

**Lynn J. McKee**  
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Seasoned commercial real estate professional with over thirty years of experience in direct lending, mortgage banking, asset management, workouts and development. Graduate and undergraduate level instructor at Georgia State University – Department of Real Estate. Top performer in all positions.

Experience:

**SunTrust Bank**

Atlanta, GA

Senior Vice President

October 2013 - Present

Director of Permanent Loan Program

Created and led a new balance sheet permanent loan program for the Bank.

- Created a balance sheet permanent loan program to exploit a gap in the debt markets for flexible mid and long-term fixed rate CRE loans.
- Obtained senior management, risk and compliance approval of the Program.
- Rolled out the Program to a 30-person sales staff and clients.
- Worked with sales and underwriting staff to evaluate and structure loans.
- Reviewed and approved proposed loans which meet the Program's criteria.
- Oversaw the resulting book of permanent loans.

Permanent Loan Program was widely embraced by the sales staff and clients. Expect to close \$500 Million of new loan production during first year of the Program.

Director of MetLife Platform

Managed a loan co-origination platform of SunTrust Bank and MetLife, which closed \$1.3 Billion of loan participations plus a \$250 Million deposit from MetLife during the three year term of the Platform.

- Managed the overall strategy and daily operation of the Platform.
- Reviewed proposed loan participation opportunities and selected investments.
- Coordinated the underwriting of investments and prepared approval requests.
- Obtained senior management, credit committee and corporate approvals.
- Managed the average \$750 Million portfolio of loan participations.

In addition to the above roles, I was a key participant in preparing the Real Estate Department's annual Strategic Plan, rewrote the CRE Policies & Loan Guidelines, served as a member of the Department's Credit Committee and closed \$500 million of loans with my CRE private equity fund and pension fund clients.

### **TriMont Real Estate Advisors**

Atlanta, GA

Senior Vice President / CMBS Team Leader

March 2009 – September 2013

Lead a team of Asset Managers and Financial Analysts who specially serviced a \$1.5 Billion portfolio of non-performing securitized loans.

- Provided strategic direction to help asset managers determine and implement workout strategies for non-performing loans.
- Marketed TriMont's services as replacement special servicers to Controlling Class Holders in CMBS trusts.
- Developed and operated a CMBS B-Piece underwriting, purchase and management platform.
- Served as a voting member of TriMont's Credit Committee to evaluate proposed Resolution Plans.
- Personally, resolved \$500 Million in non-performing loans.

### **GE Real Estate**

Atlanta, GA

Senior Director for Originations

August 1994 – February 2009

Originated and structured complex debt and equity transactions involving all types of commercial real estate.

- Marketed GE Real Estate's financial products throughout the Southeast US.
- Established and maintained key borrower and broker relationships.
- Created structured financial vehicles to meet customers' real estate investment needs.
- Negotiated loan and joint venture term sheets, application, commitments and closing documents.
- Coordinated the underwriting of transactions, including the management of staff members and outside consultants.
- Obtained GE Credit Committee and Corporate approvals.
- Directed transactions closings.

Completed \$2.8 Billion in permanent loans, bridge loans, participating loans, credit lines, tax-exempt bond purchases and joint ventures for office, multi-family, condominium, warehouse, retail, hotel, self-storage, student housing and senior living properties.

### **FDIC**

Division of Liquidation

Atlanta, GA

Asset Manager

June 1990 – July 1994

Managed \$100 Million portfolio of performing and non-performing commercial real estate loans.

- Determined collateral value through internal valuation procedures and outside appraisals.
- Preserved collateral value by monitoring financial statements, property maintenance and the payment of taxes and insurance.
- Tracked collection of monthly, maturity and settlement payments.
- Analyzed loan compromise, restructure and foreclosure alternatives.
- Structured and negotiated loan workout agreement with borrowers.
- Obtained FDIC local, regional and national committee approvals.
- Made business decisions in foreclosure, bankruptcy and lender liability litigation.

- Implemented loan workout agreements.

Resolved \$250 Million in non-performing loans and collected \$90 Million in cash for the FDIC Insurance Fund.

### **BancBoston Mortgage Corporation**

Tampa, FL  
Mortgage Banker

August 1985 – April 1990

Originated, underwrote and closed commercial real estate loans for life insurance company correspondent lenders (Aetna, CIGNA, Mass Mutual, New York Life and others).

- Solicited commercial real estate loans that met the criteria of represented lenders.
- Analyzed collateral performance and value.
- Structured permanent and bridge loans.
- Underwrote property, market and borrower aspects of transactions.
- Prepared loan approval packages and collateral appraisals under MAI guidelines.
- Negotiated loan applications, commitments and closing documents.
- Coordinated loan closings.
- Monitored post closing loan and property performance.
- Processed loan modifications, assumptions and extensions.

Originated and closed \$80 Million of loans in the last two years at BBMC. Top producer in Tampa office during 1988 and 1989.

### **Greenbaum & Rose Associates**

Washington, DC  
Project Manager

September 1982 – May 1985

Managed the redevelopment and lease-up of a 100,000 sf office building.

- Worked with architects and designers to develop plans and specs for the project.
- Developed detailed project budget and schedule with general contractor.
- Supervised contractors and project progress on a daily basis.
- Tracked project expenses and prepared loan draws for construction lender.
- Analyzed and negotiated lease proposals.
- Coordinated space planning, tenant improvement build-outs and tenant move-ins.

Project was completed on budget, on time and subsequently sold for a \$5 Million profit.

Teaching:

**Georgia State University**

Department of Real Estate  
Atlanta, GA

Adjunct Professor teaching the following graduate and undergraduate classes:

- RE-3010 Real Estate Principles
- RE-8035 Real Estate Public Capital Markets: CMBS & REITS
- RE-8090 Real Estate Case Studies Analysis

Developed my own curriculum and class materials for two of the classes. Received top ratings from students on Instructor Evaluations.

Education:

**The American University**

Washington, DC  
MBA (Real Estate & Finance Concentrations)

May 1985

**University of Cincinnati**

Cincinnati, OH  
BA (Urban Planning & Design)

June 1981

**Orrville High School**

Orrville, OH

June 1976

Software Proficiencies:

Excel, Word, PowerPoint and Argus.