PATRICK J. FOGARTY

40 Cedar Swamp Rd
Glen Cove, NY 11542
pfogarty62@gmail.com
917-745-6822

OBJECTIVE:

To provide support, teamwork, and leadership to advance the mission and goals of a best-in-class organization expanding and evolving its recreation, sports, and leisure assets. Experienced in project and portfolio management, team building, training, and marketing. Extensive contacts and excellent communication skills. Creative problem solver who is sensitive to timelines and budget constraints.

EXPERIENCE:

***2011- present Real Estate Institute of Long Island "REI" - located at Stony Brook University*:**

Current Treasurer / Past Chairperson 2017-2024

- **Non-profit organization founded in 1971 to serve the regional real estate community**
- **A mission to share the tenets of Ethics, Education, Communication, and Professionalism**
- **Host events, symposia, and white papers on important issues affecting the industry**
- **Provide education, job training, workshops, and scholarships to Stony Brook University**
- **Manage and lead 45 Directors from all silos of the real estate industry**

2015-2022 Alvarez & Marsal, Inc. / A&M Golf, LLC

Senior Director

- **Hired by Principals to create a family office "sports and Leisure" investment program.**
- **Detailed research and analysis to understand golf as a commercial enterprise.**
- **Experience with and knowledge of water rights and wastewater management systems**
- **Managed investments, including property analysis, acquisition, renovation, marketing, branding, membership, food and beverage programs, staffing, and maintenance.**
- **NYS licensed real estate broker (license #10491211005)**
- **Founder of Golf IQ, LLC, a consulting firm for the golf industry- "golfiqllc.com"**

2011—2015 Long Island National Golf Club

Project manager

- ***Served as consultant to the owner at Long Island National Golf Club in successfully converting a public golf course into a profitable private member (non-equity) club.***
- ***Designed and managed a multi-million-dollar improvement program for the golf course and clubhouse surrounds. Interacted with the original design team to advance design aesthetic.***

2007-2011 First American Title Insurance Co, New York, NY

Vice President and Sales Manager

- ***Sales Manager of the NYC office (25 salespersons)***
- ***High Impact Sales with Institutional investors***
- ***Detailed understanding of real estate and the CMBS marketplace***
- ***National Sales with Commercial Lenders, Developers, Attorneys and Institutional Investors***

1998–2007 Rafferty Holdings, LLC, Garden City, NY

Sr. Vice President Real Estate

- ***Demonstrated proficiency in managing a diverse real estate portfolio encompassing residential, office, and industrial properties***
- ***• Leveraged strategic planning and development expertise to enhance the value and performance of the portfolio.***
- ***Established "Brownfield" Consulting Company. Served as real estate consultant for Stratford,*** CT ***Superfund Redevelopment Initiative (SRI)***
- ***Structured land development option for 150-lot residential subdivision within the Town of Riverhead, New York. Organized team and managed process to obtain all municipal approvals.***

1994-1998 Donald Zucker Company New York, NY

Vice President, Real Estate Finance and Development

- ***Responsible for leasing and managing 250+ commercial and retail tenants (in NY, NJ, VT., PA.)***
- ***Managed the sale, development, and delivery of 50 single-family homes in Smithtown, NY***
- ***Participated extensively in a $100mm credit (net) lease investment program. Responsible for site location/investment analysis***

1986–1994 Marine Midland / HSBC Bank New York, NY

Sr. Relationship Manager / Real Estate Lender

- ***Performed loan origination (land loans, construction lending, mini-permanent financing)***
- ***Significant loan workout and asset management experience received from 1990-1993.***
- ***Managed and disposed of non-performing assets.***

EDUCATION

- ***1987-1988 Marine Midland Bank / HSBC***
- ***Graduate of the Bank Management Training program (formal Credit Training)***
- ***1981-1985 St. John's University, Jamaica, New York / B.S. in Communications***
- ***Scholar-athlete, captain of the golf team, and three-time Big East Conference Individual Champion***
- ***SJU Athletic Hall of Fame, 202424***