

DREW GOLDSMITH

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PROFESSIONAL EXPERIENCE

The Olnick Organization

New York, NY

Vice President, Head of Acquisitions & Development

2018 – Present

- Developed and executed investment strategy to deploy \$350M of equity into commercial real estate across the Northeastern US
- Closed first acquisition since 2001, a \$107M, opportunistic redevelopment in New York City
- Sourced \$20M off-market acquisition by identifying distressed note nearing maturity and engaging in negotiations with owner
- Developed and oversaw \$38M rehabilitation project; hired and managed all contractors, architects, engineers, and consultants
- Spearheaded rezoning efforts of a NYC superblock to permit an additional 1.6M SF of density, a project stalled since 2004
- Established partnerships with public/private constituencies to generate support for highly contentious entitlement process
- Initiated plan to monetize a parcel of land that sat vacant since 1977 by rezoning it to an economically feasible use
- Devised strategy to preserve value of 1,400 rent-stabilized apartments following implementation of onerous rent legislation
- Drove transition to new management software to improve operational efficiency, transparency, and cross-department collaboration, resulting in a 35% drop in turnover cost, 2% drop in vacancy, and vastly better-informed decision making
- Negotiated and closed six mortgages totaling \$345M secured by office, retail, multifamily, and hospitality assets
- Preserved \$4.2M annually and avoided breach of loan covenants by restructuring 22 leases during COVID-19
- Recruited, trained, and managed junior investment team members
- Youngest department head at the company

LeFrak

New York, NY

Associate, Acquisitions & Capital Markets

2015 – 2018

Senior Analyst, Acquisitions & Capital Markets

2015 – 2016

- Underwrote over \$5B of acquisition opportunities across all major asset classes in US gateway markets
- Executed closing of 12 acquisitions and dispositions totaling over \$770M
- Influenced ownership of novel investment thesis into unfamiliar submarket of Seattle and sourced first \$141M acquisition
- Saved \$4.4M in capital gains tax by executing \$118M hotel acquisition and conversion through a build-to-suit 1031 exchange
- Secured financing and negotiated loan documents of 49 mortgages totaling \$1.1B
- Designed profitable hedging strategies to mitigate interest rate risk through use of swaptions and forward caps
- Oversaw capital budgeting process, sell/hold decisions, and operational approvals of Kennedy Wilson JV portfolio
- Built financial model used by JV and State agency in a renegotiation of a ground lease valued at \$8.4B

Wells Fargo

New York, NY

Analyst, Real Estate Capital Markets

2014 – 2015

- Integrally involved in sourcing, underwriting, structuring, and closing CMBS loans secured by all asset classes across the US
- Led production of credit memorandums to detail loan strengths, key risks and mitigants, sponsor analysis, and property attributes
- Justified underwriting metrics to senior credit officers, rating agencies, bond investors, and mezzanine lenders

J.P. Morgan Chase

New York, NY

Analyst, Real Estate Banking

2012 – 2014

- Sole analyst in a class of eight to generate new, repeat business for bank
- Evaluated over 500 loan requests totaling more than \$2B in requested proceeds; closed 64 transactions

ACTIVITIES

Children of Promise – Executive Board Director, Mentor

2015 – Present

- Youngest director ever elected to Board after serving three years on Young Professional Council
- 2019 Recipient of Champion Supporter Award for exceptional support and service, fundraising more than \$100K
- Ongoing mentorship to child of formerly incarcerated mother and absent father

Real Estate Golf Benefit – Founder & Host

2015 – Present

- Annual fundraiser for Children of Promise, attracting 100+ real estate professionals

Kings of New York Award

2020

- Honored for making a positive impact in community and workplace through work with non-profits organizations

EDUCATION

The Wharton School, University of Pennsylvania

Philadelphia, PA

Master of Business Administration Candidate

August 2022

- GMAT: 710

University of Washington, Foster School of Business

Seattle, WA

Bachelor of Arts, Finance

2008 – 2012

- Founded car detailing business that generated \$35K in revenue and employed two direct reports
- Maintained employment all four years to offset tuition cost