

## Curriculum Vitae

**Robert (Bob) Rajewski, FRICS, CRE and MSRE Licensed Salesperson Delaware RS-0036421**

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### **PRACTITIONER EXPERIENCE**

*Real Estate Professor, Counselor (inducted member in May 2019 in the Counselors of Real Estate), Banker, Asset Manager, Developer, Mentor, and Seasoned Project Finance professional with over 35+ years of field experience with diverse commercial and residential properties. Skilled in quickly identifying issues within complex real estate assets/interests, dissecting them and formulating strategies to resolve them through innovative and market-based solutions. The professional and academic experience and roles complement one another. Ambassador to Temple University offering guest speaking engagements and lectures.*

*Using an experimental learning platform, I transform the education landscape by teaching what I practice in the field of commercial real estate and business finance.*

### **Antonio Alonzo Elementary Latino Charter School, Wilmington DE/Union Baptist Church PS 103 School, Baltimore City MD**

Provide non-paid support to locate a new school and renovate an old school into a Social Justice Center for Community Support. **2019 - Present**

### **Temple University Fox School of Business, Philadelphia, PA**

**Associate Professor of Practice – Program Director Undergraduate Real Estate Program**

**2018 - Present**

Responsible for direct instruction of undergraduate students enrolled in the finance and real estate degree programs at the Fox Business School. Courses with a focus on finance include the following: Real Estate Investment and Finance, Real Estate Financial Modeling, Intermediate Corporate Finance, Financial Modeling and Financial Management. Actively involved in the refinement of real estate curriculum and provide oversight to the Temple Real Estate Organization (“TREGO”), a student organization responsible for the promotion and career advancement of students enrolled in the real estate program.

### **Eagle Realty (Western Southern Insurance Company), Cincinnati, OH**

**Senior Asset Manager**

**2017 - 2018**

Asset manager responsible for direct oversight of a portfolio of equity investments. Responsible for the creation and implementation of operating and capital budgets. Direct responsibility for the oversight of leasing and property management; monitoring and recommending strategies to the investment committee to optimize the capital stack through refinancing; recommend liquidation of assets when appropriate; managed a portfolio of Class A multi-family apartments and hotels under construction and lease-up and monitored compliance with LP equity interests and operational and capitalization strategies.

### **Enterprise Community Investment, Columbia, MD**

**Senior Asset Manager**

**2014 - 2017**

Asset manager responsible for an assigned real estate portfolio of Real Estate Owned and LP interests with the goal of repositioning the asset for sale in the open market.

Responsibilities were numerous and varied and included the following:

- Direct oversight of property management and leasing personnel.
- Managed renovation projects including defining the scope of work, the bidding process and oversight of the contractors and subcontractors.
- Formulated new leasing strategies, project capital and operational needs and then implemented plans to create value.
- Managed relationships with general partners, lenders, public sector entities and investors to resolve various issues during construction, lease up, and operations.
- Managed and resolved issues including construction defects, reconstruction of fire damage, property management, deferred maintenance, operations, and sponsor/general partner disputes.

### **Continental Realty, Baltimore, MD**

**2010 – 2014**

**Vice President of Finance and Asset Management**

- Managed a portfolio of real estate assets for a privately held real estate investment and development company. Responsible for sourcing, structuring, negotiating, and closing short and long-term mortgage loans to meet investment strategy objectives for the portfolio. Financed over \$350 million in assets utilizing Fannie Mae, Freddie Mac, HUD 223F, and various community and regional banks.
- Managed a portfolio of multi-family and retail properties.
- Formulated and implemented investment and operational strategies; including re-positioning/re-development plans and exit strategies.
- Directed and managed the due diligence and closing for acquisitions and dispositions. Engaged and directed all third-party service providers including engineers and other consultants.

### **Caves Valley Partners, Baltimore, MD**

**2007 – 2010**

**Vice President of Development and Finance**

Managed all aspects of the pre-development and development process including project financing.

- Secured and closed on financing (221-D4) for a \$25 million multi-family and office/retail development project located in downtown Baltimore, Maryland.
- Obtained a \$20 million loan for an office building redevelopment located in Towson, Maryland.
- Prepared strategic plans, feasibility studies and action plans; monitored construction and leasing performance relative to the project development plans and budgets.
- Evaluated and made recommendations on development and redevelopment opportunities.

### **Building Investment Trust (PNC Bank), Baltimore, MD**

**2001 – 2007**

**Vice President of Asset Management**

- Lead and directed management of a \$300 million portfolio of office, industrial, multi-family, and retail properties located in the Mid-Atlantic and Mid-West Regions for an AFL-CIO sponsored fund, which was capitalized by various Taft-Hartley pension funds.
- Developed and executed strategic plans and disposition strategies, which optimized property performance and investment returns.
- Prepared and presented internal and external financial quarterly reports, budgets, and schedules.
- Managed third-party property managers, construction contracts, and leasing brokers.

