

Z.C. Case No. 14-21

OUTLINE OF TESTIMONY

Charles Frazier

Barry Place Partners, LLC

- I. Background on Development Team
 - Ambling University Development Group
 - Gateway Investment Partners
 - Mehta Family
- II. Partnership with Howard University
- III. History of Subject Property
- IV. Overview of Public Benefits and Amenities



GATEWAY INVESTMENT PARTNERS

name **Charles E. Frazier, Jr.**
title Managing Principal
address 4909 North Monroe Street
Tallahassee, Florida 32303

AREAS OF EXPERTISE

Mr. Frazier is a principal with Gateway Investment Partners which manages and advises partnerships. Mr. Frazier's focus is student housing and education real estate. The firm is positioned to invest in housing debt in the short term and to grow its urban university development partnerships in the longer term. The education infrastructure investments are supplemented by the distribution of utility scale solar arrays.

COMPANY TRACK RECORD

Gateway's predecessor, Educational Development Company of America was formed in 1997 for the purpose of investing in and developing student housing at Historically Black Colleges and Universities and traditional institutions of higher education. The company developed or co-development track record includes 2,174 multi-family units. The projects were financed both conventionally and with tax-exempt bonds in Florida, Tennessee, Kentucky, Illinois, Texas, Mississippi and Louisiana. These projects included market rate multi-family developments, urban infill, Brownfield redevelopment and apartment style on campus residence halls.

PROFESSIONAL BACKGROUND

Mr. Frazier has over 15 years experience in the niche education real estate/finance business. In addition to his role as managing principal of Gateway, Mr. Frazier has served as president of EDC since its inception which successfully developed or co-developed 11 multi-family apartment communities. Mr. Frazier's previous work experience includes Chief Investment Officer of Student Housing Solutions, an owner/operator with \$250MM of student housing and university related retail. Other professional experience includes Hinson Realty, SBI Capital Management Fund and Citicorp Securities.

EDUCATION/ BUSINESS/COMMUNITY AFFILIATIONS

Mr. Frazier earned his Master of Business Administration with honors from The School of Business & Industry, Florida A&M University in 1998 and concentrated on finance. Mr. Frazier also has continuing education to include Urban Land Institute and National Association of College & Business Officers.

Mr. Frazier is a founding member of the Real Estate Executive Council, former member of the Fannie Mae South East Advisory Board, Urban Land Institute, member of the Alpha Phi Alpha Fraternity Inc., founder of the Golf Champions Institute and active in other civic organizations. He resides in Tallahassee Florida with his wife and two daughters.