



## Ed Steffelin

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Mr. Steffelin has over 25 years of investment experience in structured products, alternative assets and real estate. He currently serves as SVP of George Smith Partners advising real estate sponsors on debt and equity capital and serves as a cofounder of two start up real estate companies, STAC Capital and Balcara Group. STAC Capital finances model homes and Balcara Group creates single family rental communities. From 2009 until late 2017, he was EVP of Capital Markets at Walton International Group where he oversaw a New York based analyst team. While at Walton, Mr. Steffelin was instrumental in building up their institutional relationships. During his tenure, he formed a distressed vacant developed lot fund, structured a long-term land investment vehicle with a family office and created a private equity firm focused on the residential real estate space, RAM Real Estate Capital.

In 2008 and 2009 Mr. Steffelin was a Managing Director at ICP Capital where he was responsible for winding down several structured finance vehicles and purchasing distressed mortgage securities.

Mr. Steffelin joined GSC Group to manage the Eliot Bridge hedge fund in 2005 and became a Senior Managing Director and member of the firm's Operating Committee. At GSC Group, he managed Eliot Bridge, a long short credit fund, and ultimately created and managed a distressed mortgage fund, Pendulum. He also served as CEO of GSC Capital Corporation, an alternative mortgage REIT.

Prior to GSC, he worked at TCW Group, Inc. as a portfolio manager in the mortgage backed securities group. Prior to TCW, he was a Principal at Allianz Risk Transfer AG. During his three years at Allianz, Mr. Steffelin was focused on leveraged credit positions and CDO equity. During the two years prior, he worked at XL Financial Solutions in Hamilton, Bermuda.

From 1998 to 2000 he worked as a Vice President at CGA Investment Management. At CGA Investment Management, Mr. Steffelin helped structure and execute the first two CMBS transactions created in Canada. Mr. Steffelin also has held positions at CapMAC and the New York Stock Exchange.

He graduated from Dartmouth College with an M.B.A. degree and graduated Phi Beta Kappa and with Honors from Occidental College with a B.A. degree in Economics.