

JULIUS VENUTI

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PROFESSIONAL SUMMARY

Passionate about the progressive development of American cities and experienced working in, and with, start-up companies, municipal planning agencies, non-profit development corporations, and private real estate developers. Experienced in using Microsoft Excel and ArcGIS to analyze zoning code/policy, demographic/economic data, and create financial models for real estate development proposals and investment analysis.

EDUCATION

University of Pennsylvania Philadelphia, PA

Master of City Planning (M.S.) | Expected May 2023

Certificate in *Real Estate Design & Development* (Issued by The Wharton School and The Weitzman School)

Concentration: Public-Private Development | Selected Coursework: *Property Development, Real Estate Investments, Quantitative Planning Methods, Progressive Development, Design & Development, Corporate Finance.*

Weitzman School Real Estate Club Board Member & Wharton School Zell/Lurie Real Estate Center Member

New York University New York, NY

Metropolitan Studies with Honors (B.A.) | May 2020

Minor: Environmental Studies | Concentration: Sustainable Urban Development

Study Abroad: NYU Washington D.C. (2016 – 2017); NYU Madrid, Spain (Fall 2018) | Cum Laude.

Thesis: *The Sustainable Development of American Metropolitan Areas – The Øresund Example*

SKILLS & ABILITIES

Hard Skills: Microsoft Suite (Excel, PowerPoint, Word, Outlook), Underwriting (i.e., Pro Forms, Pencil-outs, Financing Plans), Accounting (Balance sheets and income/cash flow statements), ESRI ArcGIS (Pro, Business Analyst, Urban), Google Suite, Adobe Creative Suite (Photoshop, Illustrator, InDesign.), R, SketchUp, Argus Enterprise, Grant Writing.

Languages: English (Native Fluency), Spanish (Professional Working Proficiency), Italian (Elementary Proficiency)

EXPERIENCE

Master of City Planning Candidate

August 2021 – Present

University of Pennsylvania

Philadelphia, PA

- Created GIS analysis reports of the impact of Pennsylvania's 2018 congressional re-districting and a projection model of potential new property acquisitions for the Pennsylvania Horticultural Society's Community Garden program.
- Developed a neighborhood report on Northern Liberties, PA. Analyzed population, economic, and housing trends and projected growth using forecast models and ACS data.
- Collaborated with 3 other MCP and MBA students in the pro forma analysis and conceptual creation of a \$500M mixed-use development proposal on South Broad Street in Hawthorne, Philadelphia and a \$301M mixed-use development proposal in Center City, Philadelphia.
- Collaborated with 4 other design students on a \$1.77B mixed-use/income master plan proposal for the re-development of 17 city blocks in Oakland, CA as a submission for the 2022 ULI Hines Student Competition.

Graduate Research Analyst

August 2021 – Present

The Lindy Institute for Urban Innovation | Nowak Metro Finance Lab

Philadelphia, PA

- Directly supported the Managing Director in consulting The Enterprise Center's Westbound Market Street study. Aggregated data and analyzed West Philadelphia's demography, small businesses, and real estate.
- Consulted the Kensington Corridor Trust's land acquisition initiative through an analysis of the Philadelphia neighborhoods of Kensington, Harrowgate, Port Richmond, and Fishtown. Analyzed the area's housing market, demography, crime, and construction/development activity.

- Consulting The Aspen Institute on an investment playbook for Latino small businesses in 6 US MSA's (Phoenix, San Bernardino, Miami, San Antonio, El Paso, and Chicago). Aggregating ACS, CRA, SBA , and CDFI data for each MSA, creating location quotients using the US as a reference, and developing employment forecasts for 2030.

LNPk Innovation Zone Developer

August 2020 – July 2021

Ecolibrium3 (AmeriCorps VISTA)

Duluth, MN

- Led the development of a project addressing decay in the Lincoln Park neighborhood of Duluth, with support from the CEO, by organizing the existing local business group and incoming businesses interested in Lincoln Park. Developed plans with the city to rehabilitate a cluster of 7 condemned commercial and residential properties using Community Development Block Grant (CDBG) funding.
- Wrote 2, assisted with 1, grant proposal(s) for the MnDNR and the River Network to fund community education and engagement projects in the Lake Superior coastal region - secured \$10k from the MnDNR and \$6k from the River Network.
- Co-led a team of 3 in the creation of a community development toolkit - intended to be used by local community organizations, contractors, and real estate developers in the equitable rehabilitation of dilapidated properties and the construction of new buildings.
- Sat on an advisory committee organized by Duluth LISC that created a development scorecard to guide Opportunity Zone investment in the Duluth area.

Business Development Intern

January 2020 – May 2020

Scanifly

Brooklyn, NY

- Conducted market research and developed a nuanced analysis of market dynamics, key players, and relevant trends.
- Strategized a new business model to assist the company in maximizing the company's comparative advantages, sales potential, and profitability.
- Analyzed various pricing strategies to help the company adjust its pricing, while maintaining its growth forecast and without sacrificing its customer base.

Planning Intern

January 2019 – May 2019

NYC Department of City Planning

New York, NY

- Planned and implemented 2 projects with transportation planners that have contributed to the decrease in for-hire vehicle usage in New York City by creating sustainable transportation options for commuters in the outer boroughs (i.e., bike lanes and bike share accessibility).
- Modeled 2018 - 2019 MTA bus ridership data for routes in Queens and Brooklyn using Microsoft Excel.
- Mapped parking violations in residential developments built after 2007 in the agency's GIS database.

HONORS & AWARDS

New York University *Metropolitan Studies Program Prize*

May 2020

New York University (College of Arts and Science) *Hirschfeld Family Research Scholar*

November 2019

New York University – Shanghai, China (Leadership Initiative) *Urban Sustainability Delegate*

May 2018

New York University (Liberal Studies) *Dean's Circle Scholar*

August 2017

New York University (Washington D.C.) *Director's Award*

December 2016