### **Bank of America, Baltimore, MD**

**1992-2001**

**Vice President of Lending (Construction, Permanent and Conduit Lending Groups)**

- Originated, underwrote, negotiated, and closed recourse, floating rate, commercial mortgages for new construction projects (office and retail) and fixed rate, commercial mortgages (CMBS and Balance Sheet) for property refinances and acquisitions (all property types) nationwide.
- Underwriting responsibilities included analyzing operating statements, property inspections, market research, ordering and reviewing third party reports, sponsorship financial analysis, preparation and presentation of approval packages and negotiation of loan documents.

## **FORMAL EDUCATION**

### **The Johns Hopkins University, Baltimore, Maryland**

1996

- Master of Science Degree, Concentration: Real Estate Finance & Development

### **University of Baltimore, Baltimore, Maryland**

1986

- Bachelor of Science Degree, Concentration: Finance

## **TECHNICAL SKILLS & CERTIFICATIONS**

Proficient in MS Word, PowerPoint, Excel, and Outlook; Argus A&E and Argus Developer, MRI, Yardi and Sales Force, Argus A&E. Temple On-Line Teaching Certification.

## **DESIGNATIONS AND LICENSES**

Counselors of Real Estate, under 1,000 national members

FRICS

Licenses Salesperson, Delaware

Argus A&E. Temple On-Line Teaching Certification.

## **HIGHLIGHTS OF ACADEMIC EXPERIENCE / PROFESSIONAL EDUCATION**

### **The Johns Hopkins University, Baltimore, MD (*Emeritus*), *occasional guest lecturing as requested***

Professor in the MS Real Estate program

*Carey Business School, Edward St. John Department of Real Estate*

Courses taught: Real Estate Development, Finance, RE Capital Markets, Entrepreneurship, Student Capstone Advisor

Program Director of the highly acclaimed Real Estate Full Time Master's Degree in Real Estate.

### **Georgetown University, Washington DC**

Adjunct Instructor in Master of Science Graduate Real Estate program.

Courses taught: Development and Construction Project Management, Fundamentals of Real Estate Finance, Structured Finance, and Multi-Family Affordable Housing and Student Capstone Advisor.

### **Urban Land Institute, Washington DC**

Created and taught the following seminars:

- ULI Workshop - Commercial Financial Analysis, June 5, 2015, Washington, DC
- ULI Workshop – Multifamily Housing Development, April 24th and 25th 2013, Philadelphia, PA
- ULI Workshop – Analysis Repositioning of Distressed Assets, November 14th, and 15th 2011, Washington, DC
- ULI Workshop – Analysis Repositioning of Distressed Assets. December 2010, Fort Lauderdale, Florida

### **Authorships/Publications**

- **Currently authorizing two chapters in the 2022 3<sup>rd</sup> edition release of Real Estate Modelling**
- **Authored a chapter in the 2<sup>nd</sup> Edition of Real Estate Modelling**

### **Presentations - Past Guest Lecturer and Speaker. Argus A&E and Real Estate Modeling via XLS**

- College of Charleston & University of Florida, Undergraduate Real Estate Program, Two Day In Person Argus A&E/XLS workshop
- Virginia Tech, Undergraduate Real Estate Program, One Day WebEx Argus A&E workshop
- Coastal Carolina University, Undergraduate Program, Two Day In Person Argus A&E/XLS
- Bucknell University, Private Undergraduate program
- George Washington University, Private Undergraduate Real Estate Program, One Day, Argus A&E Seminar.
- University of Buffalo, Graduate Real Estate Program, Two Day In Person Argus A&E Seminar.
- University of Cincinnati, Undergraduate Real Estate Program, Two Day In Person Argus A&E Seminar
- George Mason University, Private Graduate Real Estate Program, Two Day In Person Argus A&E Seminar
- Georgetown University, Private Graduate Real Estate Program, Argus A&E, Capstone Advisor, lecturer
- University of Washington, Seattle, WA
- University of Baltimore, Baltimore, MD

## **ACADEMIC RECOGNITION & AWARDS**

- **Georgetown University** – Teaching in Excellence for the Professional Studies Program, 2016
- **John Hopkins Business School** – Teacher of the Year, Graduate Real Estate Program, 2008

## **VOLUNTEER ACTIVITIES / BOARDS**

### **Reach Riverside – Volunteer**

Volunteer for Food Distribution to community at large

### **Union Baptist Church - PS 103 T. Marshall School**

Assist with Capital formation for renovation of a former segregated PS into a center for Social Justice and Community Support

### **Mentor/Advisor – Volunteer**

Academia Antonia Alonzo Charter School

### **Johns Hopkins University, Baltimore, MD**

Former Board Member of the Real Estate Graduate Program

### **University of Baltimore, Baltimore, MD**

Former Board Member, Undergraduate Real Estate Program