



The Collingwood Group<sup>SM</sup>

## The Collingwood Group *Your Business Advisor and Partner in Washington*

The Collingwood Group is a Washington, D.C.-based business advisory firm, with offices also in New York. Our partners include the former head of FHA, the former head of Ginnie Mae, and have held other senior leadership positions in HUD, Fannie Mae, Freddie Mac, and other major financial services organizations. Our clients range from the Fortune 50 to small and mid-size businesses, with a strong concentration in financial services and technology. Our services include: identifying and securing business opportunities with the federal government and the GSEs; helping financial services companies comply with, interpret and operate effectively within the ever-changing regulatory environment; and working directly with CEOs and boards of directors to increase market share and profitability.

### *Our Successes Include:*

- Helping hedge funds/private equity firms to service their whole loan assets and securities.
- Working with private investors to identify, analyze and value investment opportunities in distressed assets including single and multi-family commercial and residential real estate.
- Assisting loan-servicing companies to identify and acquire additional servicing assets and to comply with investor requirements.
- Providing lenders and investors with valuation and due diligence services to support loan buy-back and indemnification requests.
- Helping FHA lenders and Ginnie Mae issuers remain compliant and maintain forward looking risk controls.
- Assisting Fortune 50 companies in performing due diligence of, qualifying, and partnering with diverse suppliers.
- Aiding minority- and women-owned businesses with capital, infrastructure, and management requirements needed to scale and close business opportunities with large firms
- Developing and implementing effective strategic communications and brand reputation management.
- Guiding technology companies in designing and modifying systems to meet market requirements for increased data integrity and transparency.



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The Collingwood Group provides advisory services and business development opportunities combined with access to decision makers, financial sponsors, corporate boards and senior industry executives. The firm's core focus is set on helping companies and investors in the financial services industry, utilizing its unique ability to combine the Partners' federal sector knowledge with nearly a century of combined private sector industry experience. Offering extraordinary perspective on federal agencies and private sector entities at the center of today's restructuring of financial services, The Collingwood Group's expertise spans all aspects of FHA financing programs, Ginnie Mae securitization activities; domestic and international secondary market activities and issues, risk and loss mitigation, primary and special servicing, vendor and talent management, and all elements of portfolio acquisition, property management and asset disposition.