

## **Lisa F. Fischhoff**

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**Commercial Real Estate (CRE) | Private Equity | Corporate Real Estate | Construction Management Leadership | CRE Asset Management | CRE Private Equity, Valuation and Disposition | Corporate Real Estate Leasing | Project Management**

### **Professional Experience**

#### **Real Estate Portfolio Manager and Special Situations**

**2020-Present**

##### ***Dorilton Capital and NorthMark Strategies; Stamford, Connecticut***

Oversee 2.1million square foot global real estate portfolio for a private investment firm consisting of: office, banking, industrial, industrial outdoor storage, medical office, data center and retail assets

- Perform due diligence and advise investment team on property valuations as an integral part of EBITDA for potential acquisitions and dispositions
- Work with CEO, COO and CFO to develop real estate strategy for individual entities and overall portfolio including budgeting and financial projections
- Proactively manage new leasing, lease renewals, renegotiations, reconfigurations, relocations and dispositions.
- Managed lease up and sale of 70,000 square foot building in Central London
- Negotiate and coordinate the legal review of all leases, work alongside legal for entity set up in countries and/or Special Economic Zones where property agreement is a prerequisite to entity formation
- Proactively identify risks; develop and implement solutions for mitigation and to address potential strategic challenges
- Collaborate with portfolio company executives to align budgeting and forecasting for the portfolio
- Lead the planning and design for new facilities serving 3300 staff globally; ensure alignment with business requirements, organizational goals, employee needs and efficiency
- Responsible construction ranging from 40,000sqft office spaces to 300,000 sqft industrial facilities including international projects in Bermuda, St. Vincent and the Grenadines, India, and the Cayman Islands
- Manage internal and external relationships including, architects, engineers, contractors and individual vendors; ensure on-time and in-budget project delivery

#### **Assistant Project Manager**

**2019-2020**

##### ***Zubatkin Owner Representation; New York, New York***

Project management and owner representation firm primarily focused on non-profit organizations

- Guided clients through strategy, budgeting and phasing for large scale renovations
- Managed projects through all phases of design, preconstruction, construction and project closeout; ensured on-time and in-budget project delivery and served as direct point of contact for clients
- Managed bid process for all architects, engineers, contractors, subcontractors and other vendors
- Negotiated contracts on behalf of clients, lease review when required
- Managed ongoing relationships with architects, engineers, contractors, consultants, code consultants, expeditors and other vendors
- Managed budgets, estimates and cost reports and presented these to clients

#### **Independent Real Estate and Strategy Consultant**

**2017-2019**

Consulted and served as project manager providing construction solutions. Significant mandates included project recovery for a private client build-out in Hudson Yards and a large infill project on Long Island

#### **Senior Manager, Special Projects – Real Estate and Facilities**

**2015-2016**

##### ***HelloFresh; New York, New York***

High-quality food solutions delivered directly to customers' doorsteps

- Led sourcing, negotiation and build-out of multi-million dollar headquarters office in Manhattan
- Accountable for construction through all phases of design, preconstruction, construction and project closeout
- Managed internal and external relationships including, architects, engineers, contractors, individual vendors and internal stakeholders

**Chief of Staff****2014-2015*****Organic Avenue; New York, New York***

Organic cold pressed juice, cleanses and plant-based foods. Ten stores, manufacturing facility, and warehouse

- Negotiated dispositions for stores during distressed period and rightsizing of organization
- Led research and site selection and feasibility studies for new retail, warehousing and processing facilities in New York and New Jersey
- Created and implemented cost reduction processes to streamline operations and lower staffing requirements totaling over \$2 million in annual savings and increasing sales per labor hour
- Delivered weekly data reports analyzing revenue, COGS and profits by product and by store
- Implemented data analysis to make informed decisions about production, operations and product offerings

**Co-Founder, Co-Owner, Director of Real Estate****2011-2014*****Pushcart Coffee; New York, New York***

Local coffee roastery with four shop locations, a bakery and two mobile cart locations

- Led all location scouting and analysis for new store research and openings; Negotiated and coordinated the legal review of all term sheets and leases
- Advocated with large retail operators for Pushcart Coffee as their tenant
- Responsible for design and construction for all retail stores ensuring location and build were fit for purpose and met NYC building code; Acted as a general contractor and expeditor for building permits
- Handled sourcing and purchasing for all materials, furniture, fixtures and equipment
- Hired, trained and managed 75+ employees across 4 retail shops, as well as bakery and roastery locations; managed ordering and maintained budget, books and funding and daily operation of the business

**Areas of Expertise:** Acquisitions, Dispositions and M&A · Due Diligence · Asset Management and Leasing · Workplace Design Management · Capital Improvement and Construction · Real Estate Strategy · Corporate Real Estate · Relationship Management · Client Interface · Licensed RE Broker New York

**Education****B.A. Sustainable Urban and Regional Planning**

*Binghamton University 2010*

**Professional Certificate, Financial Modeling**

*New York Institute of Finance 2018*

**Licenses and Additional Information**

- Licensed Real Estate Broker NYS Since 2023 · Licensed Real Estate Salesperson NYS Since 2013 · OSHA 10 · NYC DOB 4 Hour Scaffold · Home Improvement Contractor NYC 2012
- Avid skier, sailor and former rower (coxswain), American Yacht Club Finance Committee Secretary 2024 - Present