Lucas Ferreira

Minneapolis, MN · lucas.ferreira.test@example.com Applying to: Chicago Booth full-time MBA, 2026-27

This is a fictional applicant written for this sample. Prairie Lantern Solar, Halstead Municipal Advisors, Northside Money Lab and the Lake Street Old-Timers league are invented.

Program and round

- Full-Time MBA, Class of 2029. Round 1 (submitted September 2026).
- Intended concentrations: Finance; Entrepreneurship.

Education

- **University of Minnesota Twin Cities, Carlson School of Management**: BSB Finance, minor in Environmental Sciences, May 2020. GPA 3.34.
- Spring 2018 GPA 2.71 (see Optional essay).
- Relevant courses: Corporate Finance (A-), Financial Modeling (A), Statistics for Business (B+), Calculus I (B), Energy and Environmental Policy (A).

Test

- GMAT Focus Edition (August 2026): 655 (Quantitative 83, Verbal 82, Data Insights 80). This was my second sitting. My first, in March 2026, was a 605.

Resume

PRAIRIE LANTERN SOLAR, Minneapolis, MN (Jul 2022 - present) *Community-solar developer, about 60 employees, 92 MW operating in Minnesota and Illinois.*

Senior Associate, Project Finance (Jan 2024 - present)

- Own the financial model and lender process for every project from interconnection study to commercial operation. Closed financing on 14 projects (61 MW, about $118M of debt and tax equity).
- Led the first portfolio financing at the company: 6 projects bundled with one lender. This cut closing costs per project by about $140K and closing time from 5 months to 11 weeks.
- Manage 2 analysts. I rewrote our model template and review checklist after an analyst's error reached a lender draft.
- Recommended in 2025 that we kill the 7 MW Stearns County project when the utility's upgrade estimate came back at $4.1M. We wrote off $380K.

Associate, Project Finance (Jul 2022 - Dec 2023)

- Built subscriber-revenue forecasts for 9 community-solar gardens and tracked the 22% of subscribers required to be low-income.
- Sat in on 30+ township and county meetings with our land team to explain project economics to local boards and landowners.

HALSTEAD MUNICIPAL ADVISORS, St. Paul, MN (Jul 2020 - Jun 2022) *Financial advisor to cities and school districts, about 25 people.*

Analyst

- Built debt-capacity models for 18 cities and school districts issuing bonds, including a $42M school referendum in Brainerd.
- Created the firm's first rate study template for small water utilities. It is still used on about 10 studies a year.

ADDITIONAL

- Volunteer instructor, Northside Money Lab, Minneapolis (2021-present). I teach a 6-week budgeting and credit course twice a year.
- Goalie and league treasurer, Lake Street Old-Timers adult hockey league (2019-present).
- Languages: English (native), Portuguese (conversational; my father is from Belo Horizonte).
- Skills: Excel project-finance modeling, PPA and tax-equity term sheets, basic Python, SQL.
- Interests: hockey goaltending, cross-country skiing the Mora Vasaloppet (finished 3 times), cooking my grandmother's feijoada badly.

Essay 1: How will the Booth MBA help you achieve your immediate and long-term post-MBA career goals?

In March 2025 I sat in a Stearns County farmhouse kitchen and told Gary Lunde that the solar project on his land was over. We had spent two years and $380,000 on it. The utility's interconnection estimate had come back at $4.1 million, almost triple our budget. I had argued for four extra months to find a fix. Those months cost us money and cost Gary a season he could have planted. I was right to kill the project in the end. I was wrong to wait.

That project taught me where clean-energy deals actually die: in grid costs, local politics and capital that is priced for risk nobody fully understands. Right after my MBA, I want to join an infrastructure fund or a renewable developer's investment team as an associate. I want to be underwriting mid-sized solar and storage projects, the 5 to 50 MW deals that are too small for big funds and too complex for local banks. Long term, I want to build or run a developer focused on Midwest storage and distribution-level solar. That kind of company would be designed around the interconnection reality I learned the hard way.

I can model a project. I cannot yet lead a company, raise equity or judge a team. Booth's flexible curriculum lets me go deep where my gaps are. I would take Corporate Finance early, then Entrepreneurial Finance and Private Equity, Negotiation Strategies, and Managerial Decision Making. The last one is there because of those four months. Through the Polsky Center I want to test a storage-development idea with real founders. Through the Energy Policy Institute at UChicago I want to

understand the grid rules that killed Stearns County. I would also join the Energy Club, the Private Equity Club and the Polsky New Venture Challenge.

Essay 2: An MBA is as much about who you are as it is what you do. Share with us who you are.

I am a goalie. I am not a very good one. In the Lake Street Old-Timers league I let in about 3.4 goals a game. But goaltending taught me the thing I bring to every room: you will be scored on, and the only useful question is how fast you reset.

I started in goal because nobody else on my Duluth youth team wanted to. That has been a pattern. At Prairie Lantern I volunteered to build our first portfolio financing because no one had done one. I spent six weeks reading lender agreements at night. When I took over as league treasurer in 2021, the league had $900 in debt to the rink and no records. I built a spreadsheet, chased dues, and negotiated a payment plan with the rink manager. We have run a surplus for three seasons.

The feedback that has shaped me most was not about skill. In my 2024 review, my manager Dana said I "over-prepare and under-decide": I bring a 40-tab model when the team needs a yes or no. It surprised me, because I thought thoroughness was my strength. Stearns County proved her right. I now write a one-paragraph recommendation before I open the model.

I also teach. Twice a year at Northside Money Lab I teach a budgeting course to about 15 adults, many of them rebuilding credit. A woman named Renata once corrected my math on a car loan in front of the class, and she was right. I like rooms where people say that.

At Booth I would bring that same willingness to take the unglamorous job. I would bring candor about mistakes. And I would bring a lot of practice explaining finance to people who did not ask for it.

Optional essay

In spring 2018 my father was laid off from the Duluth paper mill. I took 30 hours a week at a hardware store to cover my rent, and my GPA that semester was 2.71. I kept the job through graduation, and every other semester was 3.2 or higher. My first GMAT was 605. I studied 10 hours a week for five months and raised it to 655.

Recommenders

- **Dana Whitcomb**, Vice President of Development, Prairie Lantern Solar. She has been my direct supervisor since 2022.
- **Marcus Oyelaran**, Director, Halstead Municipal Advisors. He was my manager from 2020 to 2022.

Interview availability

Available in Minneapolis or on Zoom, October-November 2026. Could travel to Chicago (Harper Center) on most Fridays.