

John Blanchard

PROFILE

Over 40 years of experience in business management and global and community development. Built from the ground up a leading real estate and multi-family housing company with over 8,000 units in 30 properties under management with over \$1 billion in value. Navigated steady growth for the company through downturns and major recession, and implemented plan to protect value and maintain consistent growth. Possesses extensive relationships with industry leaders and CEOs nationwide, including in the financial, housing and real estate sector.

KEY ACCOMPLISHMENTS

- ❖ Built from the ground up a leading, US-based property management and real estate company managing a portfolio valued at over \$1 billion and with over 8,000 units under management and an economic footprint in over 9 states around the country.
 - ❖ Oversaw over \$3 billion in transactions including borrowing from Freddie Mac, Fannie Mae and other CMBS lenders of over \$1 billion of funds. Manage all operations, finances, assets; and revenue and asset management to maximize operational efficiency.
 - ❖ Co-founded the 100X Development Foundation, which has leveraged over \$10 million in personal investments into over \$30 million in public-private investments that have generated self-sustaining development and humanitarian programs to bring change to thousands of children and families in over sixteen countries across the world. Personally funded five full college scholarships for orphans from Malawi and Moldova to attend universities in the United States
 - ❖ Invested and helped grow a new college in Malawi, which is only the second of its kind in a country of sixteen million.
 - ❖ Established an orphanage and school in Malawi that has managed and cared for at least 400 children in Malawi; helped establish a food manufacturing plant that distributes over 100,000 2 kgs Vita-meal bags per month from Feed the Children in sub-Saharan Africa.
-

PROFESSIONAL EXPERIENCE

B&M Management and
Ascent Residential
Co-Founder and CEO
1994 - Present

- Founded and manages a leading, real-estate company with an over 24-year history of wealth creation and multi-family management of over 8,000 units that accounts for over \$1 billion in value in the southeastern United States.

PROFESSIONAL EXPERIENCE

(continued)

B&M Management and
Ascent Residential
Co-Founder and CEO
1994 - Present

- Bring real estate assets to market; managed over \$3 billion in transactions since 2000 and worked with Freddie Mac and Fannie Mae on place of over \$1 billion of loan proceeds.
- Manage all operations, finances, assets; and revenue and asset management to maximize operational efficiency and profits.
- Build and maintain relationships with property owners, brokers, real estate lawyers, vendors, lenders and local market knowledge to identify future opportunities and identify under-performing assets.
- Leverage technology, experience and training to enhance mismanaged or under-managed properties to incentivize sales and grow local markets.
- Founded Ascent Residential, L.L.C., with Benjamin N. Blanchard in 2015 as a successor to B&M's operations, once B&M's other principal, Samuel L. Miller, fully retires.

100X Development
Foundation
Co-Founder, President
of the Board
2004 - Present

- Founded and oversee the 100X Development Foundation, a non-governmental organization (NGO) that leverages public-private partnerships, and over \$30 million in public and private capital and sustainable development programs to serve thousands of children and families each year in over 16 countries across five continents.
- Established a hospital, home and school in Malawi which has cared for at least 400 children.
- Invested and helped grow a new college in Malawi, which is only the second of its kind in a country of 16 million.
- Spearheaded agricultural programs across Malawi, which have increased the local agricultural yield, helped protect against starvation brought on by drought, and created jobs in the local region
- Initiated a partnership with Feed the Children that has distributed over 100,000 2 kgs Vita-meal bags per month in the central region of Malawi.
- Served on the board of the Adullam House in Wetumpka, Alabama for children whose parents are incarcerated.
- Developed programs in Mexico and Moldova which have provided safe shelter and assistance to over 100 children.
- Developed a leadership program in Kerala, Himachal Pradesh, and Nägpur, India, which has trained over 500 graduates in India.

Ballard Realty Company
1975-1993

- Started in building management and maintenance and worked way up to a senior executive role in the company, involved in all key decision-making. In charge of overseeing and managing all multifamily properties across the southeastern US; assessed potential acquisitions and spearheaded an aggressive growth strategy; ensured operational efficiency to maximize profitability.
- Senior Director of Property Management (1985-1993): Full responsibility for Acquisitions and Dispositions of all multi-family housing properties owned and/or managed by Ballard Realty Company.

PROFESSIONAL EXPERIENCE

(continued)

- Ballard Realty Company
1975-1993
- Director of Property Management (1982-1985): Responsible for the profitable operation of the Property Management Department and of each property owned and/or managed by Ballard Realty Company.
 - Senior Property Manager (1980-1982): Property Manager for nine multi-family properties, two office complexes and two retail strip centers
 - Property Manager (1975-1980): On-site management duties of two multi-family properties.
-

AWARDS | AFFILIATIONS | EDUCATION

- ❖ Honored by Britain's Speaker of the House of Commons, the Right Honorable John Bercow, and Mr. Peter Bone, a Member of Parliament and Chairman of the All Party Parliamentary Group for work on Human Trafficking in Moldova
 - ❖ Certified Property Manager designation from the Institute of Real Estate Management; Central Alabama Chapter #75 President (1987)
 - ❖ Candidate for Specialists in Real Estate Securities (SRS) and member of the Real Estate Securities and Syndication Institute (RESSI)
 - ❖ Member, 1988 State Director of the Southeastern Area HUD Management Association
 - ❖ Registered Apartment Manager from the National Association of Home Builders – Charter Member-Member of National Board of Directors
 - ❖ River Region Ethics Award, 2010
 - ❖ Chairman of the Board, Brantwood Children's Home, Montgomery, AL
 - ❖ President of the Alumni Association of Auburn University at Montgomery
 - ❖ Board Member, Adullam House Children's Home
 - ❖ Capital Campaign Volunteer of Alabama Shakespeare Festival – Award for Top Producer
 - ❖ Member of Board of Directors for Professionals Promoting Shakespeare
 - ❖ YMCA Basketball Coach Appreciation Award, 2003-2004

 - ❖ Bachelor of Science, Finance, Auburn University, 1981
 - ❖ Real Estate Securities and Syndication Institute (RESSI) Courses
 - 101 Fundamentals, Structuring & Regulation
 - 102 Regulation of Real Estate Securities
 - ❖ CCIM - Completed Course 101
 - ❖ National Association of Realtors - Management and Commercial Investment Courses
 - ❖ National Association of Home Builders - Management and Commercial Investment Courses
 - ❖ Local Seminars - Search for Excellence and Business Writing Courses
-