

**Charles Cecil**  
7<sup>th</sup> Floor  
250 Park Avenue  
New York, NY 10177

## **EXPERIENCE**

**Public listed & private company experience: owned, managed, developed, financed & restructured over 6,000,000 sq ft of office, multi-family, hospitality & retail property in NY, CA, FL, CT, NJ, MA, CO, TX, WA.**

**7/2008-Present** U.S. Southwest Fund, LLC New York, New York  
CEO Partner

Helped build a team and strategy for this wealth preservation commercial real estate fund. Brought together legal and accounting support for fund to prepare for launch. Sourced and underwrote prospective properties for the Fund. [www.SouthwestFund.net](http://www.SouthwestFund.net)

Co-Founder of **Insurent<sup>sm</sup>**, an insurer that developed and offers the first and only institutional guarantee for residential leases. From 2001-2007 Collaborated to develop the product and all related legal structure and initial \$15 million capital raise. Product launched 2008.  
[www.insurent.com](http://www.insurent.com)

**1/1998-2008** Barrington Equities, LLC New York, New York  
Managing Director (COO)  
Development, Management, Construction & Financing

Served as COO of this medium-sized developer and owner of Manhattan residential, commercial, and retail property, responsible for all aspects of property financing, development and construction, project concept & design, property management, sales.

Most Recent Project: Developer & General Contractor for Greenwich Place Condominium, NY, NY. Conversion of warehouse into 103 residential units and 5 commercial units. Sold out for \$70,000,000. This remains the only project to have sold out in the Financial District.

<http://www.prudentialelliman.com/Listings.aspx?ListingID=1149364&rentalperiod=&SearchType=quick&Region=NYC>

**3/1993 - 12/1997** Granville International New York, New York  
Managing Director, owner

Advisor on property investment, property management, & leasing. Multi-family, commercial & retail in Manhattan.

Important transactions: LVMH Tag Heuer; Casio retail leases; 120 Greenwich Street Apartment Market Rents & Finishes Project.

**3/1991 - 2/1993** Banca Commerciale Italiana New York, New York  
Senior Vice President, Banca Commerciale Capital Corp

Headed cross-border acquisitions/financing advisory with concentration on real estate and hospitality in this start-up of a global investment banking business.

**2/1989 - 2/1991** Cecil, Evans Partners New York, NY & Chicago, IL  
Partner.

Co-managed consulting and brokerage for multi-family, retail, commercial and hotel investment.  
-Marketing of the firm's services in the U.S.

-Transaction origination and execution.

Key deal: Acquisition of Marina Del Rey, CA portfolio: 3 hotels, 3 multi-family properties, 2 retail centers, office, 1,110 slip marina facility and commercial development sites.

**12/1988 - 1/1989** Asian Oceanic Group Securities New York, NY & Hong Kong  
Managing Director of AOG; President of A.O.R.E.C.

Responsible for real estate merchant banking equity, mezzanine equity and debt investments in projects in New Jersey, Boston & San Francisco, acquisitions in public and private markets, development and financing of residential and hotel properties for firm and clients.

-Marketing of firm's advisory services in Asia and the U.S.

-Transaction origination and execution.

-Staff Hiring and development.

Key Deal: Acquisition of A.I.R.C.O.A., private and publicly listed entities comprising 32,000 owned and managed hotel rooms in the U.S.

**10/1985 - 11/1988** Consultant New York, NY

Real estate advisor to The Travelers Insurance Company, Davis, Kahn Investors, Vanguard Advisors. Acquisition and restructuring of commercial and hotel properties and real estate service businesses.

**1/1980 - 9/1985** Royal Business Funds Corp./E.W.E. Holdings NY,NY  
E.V.P. & C.O.O.

Responsible for restructuring and management of listed real estate investment company (ASE & NASDAQ) with mezzanine, *equity and mortgage investments in over 5,000,000 sf of commercial, residential, hotel & resort, and retail properties in eight states. Joined as a property manager, progressed to VP, then EVP, then C.O.O. and President of subsidiaries.*

-Developed and implemented asset value maximization plan for development, re-financings, JV's and dispositions.

-Negotiated and structured JV's, re-financings, debt for equity swaps, foreclosures, dispositions, bankruptcy & Federal Receivership Supervised activities of regional and local managers for marketing, development, construction and property management.

**6/1979- 12/1979** Bankers Trust Co., New York, NY  
Executive credit training program.

## **EDUCATION**

5/1979 Columbia University New York, New York

M.B.A. Concentration in finance and real estate. B.S. and M.B.A. in 3 1/2 yrs.

5/1979 Columbia University New York, New York

B.S. Concentration in economics. Joint degree with the Business School.

## **AFFILIATIONS**

Urban Land Institute (ULI); Institute of Real Estate Management (IREM);

Columbia Business School Ambassador interviewing MBA candidates.

Co-Founder, Columbia Real Estate Association. Board Member, Concerned Residents of North Salem.