

# ERIN DEGNAN ESCOBEDO

310 Tomasso Hall, Babson College, Babson Park, MA 02457 ▪ (781) 239-5536 ▪ E-mail:eescobedo@babson.edu

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## ACADEMIC POSITIONS

### BABSON COLLEGE

*Lecturer, Finance Division (Part-time Fall 2017, Full-time Spring 2018)*

Babson Park, MA

8/17 – present

- Independently-designed, developed, and taught three graduate MBA courses and two undergraduate business courses:
  - FIN 7566: Real Estate Transactions (Blended-learning MBA elective, spring 2018)
  - FIN 9510: Residential Real Estate: Acquisition, Disposition, Finance and Leasing (MBA elective, spring 2018)
  - FIN 7578: Real Estate Development (MBA, intensive elective, fall 2018)
  - FIN 3511: Residential Real Estate (undergraduate elective, fall 2018)
  - FIN 3512: Real Estate Transactions and Law (undergraduate elective, fall 2018)
- Courses taught: FIN 3555 Real Estate Investment (spring 2019), FIN 3511 Residential Real Estate, FIN 3512 Real Estate Transactions and Law, FIN 7566 Real Estate Transactions, FIN 7578 Real Estate Development, FIN 9510 Residential Real Estate
- Service: developed five courses and contributed to the expansion of the real estate curriculum including concentrations in the undergraduate and graduate business programs.
- Research interests: real estate law and business

### UNIVERSITY OF MIAMI, SCHOOL OF BUSINESS ADMINISTRATION

*Lecturer, Business Law Department, Director, Critical Thinking and Communication Program*

Miami, FL

1/14-5/17

Courses taught: BSL 212, BUS 300, BUS 600, BUS 602, and BUS 603

- BSL 212: Business Law: Instructed undergraduate students in a course exploring substantive knowledge of the U.S. legal systems, the legal rules and principles of contract law, and the international implications of business transactions.
- BUS 300: Critical Thinking and Persuasion for Business: Instructed undergraduate students in a course designed to improve students' critical analysis of business problems and their writing and presenting skills.
- BUS 600: Critical Thinking and Effective Writing Fundamentals: Instructed MBA and other graduate students who are English Language Learners in a managerial communication course designed to enhance their critical thinking, logical, and analytical reasoning skills and develop their effective business writing skills.
- BUS 602: Critical Thinking and Effective Writing: Instructed MBA and other graduate students in a managerial communication course designed to enhance their critical thinking, logical, and analytical reasoning skills and develop their effective business writing skills.
- BUS 603: Critical Thinking and Effective Presentation: Instructed MBA and other graduate students in a managerial communication course designed to improve students' ability to make effective business presentations, including entrepreneurial sales and investment pitches, and to increase their confidence with public speaking.

Executive and Professional Education Teaching: Visa, Inc. (independently-developed and taught an Executive Education course for Visa, Inc., "Making the Connection: The Art of Conveying Your Message through Effective Presentations" (November 2016, Miami, FL))

#### Appointments and Service:

- Director, Critical Thinking & Communication program in the Business Law Department (1/14 – 5/17)
  - Managed a team of lecturers teaching critical thinking and communication courses in five graduate business programs and in the undergraduate business program.
  - Responsible for curriculum redesign and development, assessments, and administration of the following courses: BUS 300, BUS 600, BUS 602, and BUS 603.
  - Administered the expansion of BUS 300 (a required course for all undergraduate majors in the School of Business Administration) from two to thirteen sections within a period of two semesters and the expansion of BUS 600, BUS 602 and BUS 603 (required courses in several graduate business programs) from five to thirty-five sections per term.
- Member, Accreditation Executive Committee (2014–2017).
- Representative, Advanced Writing and Communication Curriculum Committee (2015).

### FLORIDA INTERNATIONAL UNIVERSITY, COLLEGE OF LAW

*Visiting Assistant Professor, Legal Skills & Values Program*

Miami, FL

8/11 – 12/13

Courses taught: Legal Skills & Values I, Legal Skills & Values II, and Legal Skills & Values III.

- Legal Skills & Values I & II: Instructed first-year law students in legal analysis, communication and research skills in two required courses that introduce students to efficient legal research and analysis techniques, oral advocacy, professionalism, and objective and persuasive legal writing, including drafting office memoranda, pretrial motions, and appellate briefs.

