff members
- Cleared thousands of NYC Department of Housing Preservation violations for company

## ADDITIONAL INFORMATION

- *J.W. Mays, Inc., Board of Directors (2017 - Present):* JW Mays (NASDAQ: MAYS) is a real estate company based in Brooklyn, NY; youngest member ever appointed to board; also serve Audit Committee and Investment Advisory Committee
- *Jamaica Avenue Business Improvement District, Board Member (2017 – 2018):* Supported various initiatives to improve foot traffic for small businesses and local retailers; met with local police and community members to improve safety along retail corridor
- *Interests:* Poker, Skiing, Tennis, Strategic Board Games