

Real Estate Development, Asset Management and Consulting



East West Development

East West and its affiliates have been involved in almost every aspect of real estate development nationally and internationally. The East West Group of Companies have individually provided development management services acting as a principal, fee developer, advisor and asset manager. Whether for its own accounts, or on behalf of partners, clients, and joint ventures, financial commitments have been structured for small, medium and large size projects.



Here is a sampling of institutional comments across geographic borders, project types and sizes reflecting the ability to secure, access, identify and structure private and public financing programs.

Financial



The Camber Group

Aug 14, 2012

The Camber Group supports the development team with an international team of expertise in the construction industry that is well qualified to implement the construction of commercial components of the proposed Resort in the Bahamas. Our Consortium is committed to providing project bonding capacity for up to \$500,000,000 US Dollars based upon our long standing relationship with the company. We look forward to making the exciting and strategic vision of this project a reality in the near future working in cooperation with the company.

Lisa A. Ferlita, Co-Founder Chief Executive Officer



Scotiabank

May 5, 2011

Please be advised that our office will be willing to consider provision of credit facilities specific to the leasing, re- development and operation of the Hotel.

Gerard J. Lee (F.C.C.A.), Senior Client Relationship Manager



Benchmark Hospitality

Apr 20, 2012

It is with great pleasure that I give you this Letter of Intent representing Benchmark's interest in operating the hotel and conference center in Sofia, Bulgaria. We would consider classifying the property as a Preferred Hotel, which would certainly make Sofia an undisputed destination for meetings.

Juan C. Contalba, Director – International Development



Industrial Bank

Mar 18, 2011

I look forward to assisting you and the project stakeholders in structuring the financing for the mixed-use, multi-phase resort development.

B. Doyle Mitchell, Jr., President and CEO



International Executive Service Corps

Jan 3, 2011

OPIC invited the venture to submit a full application for \$31 million in financing for an international affordable housing project. After reviewing your pre-application, OPIC determined that the project met its minimum requirements.

Kamil Madanat, OPIC Program Manager



American Bank & Trust

Aug 13, 2010

It was a pleasure meeting with you last week and reviewing the Rock Island Arsenal housing project you and your company are working on. I am confirming our conversation that American Bank & Trust is very interested in working on the construction financing with you.

Jeffery T. Widdop, Executive Vice President



Skanska

Dec 20, 2009

Skanska Commercial Development might be interested in a joint venture if we could negotiate a master lease with Broward College for potential buildings. We also have another strategic partner financing source that is interested in a build-to-suit for academic institutions.

Michael Sexton, Vice President – Business Development



Piper Jaffray & Co.,

Oct 27, 2009

The purpose of this letter is to indicate the intent and willingness of Piper Jaffray & Co. to underwrite an estimated \$200,000,000 in obligations for the Beaumont Village, including the underlying infrastructure and the facilities/housing/development subject to the completion of our due diligence. We look forward to the opportunity to provide underwriting services on this exciting project.

Greg Swartz, Vice President, Public Finance Group



Société Générale S.A.,

Aug 27, 2009

We the undersigned, Société Générale, Saint Dominique Paris Branch, hereby certifies that the company currently has an account with us. We have had good business relations with this company, and their account has been managed to our mutual satisfaction.

Matthieu Changenet, Conseiller de Clientèle Professionnels



American Bank & Trust

Aug 25, 2009

American Bank & Trust, August 25, 2009 "I want to thank you for the professionalism and candor you provided in the negotiations restructuring the Golf Club. Your assistance was critical in working through the renegotiation of the lease and in restructuring a plan for the bank debt. I look forward to our continued partnership.

Jeffrey T. Widdop, Executive Vice President



Emerald Bank

Aug 6, 2009

In reference to the joint venture, this is to certify that \$10,000,000 US dollars are deposited in the account.

Erbil Branch, Emerald Bank

Multilateral Investment Guarantee Agency

Jul 1, 2009

I refer to your Preliminary Application for Guarantee received on June 30, 2009 regarding a proposed investment. On the basis of the information contained in the Preliminary Application, your investment appears to be eligible for MIGA's guarantee. I am therefore pleased to issue this Notice of Registration.

Antonio Barbalho, Global Head – Oil, Gas, Mining, Chemicals & Energy



Absa Capital

Jun 12, 2009

Nigeria is one of our focus countries with the African strategy of Absa Capital. Further to our discussions regarding the Port Harcourt Project, we are pleased to confirm our interest in providing financial structuring and partial debt funding for the project. We would like to reiterate our keen interest in working with you and believe we are well placed to assist with the structuring and financing of the project.

