



cpf investment group

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## overview

**cpf investment group** was created for the purpose of acquiring real estate in the south florida region. the operating group has been created by ernesto cambo formerly of alliance companies of miami, florida. the companies' philosophy is based on a combined thirty years of institutional real estate investment experience.

with over \$1,500,000,000 in transaction experience ranging from class a warehouse development, condo conversions, single tenant office buildings and equity joint ventures, **cpf** will draw from its extensive local market expertise and relationships to execute multiple operating transactions in various asset classes.

**cpf** believes it will serve a market niche in pooling private and institutional capital to invest in south florida in multiple transactions that will generate attractive returns. **cpf** will approach the region in several asset classes to mitigate overall capital risk to the region. **cpf** will acquire land to build warehouse, office, and retail in a campus setting or in the central business district where redevelopment opportunities will be available.

## case studies



**costa corporate centre**, 9700 nw 33<sup>rd</sup> street, miami, fl.

cpf was limited partner that created a joint venture with the equity partners charles dimston and jerry bercow to develop 10 acres of unzoned land. the property was developed in two phases totaling 190,000 square feet of class a industrial condominium product over 28 months.

equity contribution: \$2,300,000 primary takeout was ge small business 504/7a sellout exceeded \$14,000,000 on a \$10,000,000 Total Project Cost average transaction: \$1,100,000 leveraged irr to the investor: 27%

## case studies



**doral commerce park**, 9700 nw 58th street, miami, fl  
in 1998, cpf was a principal creator a joint venture with the equity partners, boll companies to acquire and develop 37 acres of industrial zoned land for \$4,300,000. project delivered and sold 400,000 square feet of Office warehouse condominium, totalling some \$31,000.000. the balance of the land was sold for \$6,150,000.00 bank atlantic and all state were the lenders.  
total net sellout: \$37,000,000 total project cost: \$22,500,000.  
leveraged irr: 13%

## case studies



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**aventi** - cpf partnered with falcon real estate to create equity limited partnership to purchase the centergate property- 188 units from the pritzker family at \$40,000,000 along with general partner coral realty. total sellout exceeded \$60,000,000 in 17 months.  
position: equity limited partner in charge of sales supervision and marketing  
irr: 60%

## ave, aviation and commerce centre



unique site, 178 acres inside the urban development boundary, 70 year lease with miami-dade aviation department (mdad). proposed 2,600,000 square feet of master planned class a mixed use business park. approximately 2,100,000 sf of class a office/warehouse for lease, 200,000 sf of retail fronting nw 57<sup>th</sup> avenue and 300,000 sf of aviation hangars. currently, the site is in its entitlement phase and is subject to regulatory approvals from mdad, the board of county commissioners. Land is located in a federal and local enterprise zone and is exempt from land tax.

# operations team

*ernesto cambo, principal*

## Education

1995 Bachelors of Science, Elon University Elon, NC

## Professional Experience

2005-present CPF Investment Group, Inc., Principal Miami, FL  
founder a boutique investment group with interests in real estate, marinas, and financial services. Responsibilities includes, finance, legal, and oversee construction and/or marketing of various projects.

2006 AVE, LLC, Managing Member Miami, FL  
a mixed use commercial project; proposing to construct 2,500,000 square feet Industrial Business Park valued in excess of \$200,000,000US

2006 Insured Deposits Conduit, LLC, Partner Miami, FL  
Partnered with founders, Greg Schein and Jorge Columa, who created a S&P "AAA" rated note to assist community banks as a funding alternative to the Federal Home Loan Bank. Product is part of \$600BBUS brokered deposits market (FDIC).

2004-2005 Doral Commerce Park, Ltd, General Partner Doral, FL  
Responsible in identifying the land and securing equity to build Class A Industrial park which developed 36 acres of land and sold 400,000 square feet of office/warehouse condominiums in excess of \$31,000,000US

1996-2004 Alliance Companies, Director Doral, FL  
A diversified real estate services and investment firm that executed over \$500,000,000US in transactions during 8 year span.

**Affiliations** Industrial Association of Dade County, Member  
Greater Miami Chamber of Commerce, Member  
Mentor, Cities in Schools  
Coach, Miami Shores Recreation

## alvis hernandez, director of commercial projects

### Education

1982                      B.S., Business Administration with High Honors  
University of Florida                                              Gainesville, FL

### Professional Experience

2005-present                      CPF Investment Group, Inc., Director of Commercial Projects                      Miami, FL

Oversee all commercial and construction development  
Accountable for project financials, including budget coordination  
Supervise and manage all vendors

2003-2005                      Codina Development Corporation, Senior Project Manager                      Miami, FL

Overseeing development of Beacon Lakes, a new 400 acre industrial park.  
Responsible for marketing, scheduling, design, permitting, building construction, railroad crossing installations, canal installation and multiple phases of low nine figure infrastructure installation.  
Overseeing compliance with the DRI, environmental permits, building permits, partnership agreements, adjoining landowner agreements and requirements of a Community Development District.  
Accountable for project financials, reporting to partners and bond holders.  
Coordination with the project's brokerage team and preparation of financial analysis/letters of intent for Build to Suit and leasing inquiries.  
Supervising 4 project managers.  
Organized team efforts to commence the first phase of infrastructure which yielded a low seven figure in fees.  
Directed team effort on key issues needed for continued roll out of the development program.  
Implemented strategies to enhance team productivity and effectiveness.

1999-2003

Codina Development Corporation, Project Manager

Miami, FL

Supervised 600 acres of development for Florida East Coast Railway. Directed all platting and low eight figure infrastructure installation. Coordinated high eight figure building construction program including facilities for Union Planters Bank, Caterpillar Logistics, and the General Services Administration.

Implemented change order evaluation process to minimize cost and impact to ongoing construction.

All buildings have been delivered on time and under budget.

All infrastructure installations and platting activities were completed on time to meet requirements under land purchase contracts and tenant leases.

Coordinated the GSA construction team to produce the most profitable single building project in the company's history.

1998-1999

Codina Development Corporation, Assistant Project Manager

Miami, FL

Assumed responsibility for a 200,000 Sq. Ft facility for FEDEX.

The facility was the first of its kind in the nation and this project was the company's first in Broward.

Overcame schedule delays from work stoppage forced by hurricane activity.

Built a permitted site access road in 11 days to trigger lease commencement and satisfy a FEDEX requirement.

Road was opened on morning of 2/15/99 and FEDEX trucks rolled in that afternoon.

Mid seven figure project was completed on time, under budget and yielded a bonus to our company.

1991-1998

Multiple General Contractors, Layout Man

Miami, FL

Joined family business to assist in project management, property acquisition and zoning filings for home improvement center.

Continued career path with other general contractors including Haskell and Odebrecht Contractors of Florida.

Broad range of fieldwork experience in layout, plan review, field adjustments to design, and formwork carpentry.

1982-1991

Sun Bank/Florida National Bank, Various Positions

Orlando / Melbourne / Miami, FL

In Miami, held several commercial lending positions including

Vice President for Florida National Bank.

In Melbourne, commercial lending to tech companies and real estate.

Commenced banking career in Orlando preparing international credit analyses.

Experience in business development and loan workout procedures.

Experience in commercial credit underwriting procedures and management of \$6MM loan portfolio.

Prepared internal country risk reports to evaluate exposure in international credit lines.

Reports were under review for direct sale to the public.

Development of risk analysis model to evaluate bank's overseas exposure.

Licenses

State of Florida Contractor's