

Xiaodan Mao-Clark

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Education

Ph.D. Candidate in Hospitality Management University of Houston Chair: Dr. Yoon Koh Committee Members: Dr. Agnes L. DeFranco	Expected: May 2023 Houston, TX
M.S. in Hospitality Management University of Houston Thesis: Comparison of Chinese Hotel Valuation Models with International Hotel Valuation Models Chair: Dr. Ki-Joon Back	May 2013 Houston, TX
MBA in Finance University of Houston	May 2013 Houston, TX
B.S. in Hospitality Management University of Houston Summa Cum Laude Graduated with Membership in the Honors College	May 2005 Houston, TX

Research Honors

Best Paper Award Nominee The 26th Annual Graduate Education Graduate Student Research Conference in Hospitality & Tourism., Houston, TX Mao-Clark, X. , Koh, Y., & DeFranco, A. Not so color-blind: Implicit bias and restaurant crowdfunding performance	2021
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Working Papers

5. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. The macro-political foundation of restaurant entrepreneurs' crowdfunding activities
4. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. The color divide: The effect of relative prosperity by ethnicity on restaurant crowdfunding success
3. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. Race matters: Aversive prejudice and African American restaurateurs' crowdfunding success
2. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. Crowdfunding performance for mixed gender teams
1. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. Not so color-blind: Implicit bias and restaurant crowdfunding performance

Conference Proceedings

4. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. The macro-political foundation of restaurant entrepreneurs' crowdfunding activities. *Proceedings of the 27th Annual Graduate Education Graduate Student Research Conference in Hospitality and Tourism*, Houston, TX, USA.
3. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. The color divide: The effect of relative prosperity by ethnicity on restaurant crowdfunding success. *Proceedings of the 27th Asia Pacific Tourism Association (APTA) Annual Conference*.
2. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. Race matters: Aversive prejudice and African American restaurateurs' crowdfunding success. *Proceedings of the 2021 Annual Conference of International Council on Hotel, Restaurant and Institutional Education (I-CHRIE) Conference*.
1. **Mao-Clark, X.**, Koh, Y., & DeFranco, A. Not so color-blind: Implicit bias and restaurant crowdfunding performance. *Proceedings of the 26th Annual Graduate Education & Graduate Student Research Conference in Hospitality and Tourism*, Houston, TX, USA. **Nominated for Best Paper Awards**

Teaching Interests

- Finance
- Real estate
- Corporate social responsibility

Teaching Experience

Instructor

University of Houston

**2021 - Present
Houston, TX**

HRMA 4343: Financial Administration for the Hospitality Industry

Capstone finance course with 34 students

Mode: Synchronous online

Awards and Scholarships

- Ph.D. Student Graduate Research Fellowship, Conrad N. Hilton College, University of Houston.,(2020 - 2023)
- Nevada Gold & Casinos Research Scholarship., (2008)
- Graduate Research Fellowship, Conrad N. Hilton College, University of Houston., (2006-2008)
- Summa Cum Laude, Conrad N. Hilton College, University of Houston., (2005).
- Ray A. Kroc Endowed Scholarship, Conrad N. Hilton College, University of Houston
- Charles McNeil Endowed Scholarship, University of Houston
- Dorothy Bettencourt Clay Scholarship, Honors College, University of Houston

Technical Skills

- Extensive working knowledge of complex hotel and multifamily real estate financial modeling and data analysis on institutional investments.
- Extensive working knowledge of conducting hotel and multifamily real estate feasibility studies on institutional investments.
- Extensive working knowledge in institutional investment deck preparation.
- Advanced use of Stata, SPSS.
- Programming: Python (NumPy, Pandas, Matplotlib, Scikit-learn), L^AT_EX
- Fluent in Mandarin

Industry Experience

Partner

Jade Hill Investments

**06/2014-08/2020
Houston, TX**

- Multifamily real estate asset pricing.
- Capital raising and underwriting for Class A and B multifamily real estate assets ranging from \$20MM to \$400MM.
- Conducting market research and feasibility studies for institutional multifamily investors, including rent growth, property tax, demographics, sales comparable, and rent comparable research.

Senior Associate

Newmark Frank Knight

**11/2012-06/2014
Houston, TX**

- Built hotel financial models to assist in hotel investment evaluations.
- Conducted market research and market analysis for luxury hotel operators and private equity groups.
- Identified real estate MA transactions and management contract opportunities for luxury boutique hotel owners/operators in U.S. gateway markets as well as in Asia.
- Identified luxury boutique hotel owners/operators as potential clients; met with potential clients as part of business development activities.

International Sales Executives

Delta Technology

**09/2009-10/2012
Africa, Asia**

- Responsible for execution of global (Asia, Africa, North America) sales strategies; contract negotiation, direct management of twelve international sales representatives.
- Built sales forecast models and projection of sales volume and revenue. Increased sales revenue by approximately 200% in the first year to approximately \$5.0 million. Engaged additional sales distributors in two major international markets.

Corporate Training Manager

Wings N'More

**01/2009-09/2009
Houston, TX**

- Structured and managed training programs for eleven full-service restaurants with over 200 staff members.
- Wrote two training manuals and implemented corporate training procedures and company hiring policies.

Graduate Research Fellow **08/2006-05/2008**
University of Houston **Houston, TX**

- Worked with Conrad N. Hilton Distinguished Chair on hospitality marketing research.
- Graded undergraduate students' papers, exams and liaised for Dr. Ron Nykiel and students.

Corporate Advisory Intern **07/2008-09/2008**
Jones Lang LaSalle Hotels **Beijing, China**

- Reported directly to the Senior Executive VP of China.
- Conducted disaster recovery market research for a JLL publication on all hotel segments in Sichuan Province after a major natural catastrophe in comparison to similar hotel markets in the Asia Pacific region.

Consultant **10/2007-05/2008**
Gemelos Investments **Houston, TX**

- Underwrote a \$2.0 million, 20-room, independent boutique hotel project in Texas.

Business Analyst Intern **05/2007-05/2008**
Nevada Gold and Casinos **Houston, TX**

- Supported Senior VP of Development in analysis of casino portfolio operations' weekly and quarterly financial statements.
- Conducted market and feasibility studies; created weekly reports to the Board of Directors and the Executive Committee of current development projects.

Service Activities

Vice President **2020-Present**
Conrad N Hilton College Doctoral Student Association, University of Houston

Vice President **2019-Present**
Conrad N. Hilton College Alumni Board, University of Houston

Advisory Board Member **2017-Present**
PIMA Medical Institute

Board Member **2017-Present**
IACUC (Institutional Animal Care and Use Committee)