

Mathieu P. Zahler

499 Adams Street #527 | Milton, MA 02186

(617) 645-3534

mzahler@mpzdevelopment.com

WORK EXPERIENCE

MPZ DEVELOPMENT LLC, Residential Real Estate Developer April 2017 to Present
Milton, MA
Principal/Project Manager

Developer of mixed-use, mixed-income, and historic multi-family properties ranging in size from 20-50 Units. The firm's projects will utilize market financing as well as a wide range of public and private resources. Projects are and will be located across the Commonwealth with a gravitation toward urban centers. The firm will also do some project related development consulting as opportunities arise.

MPZ BROKERAGE LLC, Residential Real Estate Brokerage April 2018 to Present
Milton, MA
Principal Broker

Real estate brokerage created to service MPZ Development's partners and consulting client's needs. Focused on apartment leasing and multifamily market analysis across the Commonwealth.

TRINITY FINANCIAL INC., Residential Real Estate Developer March 2010 to March 2018
Boston, MA
Senior Project Manager

Project Management:

- Managed 83-unit mixed-use \$47m Treadmark development in Dorchester, MA (reconstruction due to a fire with new projected completion of November 2018)
- Managed multi-phased 224-unit mixed-use \$100m Enterprise Center in Brockton, MA (Phase 1 completed April 2015, Phase 2 still to be closed)
- Managed first phase of the multi-phased 318-unit \$150m Randolph Houses historic rehabilitation in Harlem, NY (Phase 1 completed December 2015)
- Managed 160-unit \$72m Taunton HOPE VI project in Taunton, MA (completed June 2014)
- Managed 129-unit \$32m Regency Tower Rehabilitation in New Bedford, MA (completed May 2011)
- Managed the financial closing and construction for the second phase of the 206-unit \$100m Washington Beech HOPE VI project in Roslindale, MA (completed November 2011)

Analysis:

- Created development pro forma, construction draw schedules and working capital budgets for development projects
- Conducted market research and modeled financial assumptions to underwrite new opportunities for the firm
- Prospected across multiple northeastern states for new development opportunities

Problem Solving:

- Distributed information to lenders and investors and answered underwriting questions in order to successfully maintain development project schedules
- Reviewed and commented on business issues within legal documents to maintain closing agenda and timelines
- Troubleshot construction period business issues and oversaw requisition process
- Branded and marketed development projects to ensure successful market placement and achievement of leasing goals

Negotiation:

- Negotiated options on properties associated with a land assemblage for development projects
- Negotiated consultant contracts for services provided during the development process
- Negotiated permitting requirements with municipalities and state officials
- Negotiated leases with tenants for retail and commercial spaces in mixed-use projects

Business Development:

- Identified private market sites in greater Boston and across New England as potential development opportunities
- Lead RFP/RFQ proposal efforts to win new work through public/private partnerships
- Leveraged relationships with local and regional real estate organizations to find new business opportunities

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WORK EXPERIENCE Cont.

A BETTER CITY INC., Advocacy/Business Organization
Director of Policy and Business Development

March 2009 to March 2010
Boston, MA

Project Management:

- Administered scheduling and content for A Better City's (ABC) South Boston Stakeholders working group
- Managed abutter concerns/issues related to the Boston Redevelopment Authority's (BRA) Crossroads Initiative through ABC's Crossroads Abutters working group which was a collaboration between the City of Boston, the BRA and ABC
- Directed scheduling, legislative agenda and program content for ABC's Transportation Finance and Policy Committee
- Oversaw content and agenda for ABC's Real Estate Forum

Business Development:

- Developed membership and retention strategies for future ABC growth
- Increased membership revenues by 200% by assessing the effectiveness of ABC's marketing material and repositioning the ABC brand

Problem Solving:

- Reviewed legislation and collaborated with ABC contracted lobbyists to help shape policy decisions
- Met with Public Officials, State House Staff, State Representatives, State Senators, Members of Congress and Federal Senators to advocate for transportation and land use policy
- Participated in ABC-sanctioned coalitions representing the membership's business interests

BOSTON GARDEN DEVELOPMENT CORP., Commercial Real Estate Developer
Summer Graduate Intern and Hourly Consultant (Post Graduation)

May 2008 to March 2009
Boston, MA

Project Management:

- Coordinated the relocation and build-out of space for Massachusetts Bay Commuter Railroad Company (MBCR)

Analysis:

- Created pro forma and conducted analysis for the proposed 582K sq. ft. Nashua Street Residences on Boston Garden air rights property
- Conducted discounted cash flow analysis and project budget feasibility study which resulted in a recommendation not to self-develop the Nashua Street Residences project based on the company's risk tolerance
- Conducted due diligence and underwriting for former Garden Site
- Researched potential consultants for project teams
- Evaluated hard and soft costs and coordinated overall project budget for various development opportunities

Problem Solving:

- Contributed input regarding new projects using past experience in the design & construction industry

Negotiation:

- Negotiated lease for MBCR tenant relocation

JJ GUMBERG INC., Commercial Real Estate Developer
Graduate Intern

September 2007 to May 2008
Pittsburgh, PA

Project Management:

- Managed repositioning and development of Smithfield and Fifth Avenue in downtown Pittsburgh (former Lord & Taylor building)
- Assisted with the delivery of several core and shell space conversions for various tenants

Analysis:

- Researched and verified area calculations to confirm budgets for the company's operational capital expenditure report
- Analyzed rent roles to coordinate tenants' space requirements

Problem Solving:

- Contributed input regarding new projects using past experience in the design & construction industry

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OTHER RELEVANT WORK EXPERIENCE

COPLEY WOLFF DESIGN GROUP INC. , Landscape Architects and Planners <i>Director of Marketing and Business Development</i>	April 2005 to July 2007 Boston, MA
HNTB CORPORATION , Transportation Engineers <i>Senior Marketing Coordinator</i>	August 2004 to April 2005 Boston, MA
KALLMANN MCKINNELL & WOOD ARCHITECTS <i>Draftsman & Marketing Coordinator</i>	January 2002 to August 2004 Boston, MA

EDUCATION

Carnegie Mellon University H. John Heinz III, School of Public Policy and Management (Accelerated Masters) <ul style="list-style-type: none">• Master of Science, Concentration: Real Estate• Vice-President of Carnegie Mellon Real Estate Club• Teaching Assistant for Real Estate Design and Development course, Fall 2008	Completed December 2008 Pittsburgh, PA
Connecticut College Bachelor of Arts in Architectural Studies, Minor in Anthropology	Completed May 2001 New London, CT

ADDITIONAL INFORMATION

Licensed Real Estate Broker (Commonwealth of Massachusetts)	License No. 9554091
Member, Urban Land Institute (ULI) National Multi-Family Housing Product Council – Gold Flight	2012 to Present
Housing and Economic Development Committee Co-Chair, ULI Boston	2013 to Present
Corporate Membership Leader, Boston Society of Architects	2002 to 2007
Programs Committee Member, Society of Marketing Professional Services	2002 to 2007
Computer Skills: Microsoft Office with advanced Excel expertise, Microsoft Project, Minitab, ARGUS Developer, Dreamweaver, HTML, Quark Express, Adobe Suite, and ACT Data Base	
Interests: Running, skiing, biking, golf, lacrosse, music, and cooking	