

NATHANIEL M. ZORACH, AICP, MBA

detroit | nathaniel.zorach@gmail.com | tel. 717.715.7783

Relentlessly curious critical thinker, focused on facilitating equitable decarbonization by balancing market dynamics, capital, natural ecologies, urban systems, and human relationships. Excellent communicator & writer, manager of projects and humans, strategist, wrangler of data and spreadsheets, policy nerd.

EDUCATION:

American University Kogod School of Business – Master of Business Administration (3.72 GPA)	2021
Capstone: “Prime Movers: The Culture and Logistics of Public-Private Infrastructure Innovation”	
Wayne State University – Certificate: Data Science for New Mobility	2021
Cornell University SC Johnson School of Business – Certificate: Commercial Real Estate	2019
New York University Stern School of Business – Certificate: Financial Technology	2019
Grinnell College – Bachelor of Arts: German & Economic Geography	2010

PROFESSIONAL EXPERIENCE:

SEEL | Detroit, MI | Program Manager, Business Energy Analysis 2022-2023

- Led multi-million dollar initiative to vertically integrate HVAC and EV charger installation expertise for utility and auto partnerships; managed a team of 14 for \$3.3m direct install energy efficiency program for Consumers Energy; streamlined operations to improve field performance by 17% TTM; onboarded and trained new hires; developed operational framework for fleet and inventory management; worked with utility clients and third-party evaluators on further program development

Exelon | Washington, DC | Senior Program Manager 2021-2022

- Represented Pepco and Delmarva Power in policy working groups in MD, NJ, and DC on GHG mitigation and equity topics; served as SME on low-to-moderate income market strategy and developed a \$5m affordable housing envelope retrofit program in the District; managed cyclical performance reporting and data requests for a \$120m energy efficiency portfolio and developed and implemented operational improvements to increase accuracy and optimize work resources

The Handbuilt City, LLC | Detroit | Principal & Co-Founder 2011-2023

- Consultancy for community and economic development, supported a federally-funded corridor development project in Southwest Detroit around affordable housing in 2022-2023; led \$42m in mixed-use projects in Detroit and Chicagoland from 2012-2015; produced an acclaimed marketing project reaching 50k+ for Ford’s Michigan Central Station project; contributed to policy working groups on sustainability, equity, and decarbonization from 2015 to 2022
- Writes a subscriber-supported blog attracting thousands of unique impressions per post

Southwest Housing Solutions | Detroit | Project Manager 2015-2018

- Developed comprehensive policy, operational, and business frameworks for equitable residential mortgage lending in the LMI market, working with CRA lenders, CDFIs, city government, private investors, and the Detroit Land Bank; managed affordable housing portfolios; developed 200pp of standards to govern construction, design, and equitable procurement, sourcing more than 80% of our labor within our target markets; converted dozens of housing units back into productivity.

SKILLS & FOCUS AREAS:

architectural energy, CI & agile, construction, **finance** (capital stacks, ESG, markets, fintech), housing, HVAC, languages, managing humans, negotiation, **procurement** (sustainable and diverse standards of), prompt engineering for AI, **public policy**, **public-private partnerships**, public speaking, real estate, regulation and compliance, renewable energy, **research**, social innovation, **transportation**, **urban design** (GSI, impact & UHI mitigation), **urban planning** (climate resiliency, parking theory), US-Canadian issues, **utilities** (demand response, DERs, electrification, energy efficiency, V2X).

PROFESSIONAL DEVELOPMENT:

StartingBloc: Social Innovation Fellowship – Los Angeles 2020 Cohort	2020-current
American Planning Association: American Institute of Certified Planners	2019-current
US Green Building Council: ADVANCE Ambassador Training on Equity and Justice	2017
German-American Chambers of Commerce South / Industriehandelskammer: Sustainable Mobility Study Tour	2017
Post-Carbon Cities of Tomorrow (POCACITO); German-American study fellowship	2016
University of Illinois at Chicago: Summer Institute on Sustainability and Energy	2014
Rebuild Foundation: Designer-in-Residence (with Theaster Gates, Jr.)	2010-2011

MISCELLANEA:

- **Holds memberships** in the **Society for Industrial Archaeology**, **American Society of Adaptation Professionals**, **Young Professionals in Transportation**, Detroit-based **Transportation Riders United**, energy justice organization **Soulardarity**, **Bike Windsor-Essex**; previously held certifications from the **USGBC**, **BPI**, **RESNET**, and **PHIUS (Passive House)**

- **Presented** on career development to the **Chelsea Collaborative's 2020 Youth Employment Initiative**; to **POCACITO fellows** on market-based mechanisms to facilitate a just energy transition in 2020; on emergent strategies for real estate finance at **1871 in Chicago in 2014**; on the same with a focus on affordable housing to **Housing Action Illinois** in 2014; on arts-based neighborhood interventions at **Rust Belt to Artist Belt** in 2012

- **Provided** data analysis for **Bend The Arc: A Jewish Partnership for Justice**; fundraising and content creation for the **American Society of Adaptation Professionals**; input and policy expertise (since 2015) to ongoing statewide and regional policy workgroups on Midwestern and Michigan energy efficiency topics, especially focusing on the low-income market segment (with the Michigan Public Service Commission and the Department on Energy, Great Lakes, and Environment); stakeholder engagement and strategy for **Transportation Riders United** in Detroit and support for **Motor City Freedom Riders** on strategy and transit justice; editing of exam questions for **GBCI** (USGBC LEED exams); support and fundraising for the **Open/Closed Vacant Property Forum and Shuttered Film Festival in 2011 and 2012**; support for organizing a cooperative symposium on the Israel-Palestine conflict in 2009

- **Received** operating grant from **Matterport** to facilitate interactive visualization of spaces for historic preservation, Black-owned businesses, and community spaces in Minnesota, Iowa, and Michigan; recognition at the 2017 Michigan **Governor's Energy Awards** for a 200-page Construction and Design Standards Guide created to guide sustainable real estate development; arts grant (via the **Regional Arts Commission** in St. Louis) to pursue artistic community development marketing strategy around vacant property; numerous grants to support youth arts in North St. Louis

- **Enjoyed being:** a "transit-oriented teen"; a member of the **Beat The Train in Detroit Cycling Club**, completing a 465-mile **RAGBRAI** bike ride across Iowa; an avid singer; a Google Level 8 Reviewer with over 1.3 million views of photos and reviews on Google Maps, a **Yelp Elite** since 2010; member of one of Canada's top-ranked pub trivia teams; a dog rescue dad; a student of woodworking; a dilettante perfumer; able to complete over 6m work units for the distributed computing projects SETI@Home (astrophysics research) and Rosetta@Home (biomedical research) since 2001

PORTFOLIO:

A full portfolio of my work is available on my website at <https://handbuiltcity.org>.