

# Atlantic|Pacific Communities

**Rex Cole, Development Manager:** Rex Cole is responsible for directly managing all phases of the development process, including project financial and construction management; submittal of competitive tax credit applications and responses to municipal and county RFPs; negotiating and closing multiple financing sources including LIHTC equity, tax-exempt bonds, local government gap financing loans, and traditional construction and permanent loans; securing development entitlements; assuring the timely completion, lease-up, and stabilization of each project; and working with strategic non-profit partners to enhance quality of life for our residents. Rex is currently working on rezoning and predevelopment for a mixed-use development in Washington, DC and sourcing new opportunities for APC in the Washington, DC and New York metropolitan areas. In addition to acquisition efforts in the Northeast, he is currently working on the mixed-use, 176-unit Seventh Avenue Transit Village as well as the 70-unit Island Living Apartments in Miami. In 2015 Rex oversaw development activities for Eastbrooke, a 39 unit affordable housing development in the Deanwood neighborhood of Washington, DC.

Mr. Cole has over five years of experience in real estate finance, specifically tax credit equity financing, and with institutional investors. Prior to joining the A|P team, Rex Cole worked for Raymond James where he participated in the Raymond James Tax Credit funds record year of \$250M in invested equity and \$600M in total development costs. He was directly involved in closing more than \$110M of equity, across four states. Mr. Cole is a graduate of Columbia University.

**Lindsay Lecour, Vice President:** Lindsay Lecour oversees the A|P portfolio of developments from the predevelopment phase (e.g. underwriting, financial terms negotiation, and financial closing) through to the operating phase; ensuring developments optimize their sources and uses of funds and meet deadlines. At any one time, she is typically supervising the development of several projects and thousands of affordable units, which account for hundreds of millions of dollars in financing and span several states. Having project managed more than 3,600 units of affordable housing worth more than \$1 billion, she helps Development Managers identify and resolve issues as early as possible, and identify or create value-add opportunities for each development. Ms. Lecour specializes in complex neighborhood revitalizations with housing authority and nonprofit partners. Her portfolio includes the first LEED Silver and first LEED for Homes Gold affordable developments in Florida and one of the first LEED for Neighborhood Development projects in the United States.

Lindsay Lecour was directly involved in the predevelopment, development, construction and stabilization phases of all the joint ventures with the Housing Authority of the City of Fort Lauderdale (“HACFL”) and the Broward County Housing Authority. Most recently she negotiated the financial terms and closed the construction financing on Vista Pointe at Wild Pine in San Antonio, Northwest Gardens V, an HACFL joint venture in Fort Lauderdale, and Seventh Avenue Transit Village II in the Liberty City neighborhood of Miami.

Prior to joining the APC team, Ms. Lecour was an associate for a Seattle-based regional investment bank specializing in public finance, and a management consultant in the financial services and

nonprofit sectors. Ms. Lecour holds an MBA from Yale School of Management and earned a B.A. in International Relations from Stanford University, where she studied in Santiago, Chile.