

ZEINA TALJE
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Experience
2017 to Present

Z CAPITAL INVESTMENTS, LLC— *Real estate development and advisory services*
Managing Partner

Sourcing and executing investment and development opportunities in the greater Boston area. Conduct due diligence, secure capital, finance and manage teams. Cover commercial, mixed-use and multifamily projects.

21 Wensley Street, Boston, MA – 3-unit passive house condo development completed in 2021

53 Wensley Street Boston, MA – 6-unit passive house condo development completed in 2021

Won land through a public bid RFP process with the City of Boston

Condor Street RFP Response, East Boston, MA – Competed feasibility study for Artist Housing RFP by DND.

2013 to 2107

MASS AVE PROPERTIES, LLC – *Real estate development and advisory services*
Managing Director **Boston, MA**

Sourcing and executing investment and development opportunities in the greater Boston area. Property Management, design and construction oversight.

621 Mass Ave, Boston, MA: Acquired and redeveloped apartment building in South End.

160 Fawcett Street, Cambridge: Sourced one acre site in Fresh Pond. Conducted feasibility for 60-unit apartment building development. Brought opportunity to lenders and investors.

One North Beacon Street, Allston, MA: Development feasibility for 20 units in Allston. Currently under construction.

Fisher Hill Development, Boston: Feasibility and competitive bid for 29-unit development of affordable, workforce and market rate housing in Mission Hill.

2014 to Present

CoURBANIZE – *Real estate tech platform for developers & stakeholders*
Board of Directors

Primary role is strategic advisor to CEO on real estate development markets in the U.S. and Canada. Connect with industry and identify partnerships to grow revenue. Improve and streamline the development process locally and nationally.

2011-2013

SKANSKA COMMERCIAL DEVELOPMENT
Director of Development

Boston, MA

Responsible for pursuing strategic land acquisitions, executing development projects, and managing joint venture investment opportunities throughout New England.

Watermark Seaport, Boston, MA

Analyze development opportunity, assess risk, and acquire land. Manage development from soup to nuts beginning with acquisition through project construction. Oversee entitlement process. Provide updates to investment committee members when asked and during quarterly meetings. Work closely with CFO to forecast equity and debt needs. Source debt and equity marketing project to lenders and pitching investors. Cultivate relationships with various stakeholders and secure entitlements. Negotiate contracts with joint venture partners, third party vendors such as debt brokers, construction contracts, A&E and more.

2005 - 2013

BEACON CAPITAL PARTNERS

Vice President, Asset Management and Leasing

Boston, MA & San Francisco, CA

Developer of 2,000,000 square feet of Class A Office and mixed use projects in Boston, Seattle, San Francisco and Washington. Asset Manager for 2,800,000 square foot Boston portfolio.

Entitlement / Zoning Approvals / Construction Management Experience

Successfully entitled new developments in Boston, Washington, San Francisco, and Seattle obtaining agency approvals, negotiating special conditions while ensuring feasibility. Collaborated with counsel, municipal government and community groups to obtain land use permits (Boston Redevelopment Authority, San Francisco Redevelopment Authority and Mayor's office, the Reston Town Center Review Board, Fairfax County and City of Bellevue). Managed project team members, including design and construction professionals, attorneys, and specialty sub-consultants. Guided conceptual & schematic design, value engineering, design development, and construction process. Negotiated contracts and managed budgets.

Finance / Legal Experience

Authored financing memoranda and solicited potential lenders. Managed all stages of complex financing and negotiated construction loan documents. Created office, retail and residential proformas, completed market and feasibility analyses, and presented project budgets for approval to Investment Committee. Reported quarterly on development performance internally and externally. Negotiated business terms, letters of intent and project legal documents; prepared scopes of project and negotiated contracts & budgets.

Acquisitions / Dispositions

Evaluated various potential acquisitions and major repositioning activities. Formulated leasing, business and capital plans. Analyzed market opportunities, provided leasing and capital plan assumptions to analysts and reviewed financial models. Prepared for disposition of assets including preparation of diligence materials, responding to prospect buyer inquiries and transitioning property to new ownership.

Investor Relations

Presented at Fund's annual investor meetings. Responded to investor inquiries on market conditions and asset performance. Formulated sustainability strategy for Beacon's portfolio and presented initiative to various audiences. Prepared metrics to track costs.

Asset and Portfolio Management

Developed strategy to ensure that portfolio performance is market-leading. Prepared, implemented and directed capital and leasing plans. Negotiated office and retail leases as well as modeled cash flows for lease transactions and reviewed tenant financials. Worked closely with Managing Director on portfolio performance, presented lease deals to Credit Committee and Joint Venture partners for approval. Directed property managers, leasing attorneys, architects, brokers and consultants.

535 Mission Street, San Francisco, CA, \$160 million, 350,000 square foot Class A LEED Gold pre-certified Office Development. Entitled property, secured financing, and managed development & construction

City Center Plaza, Bellevue, WA, \$225 million, 570,000 square foot Class A LEED certified office development with 2.6-acre plaza and 4 levels of subterranean parking.

10833 108th Avenue, Bellevue WA, 1,200,000 square foot multi phased mixed-use development. Entitled property and conducted preconstruction feasibility analysis

Signature Site, Reston, VA, 250,000 square foot suburban office development. Evaluated feasibility and formulated strategy for public approvals

5th and Madison, Seattle, 120-unit condominium tower development delivered fall 2007. Managed construction completion, condo sales and delivery

Beacon's corporate headquarters, managed LEED Silver certification, Spring 2007

Channel Center, Boston 7.1-acre multiphase master plan development.

1998 – 2003

ELKUS MANFREDI ARCHITECTS

Designer/Architect

33 Arch Street, Boston, MA \$180 million, 600,000 square foot office tower in Financial District. Designed building envelope, resolved engineering & architectural conflicts, reviewed zoning requirements and coordinated construction documents

Intercontinental Hotel, Boston, MA 725,000 square foot mixed-use development.

Aspinwall Avenue Town Houses, Brookline, M 42 townhouse development, secured approvals

Education
2003 – 2005

COLUMBIA BUSINESS SCHOOL

New York, NY

Masters in Business Administration, Real Estate Finance concentration

Member of Real Estate Association and Entrepreneurs Club, VP of Events for Art Society,

Award winner of Seevak Real Estate Business Plan Competition

1992- 1998

MCGILL UNIVERSITY

Montreal, Canada

Bachelor of Professional Architecture, May 1998

Bachelor of Science in Architecture, May 1997

Published work in Architectural Review

Additional

Former Chair of Design Museum Foundation - Recruited board members, developed strategic plan, and doubled annual budget over three years.

Licensed Real Estate Salesperson's in Massachusetts

Licensed General Contractor in Massachusetts

LEED Certified Professional

Urban Land Institute member, council participant, **speaker** and panelist

MIT Real Estate Competition **Judge**.

Mentor for New England Women in Real Estate

Certified Yoga Instructor