

John T. Perovich, MSFE

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PROFESSIONAL EXPERIENCE

Tideline Advisors

San Francisco, CA

Project Manager

October 2016 – April 2017

Managed impact investing strategy, research and product development consulting engagements

- **USAID Office of Private Capital and Microenterprise:** Developed strategy and implementation framework to catalyze private capital for USAID development priorities; researched international development investor landscape
- **Large US Foundation:** Analyzed potential products to attract donor-advised fund assets for impact investing

Third Sector Capital Partners

San Francisco, CA

Associate (Project Lead); ProInspire Fellowship

August 2014 – January 2016

Led multi-stakeholder consulting engagements to design and implement Pay for Success (PFS) projects: evidence-based social services programs financed by impact investments in which governments pay only if positive outcomes are achieved

- **Santa Clara County – Chronic Homelessness:** Led economic modeling, data analysis and loan contracting for the first PFS project in California; a six-year, \$25mm permanent supportive housing project that launched July 2015
 - The project will house 150+ frequent users of County services, who often generate \$80,000+ annual cost, and a randomized control trial will rigorously evaluate cost savings and other efficiencies for the County
- **Santa Clara County – Acute Mental Health:** Project lead for County's second PFS project that will reduce mental health crises and expensive inpatient days for 250 frequent users of the County's emergency and inpatient facilities
 - Developed predictive screening tool to identify likely high-utilizers from County's mental health client data
 - Wrote and coordinated grant applications that secured over \$2mm in funding for both Santa Clara projects
- **San Francisco City/County:** Conducted feasibility study and gap analysis of three issue areas: at-risk youth, infant and maternal health, and family homelessness; CCSF has changed certain procurements as a result of analysis

Social Enterprise Associates, SVT Group, David Breecker Associates

San Francisco, CA

Consulting Contractor

June 2013 – August 2014

Impact evaluation, financial modeling and budgeting, fundraising strategy and research for nonprofit and social enterprise clients

- **Future of Fish:** Evaluated capital restructuring and financial validity of new product lines for sustainable seafood business
- **Restore the Earth Foundation:** Developed Social Return On Investment (SROI) model and fundraising materials for wetland restoration along Mississippi River; Researched economics of ecosystem services
- **Place-Sourced Impact Investing, Santa Fe:** Researched and wrote impact investing white paper that identifies emerging financial channels as a guide for stakeholders who are developing a hyper-local, impact investment ecosystem
- **Santa Fe County Sustainable Economic Development Plan:** Analyzed industry data and trends for health care, agriculture and ecotourism; consulted with local experts; drafted sections for Economic Development Plan Final Report

Private Investment Management

San Francisco, CA

Managing Partner

October 2010 – July 2013

- Managed stock and option portfolio for investors with emphasis on reduced volatility and income generation

PNC Financial Services

New York, NY

Investment Banking Structuring Analyst, Asset Backed Securities Group

July 2009 – September 2010

- Designed and implemented stress test methodology for \$100B PNC Corporate Bank portfolio to determine loss provision
- Forecasted asset performance, monitored portfolios with SQL and structured \$1.6B in asset-backed security transactions

Sandia National Laboratories

Albuquerque, NM

Intern, Thermal Spray Research Laboratory

July 2004 – April 2008

- Researched spectroscopic technique to characterize temperature gradients in plasma spray plumes

EDUCATION

Columbia University, Fu Foundation School of Engineering and Applied Science

New York, NY

Master of Science in Financial Engineering; GPA 3.7

July 2009

University of New Mexico

Albuquerque, NM

Bachelor of Science in Physics, Applied Mathematics; GPA 4.0, *summa cum laude*

December 2007

Select Coursework: *Experimental Finance, Optimization, Security Pricing, Risk Management, Monte Carlo Simulation, Statistical Inference*

SKILLS and INTERESTS

Advanced: Excel, Powerpoint

Proficient: R, MATLAB, SQL

Familiar: Python, Git, Java, VBA, AMPL

Personal Interests: Complex systems, Zen philosophy, meditation, hiking, cooking New Mexican cuisine