Collaborated with other Legal Skills & Values Program faculty to design and develop a research and writing curriculum, including research problems and case simulations, adapted to the demands of a diverse legal practice.

- Legal Skills & Values III: Taught second-year and third-year law students in advanced legal analysis, research, and writing, including drafting contracts, client letters, pre-trial motions, and memoranda of law, and the development of strong oral advocacy skills and negotiation techniques.

Service:

- Served as a mentor and tutor to students preparing for the Florida Bar and Multistate Bar Examinations (2011-2013).
- Coached Board of Advocates Intercultural Human Rights Moot Court team and placed second at the Susan J. Ferrell Intercultural Human Rights Moot Court Competition (2013).

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## EDUCATION

### GEORGETOWN UNIVERSITY LAW CENTER, J.D. 2004

Washington, DC

- Activities:
- Georgetown Journal of Gender and the Law, *Staff Member*.
  - Barrister's Council, *Alternative Dispute Resolution Competition Team Member* (ranked 3<sup>rd</sup> in ABA Regional Client Counseling Competition (2003)).
  - Research Assistant to Professor Mitu Gulati (2002-2003).
  - International Law Society, *Section Representative* (2001-2002).

Study Abroad: Georgetown University Law Center Summer Program, London, England (2002).

### BROWN UNIVERSITY, A.B., *cum laude*, International Relations, 2000

Providence, RI

Honors Thesis: *International Radio Broadcast Propaganda and the Cold War*.

- Activities:
- Brown Journal of World Affairs, *Staff Member*.
  - Model United Nations, *Marketing Team Member*.

Study Abroad: Université de Paris – Sorbonne, Paris IV, Paris, France (Summer 1998).

### MOSES BROWN SCHOOL, high school diploma, *cum laude*, 1996

Providence, RI

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## PROFESSIONAL EXPERIENCE

### AVATAR PROPERTIES INC.

Miami, FL

*Associate General Counsel*

9/10 – 4/11

Responsible for oversight of all legal matters for real estate company and its parent, Avatar Holdings, Inc. ("Avatar"), a NASDAQ-listed company, managing approximately \$545,000,000 in total assets.

- Litigation Management: Managed all litigation for Avatar and its subsidiaries. Drafted and reviewed complaints, motions, pleadings, memoranda of law, briefs and other court filings. Developed litigation and defense strategy. Handled discovery requests and responses. Represented Avatar in mediations, depositions and settlement negotiations. Supervised outside counsel, and coordinated insurance claims with adjusters to secure coverage.
- Asset Acquisitions & Dispositions, Development & Financing: Drafted and negotiated purchase and sale agreements, contracts, letters of intent, leases, letters of credit, and vendor and construction agreements. Worked on extensions of regulatory permits with state and federal agencies. Served on the Board of Supervisors for Community Development District.
- Key Transactions:
  - Represented Avatar in a \$100,000,000 underwritten public debt offering of senior convertible notes.
  - Lead counsel for closing of a \$62,000,000 acquisition of a portfolio of real estate assets from a NY-based real estate private equity fund.
- Corporate Governance & Regulatory Compliance: Drafted and revised 10-K annual report and 10-Q quarterly report provisions and press releases for SEC filings. Prepared General Counsel opinion letters and disclosures for auditors. Managed real estate and construction licenses with state agencies. Worked on integration of multi-state real estate operations.
- Intellectual Property, Advertising & Marketing: Drafted and negotiated agreements for copyright and trademark licenses. Collaborated with outside counsel to prepare applications for state and federal registrations for copyrights, trademarks and service marks. Developed and implemented protocol for use of licensed marks in advertising and marketing programs.

### SHUTTS & BOWEN, LLP

Miami, FL

*Litigation & Real Estate Associate*

1/07 – 8/10

Practiced complex commercial litigation with significant emphasis upon creditors' rights and commercial foreclosure actions. Represented corporate and individual clients in real estate development, finance transactions and corporate law.

- Commercial Litigation: Represented domestic and international clients, including lenders, servicers, and creditors at trial and appellate levels in state, federal and bankruptcy court. Managed full caseload at various phases of litigation from inception through resolution. Successfully argued motions before state courts. Prepared initial and responsive pleadings, dispositive motions and responses, briefs and memoranda of law. Conducted pre-trial discovery and discovery in aid of execution.

