

## STEVEN PEER

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### **EXPERIENCE**

Peer Interests LLC, Washington, D.C.

Formed 2011

President- Founder of this real estate development company which uses owner capital and partners with individuals and institutions to acquire, develop, lease and manage real estate assets. Investments include an \$8m equity investment to develop four luxury ski-in ski-out homes in Deer Valley, Utah, and a \$3.2m loan secured by a first deed of trust to acquire a Quality Inn and a Super 8 Hotel in Erie, Pennsylvania.

Cafritz Interest LLC, Washington, D.C.

1988 to 2011

President - Partner and director of this regional, diversified development company with a total portfolio valued at approximately \$250,000,000. Responsibilities include acquisitions, entitlements, design, financing, construction, leasing, accounting, property management and legal activities for over forty properties. Formed, manage and participate in affiliated entities providing management, leasing, construction and janitorial services. Direct line responsibility for acquisition, development, financing, tax structuring, construction, renovation, leasing, management and sale of office, hotel, resort, industrial, residential, assisted living, and student housing assets. Manage holding company operations, accounting, cash management, marketing and strategic planning.

Identified and negotiated equity, debt and mezzanine facilities for projects sized from \$2 million to over \$200 million and lenders and partners ranging from regional banks, New York hedge funds, and international banks and equity partners. Managed two public debt issuances one for \$56 million and one for \$98 million.

Managed numerous construction projects starting with the management of the design process, to bidding, and through C/O, contract closeout and occupancy. Managed construction projects ranging in size from the \$1 million renovation of an assisted living facility to the construction of a \$30 million office building. Have managed numerous HAZMAT remediations through closure letter. Managed a three year, 850,000 square foot, \$28 million, GSA office renovation working around 4,000 Social Security employees.

Managed operations, partner relations, leasing and marketing for all product types, negotiated office leases ranging from 1,000 square foot retail leases to a 717,011 square foot GSA lease. Negotiated ground leases and lease buyouts.

Between 1990 and 1994 negotiated and managed to completion a \$1.1 billion, 70-lender workout including over 100 properties. This was one of the largest workouts in the Washington region. Assisted with counsel in establishing the proposed alternative structure to Chapter 11 bankruptcy protection. Presented alternatives to lenders, negotiated individual workouts with lenders and secured 100% lender participation in a Collateral Pool for all unsecured and under secured claims. Negotiated and documented the release of \$500 million in personal guaranties. Negotiated a closure of the Collateral Pool and a release of Collateral Pool liens on remaining Cafritz assets in exchange for distribution of excess proceeds from a public debt issuance on a GSA occupied asset.

The Kaempfer Company, Washington, D.C. 1987 to 1988

Vice President/Project Manager - Development responsibility for 1201 New York Avenue, a 325,000 square foot office building in Washington's East End. Also responsible for the land assemblage, design and financing of 1225 New York Avenue, a 170,000 square foot expansion.

Gerald D. Hines Interests, Houston, Texas and Atlanta, Georgia 1982 to 1987

Project Manager - Development responsibility for Ravinia, a 1.6 million square foot office and hotel complex in suburban Atlanta. Promoted to Senior Project Manager and earned performance bonus equal to one year salary for financial success of first office building. Also responsible for site acquisition, design competition, financing and lead tenant leasing for 191 Peachtree, a 1.2 million square foot, fifty-story office tower in downtown Atlanta.

Teachers Insurance (TIAA-CREF), New York, New York 1978 to 1980

Senior Mortgage Analyst - Managed a loan portfolio covering the southwestern United States.

## **EDUCATION**

MBA Degree 1980 to 1982

Darden Graduate School of Business Administration, University of Virginia, Charlottesville, Virginia.

BA Degree 1974 to 1978

St. Lawrence University, Canton, New York. Magna Cum Laude. Double major; economics, psychology.

## **CIVIC ACTIVITIES**

Founded and President of the Build-A-Future Foundation, board member Rebuilding Together, board member and Treasurer of The University Club of Washington, Atlanta Chamber of Commerce, Red Cross, Rotary International, BOMA and DCBIA.

## **PERSONAL**

Married 30 years, two grown children ages 27 and 24. Avid skier, golfer, enjoy sketching and travel.