

GREGORY D GLASS

Gregory.Glass@Colorado.edu

EDUCATION

University of Colorado at Boulder – Leeds School of Business

Boulder, CO

MBA with a focus on Real Estate, interest in redevelopment, adaptive re-use and in-fill

May 2014

Leeds School of Business Fellowship Recipient, Fall 2012-Spring 2013

- **Relevant Courses:** Commercial Real Estate Principles, Sustainable Real Estate, Corporate Finance, Financial Accounting, Business Statistics, Corporate Strategy, Decision Modeling (Management Science)
- **Activities:** Graduate Real Estate Association, CUREC Asset Management Series, ULI

Prescott College

Prescott, AZ

B.A. English, minor in Environmental Studies

December 2001

REAL ESTATE EXPERIENCE

Clear Capital

Truckee, CA

Valuation Analyst

September 2006 – March 2008

- Reviewed, quantified and verified quality requirements and customer specific guidelines on over 10,000 real estate valuation reports for residential properties
- Reconciled appraisal reports with broker price opinion reports citing strongest evidence to support most probable value
- Acquired residential realtor licenses in California and Nevada
- Managed library of technical valuation prompts sent to clients hundreds of times per day
- Named to team that resolved problematic valuations in real time with clients in the field

Portland Construction Solutions

Portland, OR

Strategy Consultant

March 2012 – Current

- Researched strategic growth opportunities and developed business development plan that resulted in successful acquisition of clients in multi-family sector
- Developed content for new website for push into multi-family across the Pacific Northwest
- Designed company wide email marketing campaign for multiple client lists

BUSINESS DEVELOPMENT EXPERIENCE

Simple Fuels Biodiesel

Reno, NV

Co-Founder

August 2004 – September 2006

- Secured start-up capital from private investors to create Nevada's first vertically-integrated biodiesel company sourcing local, recycled feedstock
- Originated vertically-integrated bio-regional business model to produce renewable fuel
- Developed relationships with and contracted over 200 restaurants to supply used kitchen oils
- Managed staff of 4, A/P and A/R with P&L responsibility

MH, Inc.

Novato, CA

Business Development

June 2009 – March 2011

- Conducted analysis of franchise model and suitability for client project
- Interviewed franchise consultants and drafted recommendation for course of action
- Researched retail nursery industry and compiled report on positioning of client model
- Developed business plan for launch of franchise, created investor presentation for private funding

LEADERSHIP ROLES

CU Student Government Finance Board

Boulder, CO

Board Member

September 2012 – Current

- Elected to two-year term on University wide board that oversees \$37 million annual budget for one of the largest, most active student unions in the nation.

Leeds School of Business Student Advisory Council

Boulder, CO

Representative

September 2012 – Current

- Elected by MBA peers as one of four 1st year representatives to act as a liaison between student body and administration.