



## FONT INTERNATIONAL PROJECTS

### Real Estate Development and Finance

**50% Member in American Capital Partners, LLC** - a Community Development Entity, CDE, certified by the Community Development Financial Institution (CDFI) of the U.S. Department of Treasury, established **Capital Place, LLLP** together with **Peninsula Mortgage Bankers Corp.** - PMBC - to acquire and develop a 40,000 SF site as a 110,519 SF mixed-use condominium, office and retail project. Anticipating the downturn of the South Florida economy, and as a result of financial difficulties experienced by PMBC, site was sold to a foreign commercial investor in September 2006.

**Development Consultant, Peninsula Mortgage Bankers Corp.** As member of PMBC's 3 person Real Estate Division, participated in the analysis and acquisition of five ( 5 ) land sites resulting in transaction profits of \$10,015,000. With share of profits capitalized **American Capital Partners, LLC**, on a 50/50 basis with PMBC.

**Joint Venture Partner with Clark Realty Capital, LLC** (Clark 75% / Font 25%) in the planning of a 240 unit multifamily rental residential project in Loudon County, Virginia with a total development cost of \$21,000,000.

**Development Consultant / 50% Joint Venture Partner** - with **Ronald Cohen Investments** in the planning of the *housing portion only* of a master Planned Unit Development in N.E. Washington, D.C., incorporating 550,000 square feet of office space, retail plazas, and 180 market rental units to be known as the Town Center Residential Towers. Total housing portion development cost of \$20,000,000.

**Development Consultant, Harkins Builders, Inc.** - Provided developmental consulting and strategic advice in the planning of a \$250 million, 6,154 unit housing project in Argentina potentially involving some \$100 million in U.S. exports.

**Financial Advisor, Corepoint Corporation**, Master Land Developers of Wellington, Florida, the largest comprehensively planned residential development in Palm Beach County, Fl., incorporating 22,000 housing units within 18,000 acres. Co-structured five (5) investment/financing offerings valued at \$204 million. Co-managed private placement activities worldwide. Also involved in working with client during the end stages of achieving rezoning and sourcing financing for the "New Town" of Wellington, designed by Andres Duany and Elizabeth Plater Zyberk, to consist of ten neighborhoods disposed on a town plan of 1,500 acres embodying the most advanced town planning principles.

**Consultant, Communities Consulting International** in portions of a feasibility study to achieve the conversion into homeownership of approximately 700 units at a rehabilitation value of some \$29 million.

**Consultant, Communities Consulting International** - Provided support services to housing finance directors and mortgage finance CEO's from India participating in a Fannie Mae sponsored comprehensive study program of the U.S. mortgage industry, including analysis of capital markets trading operations in mortgage-backed securities, when visiting the NYC headquarters of Merrill Lynch, Bear Stearns, Goldman Sachs & Freddie Mac.

**Consultant, Community Consulting International**, in formulating six ( 6 ) HUD HOPE grant applications valued at \$17 million for the conversion of 563 units. *Studies ranked 1,3,4,5,6, and 7* by HUD among all competing applications within Western Region of the U.S.

**Consultant, Communities Consulting International**, in the formulation of three funding applications to the U.S. Department of Housing and Urban Development, on behalf of the Public Housing Authority of Las Vegas, Nevada namely: Youth Development Program; Family Investment Centers; and, Drug Elimination Program. *All applications successfully funded in open competition.*

**Development Consultant, Bell Multicultural High School**, Washington, D.C., in financing and development of a School Gym and Cafeteria. Involved the Marriott Corporation and the YMCA of Washington as corporate partners. Together with Mr. Russell Stevenson, Esq., Partner of the law firm Ballard, Spahr, Andrews & Ingersoll, was successful in convincing DC's Mayor; the Deputy Mayor for Economic Development; the Office of the General Counsel and the Redevelopment Land Agency to grant development rights to the School.

## Operating Ventures and Institutions

**Financial Advisor, SkyBox Services Corporation.** Provided financial advisory services in the structuring of Overseas Private Investment Corporation (OPIC) funding; commercial bank financing; and, in equity raises toward achieving expansion throughout Latin America and Europe of this international goods courier company, providing Internet-driven e-commerce logistics shipment solutions. (SkyBox was acquired by LanChile).

