



CHERYL LOCKARD
FINANCIAL MANAGER

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Cheryl Lockard, Financial Manager in the Company's Northeast Metro Division, is responsible for the financial aspects of its development projects, including office, industrial, healthcare, and multi-family product types. Her career at Trammell Crow Company spans 30 years.

PROFESSIONAL EXPERIENCE

Trammell Crow Company – Philadelphia, PA – 1987 to Present

Financial Manager / Senior Financial Analyst

- Prepares budgets and profitability analyses for new development projects; monitors compliance with internal approvals, and lender and partnership agreements; calculates returns and partner distributions; manages insurance coverage; formulates valuation models for potential acquisitions or client assignments, utilizing Argus; designs unique analyses to evaluate unusual and complex projects and transactions.
- Created and continue to enhance the TCC model used to formulate the budget and calculate the profitability of new development projects.
- Created a database used company-wide to track invoices, costs and budgets, and prepare reports for in-process development projects.

Senior Investment Specialist

- Assisted Chief Investment Officer in evaluating potential acquisitions and investments in real estate companies.
- Prepared business unit and product line profitability analyses.
- Modeled results for proposed partner compensation plans.

EDUCATION & CREDENTIALS

University of Pennsylvania, Wharton School
Bachelor of Science, Finance Major
Magna Cum Laude