



# EVOLVED LIVING™

Corporate Overview





# LEDIC REALTY COMPANY IS A FULLY INTEGRATED MANAGER, OWNER AND DEVELOPER OF MULTIFAMILY PROPERTIES ACROSS THE UNITED STATES

LEDIC offers partners a variety of multifamily services including:

- Acquisitions and Development
- Evaluating
- Underwriting
- Commercial Leasing Department
- Comprehensive Property Management
- Marketing and Lease-Up Services
- Analysis Market Research
- Construction
- Rehabilitation
- Insurance

## PARTNERSHIPS EVOLVED

LEDIC values long-term relationships with syndicators, individual investors, institutional investors, and all types of public and private owners.

**LEDIC's willingness to form true partnerships with a focus on residents as customers not just tenants, the application of leading-edge technology, and superior financial strength makes us a leader in the field.**

Because of LEDIC's focus on exceptional partnership, the company has never recorded a default in the delivery of tax credits, an event of recapture of tax credits, or a material event of default on a project loan. LEDIC works to ensure its partners, clients, residents and the surrounding community receive leading-edge service and performance.

LEDIC has earned and maintains an A+ rating with the Better Business Bureau.

LEDIC provides high quality housing to approximately 120,000 residents across the country in communities they can be proud to call home.

## INTEGRATION EVOLVED

LEDIC is a fully integrated company with decades of experience as a manager, owner and developer of multifamily properties.

**LEDIC currently has an affordable and conventional portfolio consisting of more than 11,000 units owned and 37,000+ units managed across the U.S. In addition, LEDIC has acquired and redeveloped 6,500 HUD Section 8 units across 11 states.**

With more than 30 years of experience in the multifamily sector, LEDIC is an Accredited Management Organization (AMO®) as conferred by the Institute of Real Estate Management (IREM®).

LEDIC specializes in affordable housing and is currently managing more than 35,000 affordable units that require regulatory compliance, making it the 3<sup>rd</sup> largest affordable housing management company in the nation according to the National Affordable Housing Management Association (NAHMA). LEDIC has a higher percentage of employees certified as HCCP™ affordable housing specialists than any other company in the industry. LEDIC's proprietary compliance process and integrated compliance services department ensures diligence and adherence to complex compliance regulations.

LEDIC  
Industry  
Leadership:

#3 on NAHMA's LIHTC property managers list	Award Winning Redevelopments	37,000+ units Property Managed	#3 on NAHMA's Affordable 100 list	11,000 units owned
on NMHC's Top 50 Apartment Managers list #11	Institutional Quality Operations	1,000+ employees	Strategic Choice for Partnerships	Advanced Recruiting through Proprietary Software

## PEOPLE EVOLVED

With more than 1,000 employees across the U.S., LEDIC is committed to hiring, training and retaining the best in multifamily talent. Employees are recruited through utilizing proprietary software which matches candidates strengths with the most appropriate available position. This psychological testing leads to lower turnover, higher occupancy at the property and a happier workforce.

Staffing and Training of On-Site Personnel is provided both "on the job" by LEDIC field trainers, and through its LEDIC Online University.

**LEDIC University provides more than 100 classes in all areas of property management, each of which can be tailored to the specific needs of the property or owner.**

This thorough training program provides a variety of benefits to stakeholders as employees are better equipped to manage the properties and their responsibilities.

LEDIC's Asset Managers are all Institute of Real Estate Management (IREM) members with Certified Property Managers current or in candidate status.



