

BRIAN KAUKAS

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EDUCATION

University of Connecticut, Storrs, CT

Pursuing Bachelor of Science in Business Administration
Major: Real Estate and Urban Economics
Business GPA: 3.57 Cumulative GPA: 3.2

Expected Graduation May 2013

Course Highlights

Real Estate Investments, Real Estate Finance, Real Estate Law, Business Law, Investments & Security Analysis, Entrepreneurial Management, Financial Accounting, Managerial Accounting, Business Information Systems, City Growth Independent Study

Awards and Achievements

3rd Place in Cornell International Real Estate Case Competition
Society of Industrial and Office Realtors/Samuel Pierson Scholarship

Fall 2012
Spring 2012

Glastonbury High School, Glastonbury, CT

Consistent Honor Roll Student
Varsity Soccer and Tennis, All Academic

June 2009

WORK EXPERIENCE

CBRE Capital Markets Intern—Debt and Equity Finance, Hartford, CT [See attached transaction experience]

May to August 2012 & Winter Break 2013

- Assisted with the preparation of Financing Offering Memorandums (“FOM”) to secure financing for various institutional clients for the acquisition, refinancing or development of office, industrial and apartment properties.
- Analyzed historical operating statements, client budgets and helped prepare pro-forma operating statements. Worked with and prepared ARGUS and excel models to assist in the underwriting of the proposed debt, calculating DSCR, Debt Yield, and LTV.
- Reviewed commercial tenant leases and prepared lease abstracts
- Worked with Freddie Mac’s underwriting template which included entering rent rolls, historical operating statements, borrower budgets, rental collections and created pro-formas.
- Utilized market research tools including CBRE internal resources, Co-Star, Economy.com and REIS to provide market data for the FOM including an overview of economic conditions; macro and micro market dynamics, area demographics, and sale and lease comparables.
- Reviewed third party reports including appraisals, environmental and property condition reports.
- Accompanied senior production analyst and sales broker on property inspections, and client visits.

The Center for Real Estate and Urban Economics, Storrs CT

Fall 2010 to Present

- Research Assistant to Dr. John Clapp, Director of the Real Estate Center, for a Connecticut Housing Study which analyzed the average housing values in various towns in Connecticut
- Various administrative duties, updating and maintaining alumni and email databases.

Community Health Network, Wallingford, CT

January 2007 & 2009 and Summer 2009

- Worked in the Information Technology Department using various core applications.

Glastonbury Parks and Recreation, Glastonbury, CT

Summers 2008-2011

- Certified Life Guard and Certified in CPR. Responsible for opening and closing facility

COMPUTER SKILLS

- Argus Certified, proficient in Microsoft Excel, Access, Word, Outlook and PowerPoint.

LEADERSHIP & ACTIVITIES

- Member Real Estate Society and Finance Society
- Zeta Beta Tau Lambda Class Representative
- Get on the Ball, Car Smash, Adopted Road Cleanup
- Cherish the Children – help fund raise over \$100,000
- Glastonbury Basketball Association – coached 7th and 8th grade boys, Hartwell Youth Soccer Referee
- Intramural Soccer, Basketball, Flag Football, Volleyball

INTERESTS: Golf, Soccer, Basketball, and Music

CBRE Internship- Transaction Experience

Institutional Multi-Family Portfolio

Borrower: Core Institutional Pension Fund

12 Property Portfolio containing over 4,000 units
Properties located in CA, CO, GA, IL, TX, NJ, OR
\$475,200,000 in Total Debt



Worked with Excel to create new underwriting templates for the Financial Offering Memorandum. This included historic operating statements, collections, and organizational hierarchies. Helped prepare Freddie Mac and Fannie Mae underwriting templates.

Researched market information on each property using CBRE Market Reports. Also responsible for reviewing the Financial Offering Memorandum for consistencies in market data.



Participated on conference calls with the borrower and potential Lenders, as well as provide needed information to the client. Worked as a member of the origination team and assisted to meet production deadlines.

Mallory Ridge

Borrower: Private Equity

78 Unit Multi-Family Property
Bloomfield, CT
\$10,000,000 Construction Loan with a Bank



Worked with an Excel model to project interest reserve based on the projected monthly draws that the borrower anticipated

Created Pro-forma Operating Statement using the borrower's budget as well as information from other similar projects that CBRE worked on to estimate operating expenses.

Put together Rent and Sale Comparables that we researched with the help of the appraisal department as well as other transactions that CBRE was involved in. Also used Real Capital Analytics to research sale comparables.

Helped put together a prospective lender list.

Pacific Vista

Borrower: Institutional Investor

322,000 Square Foot Office Complex
Lake Forest, CA
\$25,000,000 Permanent Loan – Life Insurance Company



Worked on an excel underwriting model including preparing a rent roll, analyzing historical operating statements and borrower's budget to create a pro forma operating statement. Also worked with the borrower's ARGUS model and made changes to various assumptions, including market rents, market leasing assumptions, expenses, etc.

Prepared lease abstracts summarizing the lease terms including rental rates, expense reimbursements, renewal options, purchase options, termination rights etc.

Researched market information including comparable rental rates and sale comparables by contacting local appraisers as well as using CBRE Market Reports and Real Capital Analytics. Also used economy.com to gather information about the local economy .

Newbury Village

Borrower: Institutional REIT

180 Unit Multi-Family Property
Meriden, CT
\$21,000,000 Permanent Loan with Freddie Mac



Worked on the Freddie Mac underwriting template including compiling and analyzing rent rolls, historical income and expense statements, borrower's budget and collections to create a pro-forma operating statement.

Reviewed the appraisal, environmental report and engineering report for accuracy and consistency using a Freddie Mac checklist.