

Print

Charter Review Committee Interest Form - Submission #21072

Date Submitted: 3/6/2023

Last Name*

Seghi

First Name*

Gabe

District # You Live In.*

4

Home Address*

3501 N 37TH ST,

City*

Hollywood

State*

FL

Zip Code*

33021

Home Phone

3123436421

Cell Phone

3123436421

Email Address*

gabeseghi@gmail.com

Owner or Renter *

owner

Number of years as city resident*

14

Are you registered to vote in Broward County? *

Yes

Education (highest degree / level)

Undergraduate Degree

Occupation*

Mortgage Banker/ Capital Advisor within Commercial Real Estate

Work Phone

954-843-3584

Business Name*

Samson Capital

Business Address

4000 Hollywood Blvd.,
Suite 555-

City

Hollywood

State

FL

Zip Code

33021

How many elections have you voted in and when was the last time you voted?*

I have voted in every election as a resident

How many City Commission or board meetings have you attended in the last 2 years? Please list:*

3-4. I can not remember all of the specific dates

Why do you wish to serve as a member of the Charter Review Committee?*

Give back to the great City of Hollywood that has given so much to me and my family

If appointed, what specific contribution(s) will you bring to the Charter Review Committee?*

understanding of the real estate development process from pre-planning through completion. I have a firm understanding of financing for construction financing and permanent financing. Also, I have experience in a wide array of various RE asset classes.

Have you had any previous experience with a Charter review process?*

Not directly

Please describe your qualifications as an applicant including your professional and/or volunteer experience or background.*

I finance commercial real estate projects that requires raising equity investors as well as securing bank financing. I have experience financing affordable housing using Low-Income Housing tax credits, as well as financing healthcare facilities.

Do you currently serve on any City or County boards or committees? Please list.*

No

Have you ever served on any City or County advisory boards? Please list.*

No

List community / civic service involvement.*

Member, Young Israel of Hollywood
Member, Hollywood Men's Golf Association
Board member, Camp Moshava- Wild Rose
Past Board member- FIU Jewish Museum of Florida

Attach Resume (only .doc and .pdf files)*

Gabe Seghi.pdf

Gabe Seghi

3501 North 37th Street Hollywood, FL 33021 (312) 343-6421 gabeseghi@gmail.com

Professional Experience

October 2020- Current

Senior Vice President
Highland Commercial Mortgage

Hollywood, FL

- Responsible for assessing and managing ground up construction projects as well as refinancing of existing properties for Multifamily and Seniors Housing projects throughout the Southeast U.S.
- Projects include Market rate and Affordable Housing developments utilizing various Govt. subsidy such as Low Income Housing Tax Credits (LIHTC) and Section 8, among other programs
- Work with Underwriting teams to analyze markets, the credit-worthiness of clients and manage entire finance process

February 2019 - Current

Owner/Capital Advisor
Samson Capital

Hollywood, FL

- Act as a capital advisor to owner/operators of Commercial Real Estate to advise on Capital structure and planning to ensure financial success long term
- Arranged debt for owners of commercial real estate and acted as intermediary between banks and other lending institutions
- Raised equity for sponsors/operators looking to tap into private equity, institutional equity sources
- Involved in different asset classes from multifamily, office, retail, industrial, and hospitality

June 2016 - February 2019

Vice President
Hunt Real Estate Capital

Hollywood, FL

- Cultivated relationships with developers and owner/operators of commercial real estate properties throughout the United States, focused primarily on Multifamily and Senior Housing in Florida
- Offered Hunt's portfolio of Commercial Real estate loan products including balance sheet loans, bridge financing and Agency financing
- Helped develop Hunt's Senior Housing team, including originating the first Seniors Housing loans for the company
- Responsible for assessing deal quality, and credit quality of every sponsor
- Built a pipeline of potential future opportunity in excess of \$300 million of loan volume

April 2014 - May 2017

Vice President
Pillar Finance - A Guggenheim Partners Affiliate

Boca Raton, FL

- Represented Pillar's portfolio of Commercial Real estate loan products including Fannie Mae, Freddie Mac, HUD/ FHA and CMBS
- Designated point-of-contact between borrower, underwriting, legal, and other contacts involved in the loan process
- Built a pipeline of potential deal volume in excess of \$250 million of loan volume
- Responsible for managing loan process from initial contact to document collecting through loan closing

August 2011 – April 2014

Vice President
Housing and Healthcare Finance

Hollywood, FL

- Performed extensive financial analyses on existing FHA loans to determine refinancing opportunities
- Obtained financial information on more than 75 FHA-eligible properties (aggregate more than \$600 million)
- Closed loans of approximately \$80 million, produced term sheets over \$384 million
- Familiar with FHA underwriting guidelines, for both MAP (Multifamily) and LEAN (Senior Housing) programs
- Created meetings and business opportunities with prospective clients through cold calling and networking
- Managed loan process from initial contact through submission to HUD and loan closing

November 2005 – August 2011

Managing Partner
Marathon Freight/eShipping

Lincolnwood, IL

- Responsible for all aspects of account management including auditing/processing invoices, filing damage claims, collections (accounts receivable), and ongoing customer service
- Generated sales revenue of more than \$100,000/monthly in less than 18 months in the business after starting territory from scratch
- Directed prospects throughout entire sales process including cold calling door to door, phone prospecting, client meetings, through implementation, and follow up
- Maintained relationships with national and regional freight carriers and the eShipping franchise corporate office.

- Built strong customer relations through follow up meetings, quarterly reviews, and providing high standards of customer satisfaction

Education

Bachelor Arts, May 2001
Major: Economics

Yeshiva University
Graduated Cum Laude

New York, NY

References available upon request