



<http://bit.ly/jmelissacooper>

Executive Bio

J. Melissa Cooper is an Internet Entrepreneur and Real Estate Developer. She has started and monetized five companies, including a staffing firm at 23, and a career services firm at the intersection of executive search and technology, which grew to 500 employees with wholesale customers such as Monster.com and Indeed.com.

She successfully navigated her first exit in 2014 to TopResume.com & Talent, Inc.

Shortly after, she authored a book *Freelance Nation* on her experience in the developing 'gig economy' and has since then been a full time real estate developer. She now runs Phoenix Development full time, which last year built 10 new construction units in Boston.

Melissa has been an angel investor in several companies and is still an active owner in her original biotech search firm, HirePerfect in the Boston-Cambridge biotech sphere, and as of late with the coronavirus emergency has been working on several other healthcare initiatives.

Aside from private sector business, Melissa has founded and established an official NPO with 501(c) status, and has completed several initiatives throughout the last 18 years, many in developing areas of Asia.

She holds a Bachelor of Arts from Brandeis University in Waltham, MA and a Master of Science from New York University in New York, NY.



Banker References

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Selected Financing & Development Experience

- 3 Evergreen Drive, Middleboro, MA
 - 240 Unit Development
 - 24 units per building, 10 buildings over 3 phases
 - \$12MM acquisition
 - \$60MM construction cost
 - Angel investor 1 of 4 partners & active managing partner
- 666 Mass Ave South End, Boston, MA
 - 5 unit development
 - \$2.2MM acquisition
 - \$1.2MM construction
 - \$4.4MM exit price
- 225 Main Street, Somerville, MA
 - 3 unit development
 - \$750k acquisition
 - \$1MM construction
- 12 Farwell Place, Cambridge, MA
 - Duplex
 - Joint Venture
 - \$1.1MM acquisition
 - Construction Cost \$1MM
 - Cash out ½ profit, JV partner hold
- 27 Anderson St, Beacon Hill, MA
 - \$780k Acquisition
 - Construction Cost: \$700k
 - Exit Price \$3.1MM