

JONATHAN “JD” RATCHFORD

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate

2024 - 2026

- **Intended Majors:** Real Estate & Finance
- **Clubs:** Real Estate (Board Member), Disability Empowerment and Action (Board Member), PE, Sustainable Business, Ski

UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

Bachelor of Science, Environmental Economics and Policy

2013 - 2017

Athletics: Men's Varsity Water Polo team

- 2016 NCAA Division 1 Champion
- Academic All-American (2014-2016)

EXPERIENCE

JORDAN PARK GROUP

New York, NY

Associate / Senior Associate, Investment Management (Real Estate)

2022 - 2024

Promoted to Senior Associate based on performance in January 2023

- Collaborated with a team of four to manage ~\$1.2 billion of LP equity in commercial real estate across JVs, co-investments, and funds within a ~\$20 billion multi-asset investment platform serving ~100 UHNW clients
- Oversaw two closed-end funds focused on value-add and opportunistic real estate investments across sectors and geographies, including Multifamily, Affordable, Opportunity Zones, Industrial, NNN, Cold Storage, and Data Centers
- Managed full investment life cycle, leading investments from sector/thematic research to underwriting and investment committee, site visits, scenario analyses, and ongoing performance oversight
- Prepared materials and presented to investment committee, enabling senior leadership in decision making
- Built acquisition, development and portfolio level models incorporating different waterfall structures and capital arrangements
- Managed day-to-day relationships with operating/development partners, owners reps, fund managers, debt/equity brokers
- Reported directly to and was mentored by former CEO of New York REIT

Select Experience

- Oakland, CA Multifamily – Conducted rigorous scenario analysis on a \$68 million investment in a 371-unit recently delivered multifamily asset to determine optimal go forward strategy (rental vs condos) ahead of looming construction loan maturity
- Global Cold Storage Development – Underwrote and closed a ~\$65 million investment in operating business of one of the world's leading developers, owners and operators of automated cold-storage facilities
- Affordable Housing – Developed 35-page strategy memo/presentation outlining an optimal entry point into Affordable Housing due to spreads vs market rate and the affordability crisis, resulting in \$20 million investment from our Impact Fund
- Oakland, CA Office – Due to local knowledge, assisted operating partner in asset management of 550,000 SF of municipal/government tenant space, resulting in >85% economic occupancy and 11% unlevered yield as of summer 2024

Associate, Investment Team (Portfolio Management)

San Francisco, CA

2020 – 2021

- Multi-asset class portfolio management and implementation of all of firm's ~\$18bn of liquid securities
- Assessed after-tax cost, portfolio variance and expected return of client's trading and rebalances across asset classes
- Implemented trading and portfolio management software and brought institutional counterparty relationships to the firm, saving the firm millions of dollars in trading cost and creating compliance friendly investment process

PENSERRA

Orinda, CA

Associate, Junior Portfolio Manager

2017 - 2020

- Team oversaw ~\$3 billion in publicly traded assets and was responsible for all tasks managing equity indexed ETFs

ADDITIONAL INFORMATION

- **Skills:** Real estate development and acquisition financial modeling, Excel, PowerPoint
- **Licenses:** Passed CFA - Level 1, FINRA Series 7, 63 (not active)
- **Current & Past Extracurriculars:** Spent 12 years volunteering for sports programs for mentally and physically challenged kids, coached 8 years of youth/high school water polo and swimming
- **Other Interests:** Running, swimming, snowboarding, beach, new restaurants, energy efficiency, fundraising, volunteering