



Jeremy Stand

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REAL ESTATE EXPERTISE

- ⦿ Real Estate Professional with over two decades of experience building and leading teams in development of multifamily and mixed-use real estate projects – covering planning, entitlement, budgeting, and financial analysis as well as full construction lifecycle.
- ⦿ Skilled at underwriting new development opportunities, applying market-specific economic and demographic data, rental information, construction cost estimates, and local statistics for long-term profitability and optimal return on investment (ROI).
- ⦿ Skilled at managing challenging or unusual projects or team dynamics, utilizing innovation and industrial engineering trainings to focus on project goals for active risk management.
- ⦿ Strategically partner with investment teams to prepare informational packages presented to investment committees, equity partners, and outside lenders.

CORE COMPETENCIES

Real Estate Development • Strategic Business Plans • Risk Assessment • Financial Projections • Project Budgets
Networking • Construction Management • Workflow Optimization • Acquisition & Development Negotiations
Project Development Reports • Investments • Land Acquisition & Development • Underwriting • Training
Sustainability • Recruitment & Onboarding • Data Analytics & Visualization

PROFESSIONAL EXPERIENCE

MANAGER, UNDERWRITING & PORTFOLIO MANAGEMENT – *Capital One* 2022-Present; New York, NY
Manager in Community Finance, encompassing low- and mixed-income residential, mixed-use, and LIHTC projects. Provide support to capital officers and underwriters during deal origination; manage compliance and risk for loans and investments through construction and stabilized operations. Work with partner agencies, syndicator partners, and deal teams on all aspects of transactions.

Select Projects & Results:

- Manage national portfolio of 10+ active construction projects, including monthly draws and progress reporting, annual reviews and reporting, loan modifications and extensions, working with internal and external partners for timely and quality deliverables.
- Working with internal teams on improving internal risk management and reporting including: quantifying impacts of NYC LL97 (energy use limits) on community finance portfolio; revamping internal reporting for construction monitoring; clarifying subcontractor buyout requirements and monitoring for underwriting.

SENIOR PROJECT MANAGER – *Hillmann Consulting* 2015-2022; New York, NY
Provide third-party construction risk management on behalf of lenders and investors, reviewing plans, contracts, schedules, and budgets. Perform site inspections and track budgets, change orders, and construction progress.

Select Projects & Results:

- Played key leadership role in three-year \$2B new construction project of midtown commercial office tower, generating progress and risk management reports for lenders and ensuring timely and within-budget attainment of objectives through pandemic.

- Provided construction monitoring and risk management reporting for lender and investor of \$90M, two-year mixed-use affordable housing project in Bronx – supporting timely completion during pandemic.
- Completed lender risk monitoring of 60+ projects throughout tenure, playing key role in timely and quality deliverables.
- Improved project monitoring templates and methodologies to improve reporting accuracy and quality.
- Trained and mentored new employees, including some who have grown to senior management roles.

PRINCIPAL – *Stand Development & Consulting, Inc.*

2007-Present; New York, NY

Partner with non-profit developers to deliver sustainable, innovative mixed-use housing solutions – covering residential, institutional, and hospitality projects. Conducted projection and feasibility studies.

Select Projects & Results:

- Contributed to \$250M, 40-acre competitive downtown redevelopment in Kentucky, administering requests for proposal (RFP) and negotiating site control with local government for mixed-use development and economic revitalization.
- Collaborated in two-year development of \$50M mixed-use housing project in Bronx – improving antagonistic relationship between co-development partners and working with lenders to ensure smooth closing in one year.
- Founded non-profit to support communities in long-term structural changes – focusing on enhancing equity, sustainability, and opportunity. Contributed to policy for community land trust impact on New York City developments. Worked on establishing cultural preservation land trust for LGBTQ+ group.

CONSULTANT SENIOR PROJECT MANAGER – *Stand Development & Consulting*

2007-Present; New York, NY

Deliver outsourced project management support to small businesses and non-profit clients, including developers, general contractors, construction leaders, and cost estimators. Implement expertise in real estate industry to facilitate development, sustainability, and risk management. Support growth of small businesses, including The Tocci Group, Nos Quedamos, and R&S Construction.

Select Projects & Results:

- Managed real estate assets refinance, grant development, and RFQs for non-profit client following major reorganization – resulting in \$3M+ in direct work and over five years of pipeline projects.
- Secured over \$20M in new projects for family-owned general contractor without back-office team by taking over requests for funding on existing projects and improving payment response time from weeks to days. Saved \$100K in losses via enhanced contract communication for delayed job.

PREVIOUS POSITIONS:

DEVELOPMENT & SUSTAINABILITY PROJECT MANAGER at *MJM Construction Services*.

Select Projects & Results:

- Spearheaded predevelopment for \$100M+ in new development projects, covering site analysis, feasibility studies, and financial modeling. Provided sustainability project management for 84-unit LEED Gold, NYSERDA, and Green Communities mixed-use development.
- Achieved \$750K+ in finishes savings by identifying cost-effective products and suppliers; saved \$65K+ by sourcing new consultants and aggressively negotiating contracts.

ASSISTANT DIRECTOR FOR DEVELOPMENT at *We Stay / Nos Quedamos*.

Select Projects & Results:

- Co-authored over \$200 million in winning program and funding proposals to City and State agencies, resulting in over 1,150 residential units and 92,000 sf of commercial space.
- Led Development department, including staff and volunteers, for projects and impact reporting.

CERTIFICATIONS

LEED AP BD&C – <i>Green Building Certificate Institute</i>	2008
10-HR CONSTRUCTION SAFETY – <i>Occupation Safety & Health Administration</i>	2008
HOUSING DEVELOPMENT FINANCE PROFESSIONAL CERTIFICATE – <i>National Development Council</i>	2005
NOTARY PUBLIC – <i>New York State</i>	2028

EDUCATION

BACHELOR OF ART IN ANTHROPOLOGY, BACHELOR OF ART IN URBAN STUDIES (CUM LAUDE) – <i>Boston University, Honors College</i>	Boston, MA
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