**Financial Advisor, Green Lion, Inc.,** in the raising of OPIC, LAAD and EximBank funding for vegetable food processing plant and cold storage operations in Guatemala.

**Financial Advisor, Antillana de Pesca, C.V.,** in two capital raises of \$2,500,000 and \$10,500,000, involving Eximbank, for the financing of commercial tuna fishing operations for this complex in Venezuela.

**Financial Advisor, Redland Market Village,** in the design of a *project stabilization and expansion plan* to achieve financing in the amount of \$7,750,000.

**Senior Advisor, Terra Telecommunications Corp. & World Access Communications Corp. -** Assisted CEO and EVP in perfecting business model to achieve the structuring of affiliated entities in selected countries of Latin America. Asked to develop a marketing / business plan for each operating affiliate so structured. Assisted CFO in preparing parent company's capital budgeting and financing comprehensive plan.

**Strategic Advisor, DeskGate Technologies, Inc. (DigitalContainers.com).** Asked to serve in diverse executive management capacities during the successful start-up of this software development company. Was directly responsible for the identification of the primary capital investor that made possible survival and subsequent growth of DeskGate. Also responsible for the identification and engagement of marquee clients at critical points of development. Compensated with stock ownership and designation as co-founder.

**Washington Representative, Commerce Development Agency of Puerto Rico. -** Responsible for the promotion of investments; the establishment of co ventures; and the development of supplier relationships between Puerto Rican business enterprises and manufactures and buyers worldwide.

**Senior Strategic Advisor, Hamilton Bank, N.A. -** Engaged by Chairman / CEO and Vice Chairman to plan a U.S. Government Federal Depository and Financial Management Program. Successful in having Hamilton Bank selected as the minority bank partner to Nation's Bank in the overall award.

**Advisor, Glenwood Financial Group / Centurion Trust, Chicago, Illinois. -** Engaged to prepare a Marketing Plan and Feasibility Study for the development of an *Investment Management Program* in equities and managed futures throughout the emerging markets of Latin America and the Iberian Peninsula.

**Senior Advisor / Sr.VP for Origination, REM Capital Corporation.** Recruited by Ronald E. Muller, Ph.D., to assist in the founding of this financial advisory firm providing AAA investment grade capital markets financing for middle market operating firms and real estate developers. Provided strategic planning during start-up phase as well as marketing services, achieving the engagement of largest client. Invited to become "founding principal" and Senior Vice President for Originations.

**Field Consultant, Washington Consulting Group and the International Executive Service Corps. -** Conducted evaluation of the Trade and Investment Monitoring System (TIMS) for the Agency of International Development (AID), involving the survey of some 109 national and international trade and investment information services and some 19 electronic data-based global information systems. Recommended elimination of TIMS at a significant savings to the U.S. Taxpayer.

## Research and Planning Activities

Comprehensive research of the Affordable Housing Industry of the United States primarily in connection with Federal Governmental financing mechanisms for both rental and homeownership projects.

Business Plan to establish a global affordable housing development business. Plan targets 157 communities in the United States and countries in Latin America where domestic capital markets are evolving.

Comprehensive Business Plan for the establishment of American Housing Partners, LP, as an investment vehicle to facilitate equity capital for affordable housing development projects.

Research of the housing and mortgage finance industry in selected countries of Latin America. Visited Argentina with Harkins Builders, Inc., a Washington based top 400 U.S. construction entity.

Research of the manufactured housing industry. Identified best alternatives. Completed cost analysis and pre-feasibility study for the establishment of one Rapid Building System (RBS) Manufacturing Plant in Argentina with a production capacity of between 1,000 and 3,000 units per year. Also examined, with the Special Projects Office of HUD, the use of rapid building technologies in the planning, design and development of low cost housing appropriate for rural migrant worker families in 5 States of the Union, namely, Texas, Arizona, New Mexico, California and Florida.

Comprehensive feasibility studies in planning the acquisition and development of several projects including: the new construction of 149 elderly housing rental project in Prince George County, Maryland; a 36 unit distressed property in Washington, D C for conversion as a 27-unit condominium project; a vacant site in the District of Columbia to achieve new construction of an 8 Story / 32 unit condominium project; 3 buildings / 36 units in Alexandria, Virginia, for rehabilitation and conversion as a 27 unit condominium project; and 200 affordable market rate units in Palm Beach County, Florida. Studies served as planning exercise pending capitalization of business plan.