- Real Estate Development and Financing: Drafted declarations, governing and control documents for the creation of condominiums, large-scale planned developments and mixed-use projects. Negotiated, drafted and reviewed contracts and debt instruments for acquisition, mezzanine, and construction loans.
- Corporate Structuring and Operations: Drafted and reviewed partnership agreements, shareholder agreements, distribution and licensing agreements, board resolutions and formation documents for limited partnerships, limited liability companies, and corporations. Represented franchisees in start-up and expansion of business operations.
- Asset Acquisitions and Dispositions: Extensive drafting, negotiation and analysis of commercial contracts. Structured and closed commercial and residential real estate deals under absolute deadlines from letter of intent stage through post-closing asset management. Lead attorney on asset acquisitions and dispositions, including bulk sale transactions.
- Leasing & Resort Management: Represented international private equity firm in asset management and resort operations for multi-million dollar luxury resorts. Drafted and reviewed leases and agreements for resort communities.

#### **CHEFFY PASSIDOMO, P.A.**

*Land Use, Real Estate and Business Law Associate*

Naples, FL

11/04 – 1/07

Successfully advocated to obtain land use permits and approvals for multi-million dollar luxury residential, commercial and mixed-use development projects as lead counsel in quasi-judicial hearings before local governmental bodies. Multi-dimensional practice included acquisitions & dispositions, entity formation and business sales.

#### **D.C. SUPERIOR COURT**

*Judicial Extern to the Honorable Zöe Bush*

1/04 – 4/04

Washington, DC

Researched case law and drafted legal memoranda and judicial orders for civil cases and appeals from the Landlord and Tenant Division and administrative agency decisions.

#### **U.S. ATTORNEY'S OFFICE**

*Summer Law Clerk, Civil Division*

Washington, DC

6/03 – 8/03

Drafted motions and legal memoranda for Assistant U.S. Attorneys. Researched case law for prosecutions under the False Claims Act, 31 U.S.C. §§ 3729 – 3733, and for defenses of claims of civil rights violations under 42 U.S.C. §1983.

#### **U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT**

*Communications Program Assistant, Office of Population: Pal-Tech Support Contract*

Washington, DC

2/01 – 6/01

Assisted General Counsel and Director of Communications in advising international donor and cooperating agencies, foreign governments, and non-profit corporations concerning U.S. legislative funding restrictions for international assistance programs.

#### **U.S. DEPARTMENT OF COMMERCE**

*Office of Public Affairs Intern, International Trade Administration*

Washington, DC

6/99 – 8/99

Responsible for the establishment, editorial content, and organization of the prototype issue for a new international trade magazine, *Export America*. Prepared speeches and executive letters for the Under Secretary of Commerce.

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#### **PUBLICATIONS/PAPERS**

- Co-Author, *Summary Report on International Eviction Laws*, prepared for the American Bar Association and the United Nations Development Programme - International Legal Resource Center (July 25, 2006).
- Co-Author, Georgetown Journal of Gender and the Law, Fourth Annual Review of Gender and Sexuality Law, Violence Law Chapter, "Rape", 4 Geo. J. Gender & L. 503 (2002).

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#### **LICENSURES, PROFESSIONAL ORGANIZATIONS, COMMUNITY SERVICE & SKILLS**

- Licensed Attorney in Florida (2004) and Massachusetts (2004).
- Licensed Real Estate Broker in Massachusetts (2015).
- Management Communication Association, *Member* (2016 – present).
- Legal Writing Institute, *Member* (2011 – 2013).
- Brown University Club of Miami, *President* (2010 – 2012), *Board of Directors* (2009 – 2010; 2015 – 2017).
- Georgetown University Club of Southwest Florida, *Board of Directors* (2005-2006).
- The Junior League of Miami, *Member* (2007 – 2011).
- The Florida Bar, "Florida Attorneys Saving Homes" project, *Pro Bono Attorney* (2009).
- Legal Aid, Naples, FL, *Pro Bono Attorney* (2006-2007).
- *Languages*: Conversational French and Spanish.
- *Legal Research Skills*: Westlaw and LexisNexis
- *Personal Interests*: International travel; scuba diving (NAUI certified scuba diver); downhill skiing; and dance.