

DEBRA H. MORGAN

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PROFESSIONAL EXPERIENCE

C-III ASSET MANAGEMENT LLC Irving, TX

May 2010 – Present

Managing Director, Team Leader

- Responsible for overseeing and managing the large loan group within the special servicing division. Manage a \$7 billion portfolio of performing and non-performing commercial mortgage (CMBS) loans to institutional real estate investors. Activities encompass all aspects of loan management and resolution, including restructuring, foreclosing, deed-in-lieu, bankruptcy, note sale, discounted pay-off and assumption.
- Devise and coordinate asset resolution strategies with C-III's equity owner, Island Capital. Direct, implement and execute resolution strategies developed in concert with equity owner, with a goal of maximizing investor returns.

CLMG CORP., a Beal Bank affiliate Plano, TX

April 2009 – May 2010

Vice President

- Manage portfolio of performing and non-performing loans acquired through note sales from failed institutions and one-off transactions. Manage analytical team and provide direction to portfolio managers on workout strategy and department policies and procedures. Assist with special projects including the formation of CLMG – pricing, operations, staffing; the implementation of two servicing systems; bank exams and asset reviews/loan classifications; and the internal and external communications associated with participations (lead and non-lead). Active participant on the CLMG Corp. executive management committee.

SAXTON MORGAN REALTY ADVISORS Addison, TX

May 2006 – March 2009

Principal

- Provided institutional investors and loan servicers with portfolio, asset management and underwriting services; rating agency approvals; real estate management tools; and securitization and reporting packages. In addition, provided direction to borrowers seeking assistance with special servicing requests – sale and assumption packages, lease negotiations and approvals, forbearance agreements and restructures.

J.E. ROBERT COMPANIES Dallas, TX

September 1992 – March 2006

Vice President /Senior Asset Manager (August 1996 – March 2006)

- Managed a \$400+ billion portfolio of specially serviced commercial loans and real estate with the responsibility of achieving or exceeding underwritten performance in an efficient manner, the communication of timely, credible and consistent information to the investment community and senior management, and the calculation and collection of servicing income and fees.
- Personally managed a \$125 to \$200 million portfolio comprised of loans and real estate in various stages of performing, non-performing or REO status, located throughout the US, Canada and in the Caribbean.
- Solicited and engaged service providers for capital projects, design and purchasing, management and brokerage, appraisal, environmental and legal counsel. Coordinated the development and implementation of a customized asset management servicing and reporting system for the CMBS group that increased efficiency, reporting and record-keeping.
- Negotiated and closed servicing agreements and loan documents for special servicing and B-piece acquisitions.

- Reviewed and approved fee bills, reporting packages, business plans and asset management recommendations; served as loan committee co-chair and voting member.
- Supervised team of underwriters, asset managers, accounting and subcontracting professionals.

Asset Manager (September 1982 – August 1996)

- Managed \$145+ million in non-performing loans through payoffs, modifications, bankruptcy reorganizations and foreclosures. Engaged and managed legal counsel and other third parties to assist in asset management and recovery.
- Underwrote and inspected commercial real estate for acquisition.
- Represented JER as special servicer in the negotiation and closing of the \$1.9 billion Confederation Life securitization and servicing contract, which was the largest loan securitization as of 1996.
- Organized and maintained the CMBS department's policies and procedures manuals, including preparing guidelines and establishing industry standard reporting in business plans and recovery recommendations.
- Managed JER's responsibilities under a FDIC contract and achieved a successful and timely resolution.
- Coordinated and closed JER's first third-party, CMBS non-performing note sale package. This required solicitation and engagement of a loan sale advisor, creation of a bid package and obtaining internal and external (FDIC) approval for the sale.

NATIONWIDE CAPITAL, a subsidiary of HomeFed Bank of CA
Dallas, TX

September 1991 – September 1992

Asset Administrator (Analyst)

- Assisted the Portfolio Manager/Vice President and two Asset Managers in the management of a \$175 million loan portfolio secured by multifamily and office properties located in the southwestern United States.
- Prepared lease abstracts, proposed modification terms, and analyzed borrowers' operating statements.
- Drafted committee presentations and quarterly loan classifications on non-performing assets.
- Monitored borrowers' compliance under loan documents, cash collateral orders, and forbearance agreements.

SUNBELT SAVINGS, FSB
Dallas, TX

April 1987 – September 1991

Asset Administrator (Analyst)

- Spread operating statements, wrote committee presentations and conducted site inspections for a \$100 million loan portfolio secured by multifamily and office product in the southern United States.
- Monitored borrower's performance under financial and operating covenants in loan documents.
- Solicited and summarized capital improvement recommendations for properties slated for foreclosure.

EDUCATION & PROFESSIONAL AFFILIATIONS

UNIVERSITY OF TEXAS 1995
Dallas, TX
Bachelor of Arts – Interdisciplinary Studies

Principles of Real Estate I and II, 2009

Risk Management and Finance Essentials for Non-Profit Leaders, 2008

CMBS 101 and CRE CDO 101, 2007

Real Estate Contracts and Texas Law of Agency, 1998

CI – 201, Market Analysis, 1998

CI – 602, Presentation by Objective, 1997

CI – 301, Decision Analysis for Commercial Investment Real Estate, 1997

CI – 101, Financial Analysis for Commercial Real Estate, 1993

The Real Estate Council Foundation – Board Member & Foundation Committee Chair (2010)

CREW (Commercial Real Estate Women) – Board Member (CFO & Community Projects Director 2008 & 2007)