David Pilling, Investment Banking – Head of Oil and Gas



Wachovia Bank

Feb 26, 2009

Please accept this letter as confirmation of a banking relationship with Wachovia Bank NA. The company's accounts are in good standing with the bank and have never been in default.

Brad Meyer, Officer, Financial Center Manager

 **Emporiki Bank**

Mar 3, 2009

Following your request and our mutual deliberations, we are pleased to present you an Indicative Term Sheet outlining terms and conditions of a possible cooperation related to Phase of the Parc Center Real Estate Development Project that is being pursued in Sofia, Bulgaria by your business partners. Following your review and consideration, we are prepared to work with you in order to reach a mutually acceptable business and financing arrangement.

[*Manos Zozonakis, Division Manager, Project Finance*](#)

[*Georgios Papageorgantas, Structured Finance*](#)



Cushman & Wakefield

Apr 9, 2008

The company is an existing and prestigious client of Cushman & Wakefield's. Thank you for the opportunity to review a portion of your portfolio. It is clear that you have a strong infrastructure in place and are at the forefront of public-private sector real estate development. As always, we appreciate your business and look forward to working with you again.

[*Walter Coker, Senior Director*](#)



U.S. Bancorp

Feb 27, 2008

Based on our long-standing relationship, conversations regarding your application and materials you have sent to us regarding the Community Investment Fund LLC, we would like to participate in your effort to bring jobs and community revitalization to low-income communities in across the country. This document evidences our commitment to make one or more equity and debt investments of up to an aggregate amount of \$125,000,000 in a managed Investment Fund.

[*Laura Vowell, Vice President*](#)



Lehman Brothers

Dec 28, 2007

As your team prepares for participation in the auction for Roosevelt Roads and the ultimate redevelopment of this significant and important asset, Lehman Brothers is looking forward to partnering with you and El Portal Del Forturo. Our history in supporting public initiatives and our experience in Puerto Rico makes Lehman Brothers the perfect partner, combined with the company's public/private experience, and in particular, BRAC redevelopment experience.

[*John C. Germain, Senior Vice President, Public Finance*](#)



Goldman Sachs,

Mar 23, 2007

The Enhanced Use Leasing opportunity at Eglin Air Force Base is an exciting one, and one which is ideally suited to your expertise and capabilities. Based on the information that you have provided to us to date, if the company is selected as developer and manager of the asset at Eglin Air Force Base, we are pleased to inform you that we and our affiliates would be highly interested in working with you to explore the possibilities regarding arranging the necessary debt financing.

Adam Sherman, Managing Director



A.G. Edwards

Mar 21, 2007

We are pleased to provide this letter of interest in arranging the financing for the Anacostia Gateway Government Center project. We are confident as a team in our ability to delivery to you, and through you, an affordable and cost-effective plan of finance for the project. If our team is selected by the District for this important undertaking, we stand ready to fully engage in the underwriting process.

Dick Layton, Managing Director



Morgan Stanley

Mar12, 2007

We've got interest in a broader platform with the company I received the profile with the projects you've done. If you are going to be in NY in the next week perhaps you'll have time to meet the gentleman who runs MS Real Estate Fund, who is very interested in putting something together.

Laurence Pelosi, Executive Director



Starwood Capital Group

Jul 10, 2006

Starwood Capital Group is pleased to be participating with the company in Michael E. DeBakey VA Medical Center EUL opportunity. The complex nature of both the development and the financing structure required make it an ideal candidate for another joint venture with Starwood. Should the company be selected as the master developer, Starwood is prepared to complete its review of the project in regards to providing up to \$200 million in equity funding.

Chris Graham, Senior Vice President



Wachovia Bank

May 23, 2006

Please be advised that the company is a client of Wachovia in good standing. The company has been an account holder with Wachovia since 10/7/05. Should you have any questions regarding this account or the status with the bank, please feel free to contact me at any time.

Bradley Raymond, Financial Specialist



Citigroup

Mar 23, 2007

The Enhanced Use Leasing opportunity at Eglin Air Force Base is an exciting one, and one which is ideally suited to your expertise and capabilities. Based on the information that you have provided to us to date, if the company is selected as developer and manager of the asset at Eglin Air Force Base, we are pleased to inform you that we and our affiliates would be highly interested in working with you to explore the possibilities regarding arranging the necessary debt financing.

