



YLG Spotlight

Name: Matthew Sirianni

Company: Fident Capital

Why are you a ULI member?

I am a ULI Member for the educational, networking, and deal-making opportunities. I enjoy meeting new people, learning about other professions, and being a part of the discussion about developing real estate trends and best practices.

When did you get involved?

I got involved shortly after graduating from the University of San Diego. ULI was recommended by several peers and mentors, so I didn't waste any time getting started.

What does ULI mean to you?

ULI offers a fantastic venue to learn, brainstorm, and collaborate. I am always impressed with the diversity of professions represented and the enthusiasm everyone brings to the table. I think organizations like ULI make the real estate industry more enjoyable to be a part of. It is a place to grow both personally and professionally, and I am glad I got involved so early in my career.

What is your current job and what types of projects are you working on now?

I currently work at Fident Capital. We are a boutique capital advisory firm that secures debt and equity financing for middle-market developers and investors operating in the Western United States. My role is more focused on the underwriting, packaging, and funding solicitation for all debt and equity placement opportunities. I also assist with the management of internal CRM systems that drive company operations.

We recently closed a bridge loan for a value-add multifamily project in Chula Vista, CA and are currently in the process of securing debt and equity for multifamily and condo projects in CA and TX. We also have self-storage and office value-add deals in the pipeline. More detail on past projects can be found at <http://www.fidentcapital.com/portfolio/>

What traits do you think define a successful leader?

Leading by example, adaptability, being a good listener, and having a positive attitude.

What would you be doing if you weren't in real estate?

Engineering or journalism.

What do you do in your spare time?

Read, sail, ski, beach volleyball, travel, hang out with friends.

What has been the most important lesson in your career that you would like to pass along?

Stay curious and be a subject matter expert. Own what you do and don't shy away from chances to learn. Opportunity may reveal itself in the unlikeliest of places.

Favorite quote?

"Don't measure yourself by what you have accomplished, but by what you should have accomplished with your ability." "Success comes from knowing that you did your best to become the best that you capable of becoming." – John Wooden.