



Cort Chalfant
Managing Member, Nexus Private Capital

PROFESSIONAL SUMMARY

Cort Chalfant is the Managing Member of Nexus Private Capital. He is a seasoned executive in multi-state real estate acquisitions, asset management, leasing, development and debt transactions. Mr. Chalfant has a demonstrated track record of excellence managing a diverse range of real estate projects and affiliate operating companies dating back to the 1970's.

Cort's core competencies are (a) the synthesis of complex business opportunities, threats, resources and conditions into winning strategic plans; (b) financial underwriting; and (c) mentoring high performing teams. He is a skilled negotiator of legal contracts, leases, ordinances and agreements who has a solid understanding of mortgage and capital markets, syndications and capital formation.

Cort is a team player who is proud to have earned the near universal respect of his peers, clients and investors no matter what the mission. His core values are integrity, loyalty and hard work.

Prior to founding Nexus Private Capital, Mr. Chalfant was a senior Manager in three, boutique, private equity sponsored, real estate investment firms for more than twenty years. Prior to that, he was born into a family business that designed and built nearly \$100 million of residential and commercial property primarily in the Delaware Valley.

Record Setter with Every Employer Since 1990
Go-To Person for Problem Asset Turnarounds
Track Record of Consistently Outperforming Business Plans

- Decades of real estate acquisitions, asset management and development experience (Office, retail & industrial properties, single family, condo. & master-planned community development)
- Acquisition and/or Asset Management of 1.6 msf of commercial property from California to New Jersey
- Ten Years as the #2 Executive in one of the most successful master planned communities in the country (featured on ABC Nightline as "*The Last Boomtown in America*" - 2008 (development and sale of over 5,000 residential lots plus an active Town Center))
- Developed two sizeable & successful business parks (Tucson & Phoenix)
- Preferred Developer for McDonalds USA (Southern Arizona)
- Former Senior Executive: diverse range of affiliate operating companies

MOST RECENT EMPLOYERS

Coast Range Investments, Vice-President. Primary author of strategic and financial master-plans for large-scale real estate projects in Austin, Texas & Albuquerque, N.M. encompassing 14,100-acres planned for 30,000 homes.

Rancho Sahuarita Companies, Senior Vice-President. Primary author of strategic and financial master plans for one of the most successful planned communities in the country (Rancho Sahuarita, Tucson, AZ 3,000-acres, 10,000 homes). Director and/or President of critical operating affiliates including a private water utility awarded *Best Small Utility - Arizona* designation in 2010, commercial development and active-adult development entities).

Holualoa Companies, Acquisitions & Asset Manager. Sourced, acquired and/or asset managed over 1.6 million sf of office, retail and industrial properties over a multi-state area. Successfully, developed two, sizeable business parks. Active underwriter of venture capital investments and defaulted CMBS mortgages.

EDUCATION, LICENSES & COMMUNITY SERVICE

MBA, University of Arizona, Graduated #1 in Class (tied), 4.0 GPA, Winner, Harvard Case Competition

BBA, Finance, University of Delaware, Summa Cum Laude, #1 Finance Student, 3.9 GPA

Current or Former Licenses: Real Estate Sales (AZ & TX), KB-1 General Contractor (exp.), Series-7 & 63 Securities (exp.), Mortgage Originator (fully qualified currently, but not pulled).

Long List of Community Service: (Urban Land Institute, Pima County Real Estate Research Council, Tucson Chamber of Commerce, Albuquerque Economic Development Council, American Association of Private Lenders & many more).