Adam Sherman, Managing Director



Starwood Capital Group

May 10, 2006

Starwood stands ready to provide the company with all the resources of our organization necessary to insure a successful project. We are pleased to be participating with you and the Durst Organization on this exciting public/private development opportunity. Should the New York Harbor Developers team act as either master developer and manager of Governors Island or as an Island component developer, Starwood is prepared to complete its review of the project in regards to providing up to \$300 million in equity funding.

Dwight "Arne" Arneson, Managing Director



JER Partners

Jan 3, 2006

We gladly put forth this letter to demonstrate our interest in providing equity capital to the project in downtown San Diego. JER understands that the total equity requirement is estimated to be in the range of \$75 million to \$250 million.

Bradley S. Coburn, Director



The Griffin Group

Jan 3, 2006

We would be excited and prepared to assist you in raising all or a portion of the required development capital. You have indicated that you anticipate a need for up to \$250 million of capital, which is well within our capital-raising capacity.

Randall Zisler, Managing Director and CIO



Capital Pacific Homes

Mar 10, 2005

This letter is in response to a request to clarify Capital Pacific Homes' position on the equity funding for the horizontal development for the residential portion of the Resort. We understand that approximately \$25,300,000 of equity funding is required for Phases 1 through 5 of the project as a whole. It is the intent of CPH to be an equity partner, up to 100% but not less than 40%, of the residential portion of the equity requirement. We look forward to working with you on this project.

Erik Vasquez, Acquisitions and Entitlements

THE JOHN BUCK COMPANY

The John Buck Company

Dec 22, 2004

The above-referenced letter of credit was issued for the benefit of Washington Metropolitan Area Transit Authority in the amount of \$100,000 in connection with the New Carrollton North and South Joint Development Sites.

Matthew D. Means, Vice President

LEHMAN BROTHERS

Lehman Brothers

Oct 26, 1999

The project constitutes a critically important element of the overall redevelopment program of the San Francisco waterfront and Lehman Brothers is keenly interested in providing the requisite financing to assure its success. We understand that the total financing will be on the order of about \$365 million and will be composed of both equity and long-term debt. Lehman Brothers is very excited to have the opportunity to work with you on this transaction.

James H. Gibbs, Managing Director

MOSBACHER PROPERTIES, INC.

Mosbacher Properties

Oct 25, 1999

I am very excited about your urban retail development and am committed to working with you in the development and marketing of this project. We look forward to working with you and the City of San Francisco to make this an internationally renowned mixed-use development that will be admired and frequented by San Franciscans, residents of the Bay Area and visitors to the city.

Stanley M. Stern, President (consultant to Mosbacher)



AFL-CIO Building Investment Trust

Oct 25, 1999

This letter is written to express the interest of the Trust in continuing to work with your team on the proposed development in San Francisco. Our interest is especially in becoming a financial partner for the hotel portion of the proposed development. We are impressed by the skills and experience of your team and the development concept you have created.

Aaron Prince, Regional Director



San Francisco Unified School District

Oct 25, 1999

The San Francisco Unified School District would very much like to work with you to develop a joint venture which is part of our School-to-Career program. I look forward to working with your team on this exciting project.

Larry Del Carlo, Director



Hilton Hotels

Oct 21, 1999

Hilton Hotels Corporation is interested in participating with you in the development and operation of the proposed hotel and timeshare project in San Francisco. We believe the project has strong potential for success and that Hilton can play a significant role. Subject to completing additional analysis, Hilton would consider making an investment in the project up to a maximum of 30% of equity. This investment could be structured as debt or equity.

Jonathan A. Benowitz, Vice President – Development and Finance



Urban Growth Property Trust

Oct 21, 1999

This letter serves to confirm the interest of Urban Growth Property Trust and its related company, InterParking Inc., in participating as an equity investor and operator of the parking portion of the proposed project in San Francisco. We understand and expect that as the investor and operator of the parking component, we will make a substantial investment, in the range of \$40,000,000, towards the completion of the project.

Andrew W. Brown, Vice President



Promus Hotel Corporation

Oct 21, 1999

We are extremely excited about participating with your group on in San Francisco. Promus Hotel Corporation, in addition to professionally managing and branding the hotel, would consider making an investment in the project up to a maximum of 30% of the equity.

Chris Pfohl, Managed Development



Marriott International, Inc.,

Oct 21, 1999

Marriott International, Inc. is interested in participating with your group as a potential equity partner and operator of the proposed hotel to be built at the Bryant Street Pier Project in San Francisco. We believe that a partnership with Marriott would provide the highest probability of success for the project. We look forward to working with you on this exciting project and are prepared to assist where necessary.