## COMMUNITY EVOLVED

LEDIC believes that our properties should positively impact our residents, owners, and the community. We offer the following amenities and services at many of our communities:

- After School Programs
- GED/Adult Literacy Programs
- Health & Nutrition Classes
- Child Care Services and Daycares on-site
- Seniors Clubs
- Arts & Crafts Food Pantries
- Clothing Closets
- Health Screenings
- Job Fairs
- Drug Awareness
- Parenting Classes
- Movie Night
- ESL Classes
- Reading Enhancement
- Seasonal Parties
- Computer Classes
- Summer Lunch Programs
- Summer Camps

LEDIC contributes to non-profit organizations and supports many local community organizations that directly impact our residents. Some of these include:

- Project Safeways
- Boys/Girls Scouts
- Agape
- Harvest Food Bank
- Caritas
- Fire Departments
- Police Departments

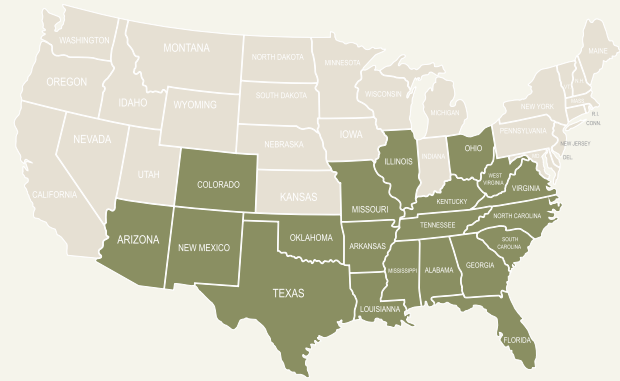
**LEDIC knows the importance of safety for residents and the surrounding community and is a recognized leader in resident safety, and was a founding partner of the nationally recognized Project Safeways program supported by a U.S. Department of Justice grant that is focused on apartment resident security, safety, and supportive service.**

This coordinated crime reduction effort brings law enforcement, community leaders, and apartment management together to target and reduce crime in specific areas, using the best in data analysis and police tools.

# ABOUT LEDIC

LEDIC Realty Company, LLC is an affiliate of Hunt Companies and is the business combination of LEDIC Management Group LLC and BSR Trust LLC – Affordable Division. LEDIC specializes in multifamily housing communities across the United States. Managing more than 37,000+ units, LEDIC is the 3<sup>rd</sup> largest NAHMA ranked affordable and work force property manager in the United States.

## LEDIC's National Presence



### Pierce Ledbetter

CEO, LEDIC Realty Company

[Pierce.Ledbetter@LEDIC.com](mailto:Pierce.Ledbetter@LEDIC.com)

901.435.7710

Pierce Ledbetter serves as the CEO of LEDIC Realty Company. In this role he is responsible for LEDIC Realty Company and leads all Property Management efforts within the organization. Pierce has more than 25 years of experience in the property management field and has won numerous awards for leading several innovative programs within his portfolio.



### Jeffrey Ezekiel

CFO, LEDIC Realty Company

[Jeff.Ezekiel@LEDIC.com](mailto:Jeff.Ezekiel@LEDIC.com)

901.435.7716

Jeff Ezekiel serves as Chief Financial Officer for LEDIC Realty Company. Jeff's responsibilities include all aspects of corporate and operations finance, treasury, accounting, financial reporting and forecasting. Jeff has over 20 years experience in the accounting industry.



### Thuong "Terri" Benskin

COO, LEDIC Realty Company

[Terri.Benskin@LEDIC.com](mailto:Terri.Benskin@LEDIC.com)

901.435.7720

Terri Benskin serves as Chief Operating Officer for LEDIC Realty Company. Terri's responsibilities include property management operations for all LEDIC properties and asset management for key clients. Terri's current portfolio includes more than 300 diverse properties, with an equally diverse group of owners. The properties consist of Tax Credit, Bond Financed, Project-based Section 8, Student Housing, Senior Housing, Condo Conversions, as well as Conventional Developments. Her focus remains on developing and maintaining client relationships.



LEDIC Realty Company Corporate Headquarters:  
555 Perkins Extended., Suite 200  
Memphis, TN 38117

**LEDIC.com**



LEDIC is an Accredited Management Organization through the Institute of Real Estate Management.

