



Mark Scarola

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Employment

GreenZone Properties: June 2017-Dec 2019 (Real Estate Investment Fund)

- Managed investor relations by addressing investor questions and concerns as well as maintaining subscription agreements, K1 statements, and other documents
- Prepared monthly progress reports on an 8.5 acre industrial development designed to have ten warehouses
- Oversaw logistics of two private placement syndications (Reg D and Reg A+)
- Raised \$1.2 million through LinkedIn, email database, networking events, and conferences
- Coordinated service providers including contractors, architects, legal team, security, etc.

Peaceful Property Solutions: Sept 2013-June 2017 (Real Estate Investments)

- Managed a portfolio of delinquent mortgage backed securities and residential rental properties
- Negotiated financial settlements with delinquent home owners and pursued foreclosure proceedings as appropriate
- Conducted due diligence on potential investments and obtained bids from service providers
- Resolved an interpersonal conflict between an executive and the only architect in a three county area; saving a retail redevelopment project
- Prepared marketing materials and market reports while acting in a consultative capacity

Encouragemint.org: June 2013-June 2017 (Nonprofit Organization)

- Established a 501(c)(3) non-profit organization focusing on emotional well-being
- Prepared 150 page business plan including a pro forma, organizational documents, marketing plan, and corporate policies
- Designed and built a website offering online support forums, encouraging articles, lay explanations of formal diagnoses, and an organized list of resources
- Arranged community service events around Hurricane Sandy relief and an animal shelter

Sussex County Community College: Jan 2007-Sept 2009

- Provided academic advising, personal counseling, and career counseling to college students
- Taught Crisis Intervention, Counseling Techniques, and Human Development courses
- Intervened during moments of crisis including an intoxicated student disrupting class and a student having a panic attack that brought EMTs on campus
- Initiated several mentorship relationships with students
- Developed an emergency procedures manual, made presentations promoting the counseling center, and taught a Freshman Orientation seminar

Education

Master's Degree in Social Work (MSW)

- Smith College: Northampton, MA
- Master's Thesis on coping with burnout at work

Bachelor's Degree in Psychology (BA)

- Syracuse University: Syracuse, NY
- Honor's Thesis on long-distance dating
- 3.9 GPA and four years on Dean's List

Accomplishments

- 1) Raised \$1.2 million in investment capital
- 2) Established two private placement investment funds and started seven businesses from scratch
- 3) Presented real estate development plans at a City Council meeting
- 4) Created and organized a real estate networking and educational group
- 5) Met with a governor, mayor, and senator to promote a job building program
- 6) Presented at real estate conference breakout sessions
- 7) Established a 501(c)(3) nonprofit organization
- 8) Prepared a corporate annual report including financial statements, description of future plans, and detailing progress of raw land entitlement (city permitting)
- 9) Reduced corporate overhead saving an employer \$26,000 annually
- 10) Earned six peer-nominated performance awards



Volunteering

- 1) Crisis hotline telephone counselor
- 2) United Way Grant Allocation Review Team
- 3) Habitat for Humanity
- 4) Organized a group to assist in Hurricane relief
- 5) Domestic Violence shelter – focus on children
- 6) Inner City Teen Center
- 7) Tutored children in grades 3-6
- 8) Social outings with mental health patients

Personality Traits

- Ethical/Honest
- Integrity
- Trustworthy/Dependable
- Committed/Reliable
- Respectful
- Strong Writer/Articulate
- Relationship Builder
- Collaborative
- Team Player
- Thorough/Diligent
- Organized
- Detail Oriented
- Planful/Prepared
- Flexible
- Resourceful
- Strategic
- Creative
- Solution-Focused

Other Jobs

Alchemy Kings: 2018-2019

Oversaw logistics of a private placement fund focused on acquiring and rehabbing small businesses. Managed investor relations and marketing efforts.

United Behavioral Health: 2005-2006

Provided customer service to behavioral health insurance customers and provided crisis intervention as needed.

Ceridian LifeWorks: 2003-2005

Conducted psychological assessments at an Employee Assistance Program. Served 2.7 million military personnel and family members, as well as thousands of corporate accounts.

St. Anne Institute: 2001-2002

Interned at an agency specializing in sexual abuse and teenage girls removed from their homes due to behavioral issues. Provided individual, family, and group therapy. Worked with Child Protective Services and the court system, often taking on clients mandated to treatment.

Faulkner Hospital: 2000-2001

Interned at a mental health program providing individual and group therapy. Wrote treatment plans, presented case analyses, and prepared progress reports.

Employment Gap

In 2009, I left Sussex County Community College following a medical scare. While there were no ongoing issues to worry about, it took time to obtain a proper diagnosis. Just as I was improving, my stepfather was diagnosed with a terminal case of brain cancer. Not actively employed at the time, I became a primary caretaker. When I wasn't caring for his health, which was a 24/7 job in itself, I took time to start an educational and networking group for local real estate investors and to establish a new prepare a 501(c)(3) nonprofit organization, which entailed preparing a 148 page application for the Internal Revenue Service.