
RICHARD J. deGORTER
BUSINESS DEVELOPMENT AND MANAGEMENT

A leader with vision and over thirty years experience in all aspects of business development with a focus on real estate finance. Excels in evaluating operational requirements, developing strategies, structuring transactions, securing financing, negotiating acquisitions, and hiring and managing vendors to deliver successful projects. Very organized, with strong analytical and problem-solving skills including computer, verbal and written communication skills.

Areas of Expertise:

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| ❖ Identify Business Opportunities | ❖ Marketing |
| ❖ Permitting and Regulatory/Government Compliance | ❖ Construction |
| ❖ Finance | ❖ Accounting including Budget Preparation and Cost Management |
| ❖ Legal | ❖ Profit Maximization & Operational Efficiency |
| ❖ Acquisition | ❖ Team Building |

PROFESSIONAL EXPERIENCE

Development Partners, Inc.
Founder, Owner and President

June, 1992 to Present

A multi-faceted real estate company focused on developing residential real estate in the mid-Atlantic region of the United States. Successfully negotiated the acquisition of land for more than 6,000 residential units in Pennsylvania, Maryland, Virginia, North Carolina, South Carolina, and Alabama and established close working relationships with many of the regions premier developers and homebuilders. Designed and supported the execution of the Company's development platform by orchestrating the entire development process from start to finish. This includes overseeing all aspects of land acquisition and due diligence, preparing appropriate documents to facilitate the underwriting and closing of real estate transactions, managing a team of third party consultants through project design, and monitoring the construction process to ensure projects are designed according to plan, and built in a timely manner and within budget.

- Spearhead the entire development process, including overseeing a staff of 14
- Prepare investment offerings, develop cost budgets, and coordinate joint ventures with capital providers as well as due diligence and design efforts with lenders
- Responsible for all approvals and permitting, including rezoning
- Responsible for third party (Architect, Civil, Structural, MEP, Landscape) plan design coordination to establish a design concept and building plans
- Responsible for coordinating project quality control with the construction team
- Responsible for obtaining all permits required for construction
- Monitor the construction/land development process
- Successfully completed the development and construction or sale of residential land projects including a 774 lot master-planned community in Maryland.

**Linked Economic Development and Affordable Housing Foundation, Inc.
(also dba SEED Development Partners)****Co-Founder and Executive Director****June, 1994 - June, 2000****June, 2010 to Present**

A non-profit [under IRC Section 501©3], publicly supported organization working with government to further local economic development, the availability of affordable housing, and environmental sustainability. Operates as SEED Development Partners to work with local governments implementing a Sustainable Environment Eco-District ["SEED"] Program developed in collaboration with General Electric, Trane, CSA Group, WellHome, ZiptoGreen, and others.

- Co-founded the organization, and served as the Executive Director for the initial 6 years
- In consultation with the Board of Directors, developed and implemented policy and managed all programs and operations including economic development and affordable housing initiatives
- Became the Co-administrator of the "HomeStart" Program (in partnership with local government)
- Responsible for the organization's budget and forecasting, accounting, financial reporting, tax preparation, and regulatory compliance
- Relieved the burdens of government by attracting private sector commitment to public purpose projects
- Worked with various government agencies, matching fund programs, tax-free revenue bonds, and private investment syndications
- Worked with other non-profit partners and with "for-profit" companies whenever this allowed greater access to capital or reduced costs
- Acquired real estate utilizing the Bargain Sale transaction structure
- Participated in national and local affordable housing organizations and other entities having compatible goals
- Managed fundraising activities to meet the IRS and non-profit "public support" test in order to retain 501©3 status

deGorter Development Company, Inc.**Founder and President****1985 to 1992**

A multi-faceted real estate company focused on developing real estate in the metropolitan Washington, DC area.

- Successfully completed the development, construction, sale or joint-venture of residential apartments, office condominiums, industrial parks, for-sale townhouses, and numerous residential land development projects

Pulte Home Corporation**Regional Vice President****Pre-1985**

At the time, the second largest publicly traded homebuilding company in the United States.

- Responsibilities included oversight of the Eastern Region's ten operating divisions having annual sales revenue of over \$300 million, reviewing new project feasibility and pursuing new corporate opportunities including rental apartment construction, joint-ventures and syndication.

Leedco Corporation**Founder, Co-Owner and President****Pre-1985**

An operating subsidiary of Empire of America F.S.A. then a \$6.5 billion financial institution. Created and managed a diversified group of real estate companies specializing in finance and real estate development, Leedco created and controlled real estate development joint ventures with local developers across the United States.

- Acquired and developed a number of projects including two marinas in Florida, rental housing in California and Maryland, and a luxury residential condominium in New Orleans, Louisiana.

Cathedral Corporation**Vice President – Operations****Pre-1985**

A start-up organization working closely with the principals on all aspects of real estate development and supervising 19 condominium and cooperative conversions having an aggregate sellout in excess of \$300 million.

- Managed corporate growth from 4 to over 70 employees
- Responsible (along with the VP of Finance) for generating all corporate financial projections and for interfacing with joint-venture partners including Cadillac/Fairview Corporation and Olympia and York.

State of Texas, Office of State-Federal Relations**Energy Policy Analyst****Pre-1985**

- Worked for the Governor to track and promote the interest of the State of Texas in the National Energy Act, which was adopted in 1978
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EDUCATION

Bachelor of Science, Biology
Hobart College, Geneva, New York

Candidate for Master of Public Affairs
LBJ School of Public Affairs
University of Texas at Austin

An aviation enthusiast with glider, multi-engine, and instrument endorsements to pilots license.

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