

**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

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**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 37<sup>th</sup> 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**