### dAVID BRENT hARELICK, CFA

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**Education**

2000 - Present **MIT SLOAN SCHOOL OF MANAGEMENT Cambridge, MA**

Candidate for MBA, June 2002

* Concentration in New Venture and Product Development
* Co-organizer of the 2000 MIT Venture Capital Conference
* Participant in the MIT $50k business plan competition
* Member of the Venture Capital, Marketing and Media Technology Clubs

1993-1996 **CORNELL UNIVERSITY Ithaca, NY**

B.S. in Industrial and Labor Relations

* Completed degree in 3 years; Dean’s list (4 of 6 semesters)
* Significant coursework in finance, economics, management and organizational behavior
* Alpha Epsilon Pi Fraternity - philanthropy chair

**Experience**

1998-2000 **LEND LEASE REI (formerly, BOSTON FINANCIAL) Boston, MA**

*Associate - Capital Markets (Real Estate)*

* Accountable for all tasks related to transaction execution including: client & investor communications, deal structuring, financial modeling, due diligence and presentation design
* Secured financing for a 394-unit residential complex and a $43 million office building
* Promoted to Associate from Financial Analyst in February 1999
* Recruited, supervised, trained and mentored junior professionals
* Designed a series of template financial models for use across the capital markets group
* Joined Asset Management Group in January 2000 and performed portfolio management activities

1998 **THE ACQUMEN GROUP, LLC New York, NY**

*Managing Member, Co-Founder*

* Formed a firm to advise emerging companies on obtaining venture financing and other financial and strategic issues
* Secured an advisory engagement with a start-up to locate $3-5 million

1996-1998 **WASSERSTEIN PERELLA & CO. New York, NY**

*Financial Analyst - Mergers & Acquisitions*

* Major transactions included:

1. Swiss Bank merger with Union Bank of Switzerland
2. Dean Witter merger with Morgan Stanley
3. Pitney Bowes $1 billion lease transfer to GATX

* Managed a client relationship attempting to find private equity for a new chemical technology
* Conducted new business calling effort for financial clients; credited with 15+ CEO meetings
* Participated in many due diligence and negotiation sessions (often as the sole WP&Co. rep.)
* Trained & supervised several first year analysts

1995 **PRUDENTIAL INSURANCE COMPANY OF AMERICA Queens, NY**

*Summer Associate*

* Responsible for professional recruiting including conducting many interviews

1989-1996 **DBH ENTERPRISES Dartmouth, MA**

*Principal, Founder*

* Started and operated a firm specializing in technological sales & travel services

**Personal**

* Enjoy bicycling (participant in 1999 Boston->NY AIDS ride), skiing, running, intramural team sports and foreign travel
* Avid technology enthusiast