



## Professional Profile: John Richard (JR) Chantengco 2013

May 28, 2013 - New York City

Name: John Richard (JR) Chantengco

Title: Associate Broker - Finance

Company: HKS Capital Partners, LLC.

Location: New York City

Birthplace: San Diego, CA

Education: Postgraduate studies, Advanced Management College Stanford Business School; LEED Green Associate, New York Real Estate Institute; MBA Degree, University of Phoenix Spurling School of Business; and bachelor of arts in Biochemistry & Cell Biology, University of California San Diego.

First job outside of real estate: Laboratory technician in Biochemical Research at the University of Tennessee.

First job in real estate or allied field: Small business banker at Wells Fargo Bank

What do you do now and what are you planning for the future? I'm currently a loan originator at HKS Capital Partners, LLC. The scope of my work includes production of new senior debt instruments, mezzanine financing and equity placements for acquisition and development of real estate, discounted note pay-offs and refinancing of existing commercial debt. I would like to see myself become more involved in the financing of affordable housing and housing preservation projects which include originating agency debt (FHA, Fannie & Freddie), 4% & 9% LIHTC, New Markets tax credits and private-activity tax-exempt bonds, among others.

How do you unwind from a busy day in real estate? I love to cook and spend time with my wife.

Favorite book or author: "The Art of the Deal" by Donald Trump

Favorite movies: "Saving Private Ryan" and Bond movies

Last song you downloaded? "Future Tail" by AKMusique

One word to describe your work environment: Dynamic

Rules to live by in business:

1. Integrity is everything in business.
2. Managing and setting expectations are key in dealing with all levels of any organization.
3. Love what you do, live what you love, and you never have to call it "work."

If you could invite one person to dinner (living or dead) who would it be and where would you go? It would have to be Sir Richard Branson, business magnate and founder of the Virgin conglomerate. Instead of dinner, I would like to take a trip on the Virgin Galactic with him and see outer space, which would be a once-in-a-lifetime experience. Obviously, he's living an interesting and adventurous life and his influence in business is unmistakable. I am impressed by the risks and creativity he has taken in all his business ventures, and most importantly, admire his vision for the future, including his humanitarian initiatives and Green and sustainability programs.

What is your dream job?

To develop Green buildings that are economically viable and environmentally sustainable.

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