

AARON A. HORNE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Finance and Real Estate

2023-2025

- Club Memberships: Real Estate, African American MBA, Basketball
- Certification in Real Estate Financial Modelling (REFM) from Wall Street Prep; Experience with Argus
- Relevant Coursework: Real Estate Investments, Real Estate Development, Capital Markets, Negotiations
- Relevant Extracurricular Activities: Berkadia/NYU Stern Multifamily Investment Case Competition Team Captain

BOSTON COLLEGE - CARROLL SCHOOL OF MANAGEMENT

Chestnut Hill, MA

Bachelor of Science; Major in Management, Marketing concentration

2013-2017

UPPSALA UNIVERSITY

Uppsala, Sweden

Semester Exchange in Cultural Studies and Sustainable Development

2015

EXPERIENCE

TRAMMELL CROW COMPANY

Philadelphia, PA

Summer Associate

2024

- Developed and presented to Executive Committee multi-family market strategy for Greater Philadelphia.
- Created evaluation system to identify developable sites within 23 Philadelphia housing submarkets for company investment.
- Constructed 1,500+ industrial property catalog of Mid-Atlantic region to evaluate company pipeline within competitive landscape.

TRINITY FINANCIAL, INC

Boston, MA

Private real estate development firm with 38 years' experience and a track record of \$3+ billion in completed projects, specializing in affordable and workforce housing markets.

Project Manager

2022-2023

- Led budgeting and permitting activities for two projects: \$81 million, 96-mixed housing project in Roxbury, MA; and \$86 million 129-apartment project in Worcester, MA. Raised \$50 million in private equity and public subsidy for both projects.
- Negotiated with elected officials in Boston City Council, Worcester City Council, and Massachusetts State Legislature to secure three critical project entitlements for two large scale affordable housing developments.
- Co-developed business development prospecting strategy that identified 15 relevant opportunities pursued by the firm.
- Oversaw Major Taylor Museum (dedicated to first African American world champion in cycling) staff and hosted 200+ visitors during calendar year 2023.

Assistant Project Manager

2017-2022

- Led development of Major Taylor Museum in Worcester, MA; oversaw design, managed \$420,000 capital campaign, and managed political campaign management.
- Curated and managed Boston East Art Gallery, a public community art gallery within a 200-unit multifamily property in East Boston, MA; hosted five exhibitions profiling 15 local artists and 40 local middle school and high school students.
- Managed \$90 million capital fundraising processes for a 118-apartment project in a rehabilitated courthouse in Worcester, MA, and a 102-apartment project in a rehabilitated mill in Lawrence, MA.
- Conducted 30+ project presentations and workshops with community organizations, elected officials, and potential financial partners; generated political, community, and financial support for nine company projects.

ADDITIONAL INFORMATION

TOIGO REAL ESTATE INITIATIVE (TREI)

Present

- Selected as one of 30 professionals for a 10-month intensive to develop diverse talent in real estate financial services.

SHADY SIDE ACADEMY BOARD OF VISTORS

2023-Present

- Advise school president at alma mater, Pittsburgh, PA independent secondary to improve educational effectiveness.

BOSTON COLLEGE CORCORAN CENTER FOR REAL ESTATE AND URBAN ACTION

2018 -Present

- Mentor 10-12 students annually in career navigation and professional development.

URBAN LAND INSTITUTE

2017-2023

- Served on Technical Assistance Panel (TAP) for Revere, MA redevelopment; judged two Urban Plan competitions.

INTERERSTS: Reading, Travel, Basketball, Mentoring, Volunteering, Music, Geography