James M. Erlacher, Senior Vice President of Development



DukeSolutions

Oct 19, 1999

Thank you for the opportunity to provide heating and cooling services to the Bryant Street Pier development located in San Francisco. Our proposal embodies DukeSolutions' offering for the project and a potential format for your company's extended real estate portfolio. This proposal will offset approximately \$10 million in capital costs associated with providing the heating and cooling services.

Thomas Padden, Senior Market Manager

Government



Overseas Private Investment Corporation

Dec 30, 2010

We have received the Joint Venture loan pre-application requesting US\$31 million in financing for a housing project in Chad. Upon reviewing the pre-application, the project was deemed to meet OPIC's minimum pre-application requirements. OPIC welcomes a full application for this project as housing projects, especially those in Chad, are an OPIC developmental priority.

Gary Colyar, Director, Customized Loan Portfolios

Department of the Army, Corps of Engineers

Apr 9, 2010

You did a terrific job on organizing the golf club at Rock Island. I was impressed with your recent numbers and management of a difficult situation. I appreciate you continued, tireless self-sacrifice concerning this project. You and your team have made tremendous strides with your efforts.

Patrick Gardinia, Baltimore District

General Services Administration

Jul 29, 2009

Your response to the RFQ to serve as Exchange Partner was thoroughly reviewed and evaluated by the Government Selection Evaluation Board. I am pleased to inform you that the Deputy Secretary of the Army has conditionally selected your team for the purpose of entering into exclusive negotiations for the real property exchange. We thank you for the effort demonstrated in the quality of your submission.

David E. Kiernan, Realty Officer, New England Region

U.S. Army Garrison, Rock Island Arsenal

Feb 10, 2009

Thank you for collaborating with us in working towards a long-term lease for the management and operations of the property. Your timely and good faith negotiations will have a significant impact on the operations of our existing and new missions, and also on the lives of our military and civilian members. The professionalism shown by yourself and your staff members is truly appreciated. I look forward to our continued effort in this worthwhile endeavor.

Joel G. Himsl, Garrison Manager

Rock Island Arsenal Golf Club

Feb 9, 2009

I wish to express my appreciation to you and for your staff's assistance over the past few months in helping the Rock Island Arsenal Golf Club during our financial crisis. Your efforts have succeeded in prohibiting foreclosure on our outstanding loan and allowing us to continue our business in an orderly manner. The Joint Venture you proposed will greatly alleviate our financial problems. We see great positive things happening with our two firms working together in the future. Rest assured we owe you a debt of gratitude for coming to our rescue.

Thomas G. Boyd, Past President





Incheon Free Economic Zone

Dec 4, 2007

It was my pleasure meeting with you to discuss the cooperation among your firm, Battelle and IFEZ and have an MOU signed. I have no doubt that with our collaborative efforts will be successful in developing IFEZ as Northeast Asia's cutting edge industry cluster. I look forward to the possibility of greater interactions with your project in IFEZ.

Hwan Kyun Lee, Commissioner



National Aeronautics and Space Administration

Nov 20, 2006

Congratulations! Based on your Step 1 response to the RFP for Master Developer of Exploration Park at Kennedy Space Center, your firm has been determined to be among those most highly qualified. This letter confirms the telephone notification of your short list status. We thank you for your interest in this important project.

Terrance W. Crowley, Contracting Officer



Government of Antigua and Barbuda

May 12, 2005

This letter certifies that the Government of Antigua and Barbuda will grant the firm an unlimited, unrestricted license to operate a casino on the resort development. The resort development is contemplated in the Agreement to Negotiate Exclusively between the developer and the Government. The Government will grant such expedited license pursuant to the laws of Antigua and Barbuda.

Hon. Harold Lovell, Minister of Tourism and General Aviation



Maryland Department of Transportation

Feb 25, 2005

MDOT desires to complete a master development agreement as soon as possible. We recognize that a master development agreement would be preceded by a ground lease or some form of property transfer, and that all these agreements require local development and permitting approvals. We look forward to a long and successful partnership.

Samuel F. Minnette, Director, Office of Real Estate



National Aeronautics and Space Administration

Jul 30, 2004

Thank you for your response to the Call for Developer Qualifications for the development and operation of a Conference and Education Center in the NASA Research Park at Ames Research Center in the heart of Silicon Valley. Your team has demonstrated the capacity to create the type of facility sought by NASA. Therefore, I am pleased to inform you that you have been placed on the short-list of developers who are eligible to submit a more detailed proposal in response to an RFP. Thank you once again for your interest.

Mejghan Haider, Division Chief, NASA Research Park