

# Walter R. Burnett

## EXPERIENCE

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### Hannibal Valley Company

Principal

Chicago, IL

February 2023 – Present

- Lead real estate and hospitality consulting firm focused on community-rooted development, cultural programming, and strategy
- Advised on creative hospitality ventures blending art, culture, and cuisine—managing brand development, and investor materials
- Structured joint ventures for retail and entertainment tenants, negotiating revenue-sharing terms, and operational expectations
- Represented award-winning artists in brand partnership negotiations, including leading strategy for Chance the Rapper's collaboration with Airbnb Experiences as a headline cultural partner—negotiating performance terms, marketing exposure, and cross-platform engagement opportunities
- Produced critical business path documents for hospitality clients, aligning mission, design, digital strategy, and financial operations

### Goldman Sachs Asset Management

Acquisition Associate, Real Estate

New York City, NY

September 2020 - October 2022

- Underwrote 30+ transactions for asset classes (multi, commercial, special use) with varying risk profiles across the capital structure
- Created the Real Estate Group's universal Excel and PowerPoint template for deals presented to internal committees and investors
- Select Transaction Experience:
  - \$161 million mortgage loan refinancing for One Hotel West Hollywood (2021)
    - Conducted asset level and Los Angeles hospitality market due diligence to evaluate the current loan position as well as determine reasonable terms for the new agreement
  - \$61 million acquisition financing for the Vine, Raleigh, North Carolina
    - Determined asset valuation utilizing a synthesis of broad market research and conversations with local experts

### Goldman Sachs Investment Banking

Investment Banking Analyst, Leveraged Finance

New York City, NY

May 2017 – August 2017, July 2018 – September 2020

- Analyzed over 50 companies to determine underwriting risk and credit positioning for leveraged buyouts, acquisitions, and corporate financing transactions
- Select Transaction Experience:
  - \$2.2 billion four-product capital raise for Norwegian Cruise Line Holdings (2020)
    - Conducted meaningful due diligence on the future and past performance of both the business and broader cruise industry; additional market diligence conducted through “non-deal roadshow” investor calls
    - Drafted investor materials to convey the Company's ability to recover from a financial crisis
  - \$1.2 billion capital raise for Spirit AeroSystems (2020)
    - Analyzed the Company's liquidity position and business trends to understand capital needs to provide comfort for a committed bridge facility; prepared public investor materials for the secured notes offering

## EDUCATION

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### Fordham University, Gabelli School of Business

Major: Finance

New York City, NY

Graduation: May 2018

**Honors/Awards:** Patricia David Trailblazer Award, Forbes Under 30 Scholar, Fordham Consulting Cup semi-finalist

## LEADERSHIP & PROFESSIONAL DEVELOPMENT

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- Board Member, The Renaissance Collaborative (2025)
- Associate Board Member, The Bloc (2025)
- Alumnus, Black Bench Chicago (2024)
- SEO Career (Trainee, 2016–2017): Completed 100+ hours of technical and professional development training
- ASILI: Fordham Black Student Alliance (President, 2017–2018)

**Other Affiliations:** Fordham Diversity Business Council (Alumni Board), 27th Ward Young Democrats, Sky Art

## SKILLS & INTERESTS

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**Interests:** Art, Biking, Chess & Other Board Games, DJ, Road Trips, Soccer, Traveling, New Yorker Short Stories