

# John T. Pugh, A.I.A.

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322 Warren Street  
Needham, MA 02492

## Professional Memberships:

The American Institute of Architects, NAIOP,  
Urban Land Institute, Congress for the New Urbanism

## EDUCATION + LICENSES:

Licensed Architect (MA #50738)

2010//M.I.T.

Master of Architecture

2000//Fordham University

Bachelor of Science in Finance

## EXPERIENCE:

### 2010 – Present: John T. Pugh, Architect (Pugh Management LLC) - Owner

- Award winning architectural design firm with more than 8 years of experience
- Design multi-family apartment buildings, condominiums, and single -family residential buildings in the Greater Boston Area

### 2015 – Present: Civico Development LLC – Partner

- Lead acquisition underwriting efforts for residential, retail, and mixed-use development projects throughout Greater Boston; Residential project sizes from 10 – 300 units and total project costs from (\$5m - \$100m); Retail project sizes from 20 ksf -200 ksf;
- Build and maintain relationships with property owners, developers, brokers, and lenders
- Manage financing, permitting, and design processes
- Current project: Oriole Landing in Lincoln, MA – 60 residential units, total project cost ~ \$22M

### 2013 – 2015 - Samuels & Associates - Boston, MA – Asst. Development Manager

- Oversaw Federal, State, and City of Boston permitting processes
- Partnered with leasing, development and legal teams to develop proposals and lease documents
- Created development project schedules with input from leasing, design and construction teams
- Reviewed drawings with design & construction teams, tracked questions and responses
- Updated monthly project draw reports for review by senior management and equity partners
- Developed pro forma for project feasibility analyses – residential, retail and mixed-use projects
- Coordinated with general contractor and in-house construction manager on construction activities, such as site visits, creation of schedules and budgets, completion of punch-list items

### 2011–2013 - University of Massachusetts - Lowell, MA - Real Estate Project Manager

- Partnered with the Director of Planning and UMass Building Authority on acquisition/disposition planning and due diligence. Reviewed appraisals, proposals, environmental reports, historical filings, purchase and sale agreements, drafted/revised RFPs, coordinated with external consultants
- Worked with the Director of Planning to define real estate priorities for the University; Tracked acquisition budget and project costs, reviewed proposed leases and supported lease negotiations

**2011 – 2013 - Corporate Portfolio Analytics - Cambridge, MA - Real Estate Mgmt. Consultant**

- Partnered with the Director of Analytics to create institutional office and retail portfolio analysis

**2009 - 2011 - ORG: Architects + Urban Designers - Somerville, MA – Architectural Designer**

- Created design drawings and proposal packages for public buildings and multifamily projects
- Managed drawing set for a regional fire and safety center from conceptual design through construction documents.
- Partnered with the Founder to develop a NAIOP and MIT sponsored research grant proposal. The firm was awarded the grant; Led the research initiative and created a 100-page report

**2006 - 2009 - Massachusetts Institute of Technology - Cambridge, MA - Graduate Student**

**2006 – 2008 Architectural Internships: Arquitectonica (Paris), Evan Dennie Design (NYC)**

**2003 – 2006: Analyst positions in financial industry (Reuters, Cantor Fitzgerald) (NYC)**

**2000-2002 - Australian Basketball Association - Melbourne, AU - Pro Basketball Player**

**AWARDS & ACKNOWLEDGEMENTS:**

**Congress for the New Urbanism – New England:** Board Member

**Massachusetts Institute of Technology:** Department Merit Scholarship 2008-2009

**Australian Basketball Association:** Team Captain and MVP, Professional Basketball Player

**Fordham University:** Varsity Men's Basketball; Team Captain; Four Year Full Athletic Scholarship