

TED DEMIRIS

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EDUCATION

UNIVERSITY OF PENNSYLVANIA – The Wharton School

Masters in Business Administration: Real Estate and Finance

- GMAT: 740 8IR/6AWA – Expected graduation from Full-Time MBA in May 2024
- Team Lead: 2022 UT Austin Real Estate Case Competition
- Member of Real Estate (Board Member), PE/VC, Finance, Veterans and Golf Clubs

Philadelphia, PA
August 2022 - Present

UNITED STATES NAVAL ACADEMY

B.S. in Mechanical Engineering (with Distinction): GPA 3.77/4.00

- NCAA Division 1 Varsity Lacrosse: Patriot League Academic Honor Roll 2013-2016
- VT-NA (Flying Club) President: Organized flight training, helping 28 peers earn their private pilot's license

Annapolis, MD
July 2012 – May 2016

EXPERIENCE

THE BLACKSTONE GROUP – Real Estate Acquisitions

Summer Associate

- Completed Blackstone's real estate associate training program focused on developing the fundamentals of advanced financial modeling and due diligence across multi-family, industrial, hospitality, gaming, retail, and office asset classes

New York, NY
May 2022 – August 2022

Selected Transaction Experience

- \$215mm synthetically leveraged acquisition of 345k sqft industrial asset – led the underwriting and due diligence for Blackstone Insurance Services all-equity investment in a long lease industrial asset with a strong credit rated tenant
- Potential \$8.4b take-private of industrial REIT – Prepared total enterprise value underwriting, acquisition feasibility, and market analysis of 49.8mm sqft sunbelt focused industrial portfolio
- Potential Joint Venture in \$19.1b take-private of single-family rental REIT – Completed DCF analysis and drafted investment presentation for US based Single-Family Rental REIT with industry leading built-for-rent platform

INVESTMENT PROFESSIONAL – Real Estate

Chesapeake Development LLC

- Founded real estate investment LLC focused on thesis of long-term and short-term rental growth within coastal markets; targeted single-family rentals and multi-family assets within selected markets
- Sourced, underwrote, and acquired \$1.4mm, 12-unit multi-family asset, creatively financed through a combination of seller-carried note, and commercial mortgage; actively redeveloping into short-term rental, target 19% levered-CoC / 27.4% IRR
- Utilized VA loan to acquire first property with 100% leverage, at terms supporting \$9.6k/yr cash flow after debt service; grew portfolio to 16 total units valued at \$2.4mm through subsequent refinancing and equity lines of credit to fund acquisitions

Virginia Beach, VA / Charleston, SC

September 2016 – Present

UNITED STATES NAVY – Nuclear Submarine Officer

Officer of The Deck USS North Carolina (SSN 777)

- Commanded 40-person team spanning 9 divisions while in charge of all submarine operations at sea during a Western Pacific deployment, which included 3 Top-Secret missions requiring Presidential-level approval
- Earned Navy Commendation Medal for tactical expertise and mentorship of peers, resulting in 8 junior officers earning their submarine warfare qualification and multiple enlisted sailors selected into the Seaman to Admiral commissioning program
- Ranked #1 of 12 Junior Officers onboard by Commanding Officer and crew for superior tactical performance and leadership

Pearl Harbor, HI / Virginia Beach, VA

July 2019 – April 2022

Assistant Engineer Officer *Certified Nuclear Engineer by Dept of Energy*

- Restored ships Quality Assurance Program from below fleet standards to above fleet average through improved training, maintenance practices, and record management; achieved highest rating in program history when assessed by external audit
- Hand selected by Commanding Officer as 2nd in command of Engineering Department; developed progressive training program that led to increased performance across all evaluated areas on ship's biannual safeguards audit
- Received recognition from the Director of Naval Nuclear Propulsion Program (4-Star Admiral) for superior performance on all technical exams for the Nuclear Engineering Officer certification, an award presented to top 5% of officer candidates

June 2018 – March 2021

ADDITIONAL

- Certified Private Pilot with over 450 flight hours in 7 different aircraft models
- Volunteer Lacrosse Coach: Virginia Wesleyan University April 2021-May 2022. Aloha Youth Lacrosse Association, worked to expand access to sport for children from low-income families
- Volunteer at Trails of Purpose: Provide mental health support to service members suffering from depression and PTSD
- Maryland Blue Claw Crabber: Founded commercial crabbing LLC with net \$84K profit on \$7k initial investment in 5 months