

JOHN BELL

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Summary of Qualifications

- *Broad experience sourcing, structuring, underwriting and negotiating financing transactions – ten years with two NYC investment banks and ten as head of my own firm.*
- *Founder, Winslow Financial Company LLC – specialized in structuring and placing \$90 million of debt and equity for tax-credit qualifying real estate projects.*
- *Responsible for generating business, managing client relationships and closing transactions.*
- *Masters degrees from Harvard (MPA 2006) and the University of Virginia (MBA).*

Professional Experience 1992-Present	Winslow Financial Company LLC Founder and Managing Director Cambridge, MA / (Darien, CT though mid-2005) <ul style="list-style-type: none">▪ Established company in 1992 to provide investment banking and real estate-related services to corporations, institutions and individuals interested in raising capital or participating in specially structured investments.▪ Developed special expertise in structuring partnerships to finance tax-credit qualifying real estate projects; detailed understanding of tax, accounting, regulatory & program issues.▪ Developed and maintained relationships with institutional investors including fund managers, corporate investors and financial institutions.▪ Raised over \$90,000,000 of equity and debt for real estate projects qualifying for low-income housing tax credits or historic tax credits.▪ Recent consulting work entailed modeling and analyzing a leveraged international private equity fund to invest in real estate and housing-related ventures in emerging market economies.
Jan.-Apr. 2008	Housing Vermont Interim Chief Financial Officer Burlington, VT <ul style="list-style-type: none">▪ Focused on equity fund management and investor and lender relations; investors include financial institutions and corporations investing in real estate partnerships in which Housing Vermont participates with local partners as developer and syndicator.▪ Addressed capital management, internal and project financing, financial control, credit, underwriting and risk management issues. Created various systems to provide more timely and accurate financial and operating information.▪ Managed an initiative to develop a line of business utilizing the federal New Markets Tax Credit program and an application for \$40,000,000 of tax credit allocating authority from the US Treasury department.
2003-2005	Raymond James Tax Credit Funds, Inc. Director of Acquisitions Darien, CT <ul style="list-style-type: none">▪ Responsible for property acquisitions and new business in the northeast section of the United States.▪ Responsible for financial analysis and investment committee presentations.▪ Led a team of underwriters and analysts; coordinated fundings and closings.▪ Maintained ongoing client relationship and asset management responsibilities.
1990-1992	Nomura Securities International Vice President, Mortgage Securities New York City <ul style="list-style-type: none">▪ Managed our structured finance relationships with FNMA, Freddie Mac, and other issuers; Coordinated trading desk, issuer, and marketing efforts; New issue volume by Agency issuers increased with enlarged structuring, trading and sales effort from less than \$500 million to over \$10 billion.▪ Responsible for closing transactions, managing and coordinating operations and administrative personnel and policies.

**Professional
Experience
(continued)
1981-1990**

**Merrill Lynch & Co., Inc.
Merrill Lynch Capital Markets**

New York City

- **Merrill Lynch Mortgage Capital**, 1987-1990, Managed relationships with both private and public sector issuers of mortgage-backed securities. Provided financing and asset-based investment strategies, including risk-controlled arbitrage using derivative securities. Clients included FNMA, Freddie Mac, mortgage companies, banks, savings institutions and insurance companies.
- **International and Corporate Finance Departments**, 1984-1987, Executed US capital markets business for non-US based companies and organizations, e.g. British Telecom's US share offering, World Bank and Kingdom of Sweden US dollar bond issuances. Worked on public and private debt, equity, and merger projects.
- **Public Finance Department**, 1981-1984, Associate and Vice President, Housing and Corporate Tax-Exempt Departments; Structured single family, multifamily and utility financings; Volume in excess of \$2 billion.

**Other
Experience**

United States House of Representatives

Washington, DC

- Legislative Assistant focused on Banking, Housing and Urban Affairs Committee and Commerce Committee legislation.

Institute for International Studies and Training

Fujinomiya, Japan

- Teacher

Education

Harvard University, John F. Kennedy School of Government,
Master of Public Administration, 2006, Cambridge, MA
Episcopal Divinity School, Certificate, Religion and Public Goods, 2007, Cambridge, MA,
University of Virginia, MBA, 1981, Charlottesville, VA
Princeton University, BA, 1975, Princeton, NJ

Publications/Papers:

- Author: *A Guide to Municipal Wireless Networks, A Guide for Government Officials*, Harvard University, Kennedy School of Government, Independent Study report, 2006.
- Author: *Evaluating Equity Offers – Considering Structure, Price and Fit*, April 2003; *Equity Offer Analysis Model – A Lower Price May be a Better Deal*, January 2003; *Real Estate Development Budgeting Model: Calculating Financing Costs during Construction and Rent-up*, January 2004.

Civic and Community Activities:

- Past President, Episcopal Academy New York Area Regional Alumni Association, President for 6 years, author of by-laws and mission statement.
- Board of Assessment Appeals and Democratic Town Committee, Town of Darien, CT.
- Became a CT-licensed EMT as part of a youth-staffed volunteer ambulance service.
- Founder, Safe Places and Crisis Help.org, a website devoted to helping children and families in crisis.
- St. Luke's Parish, Darien, CT: Building and Grounds Committee; Volunteer, St. Luke's Lifeworks, HomeFront projects.
- Darien Community Recreation Association: Coach, Soccer, 5 years.