

Falcon Capital Advisors Capability Statement



FALCON
CAPITAL
ADVISORS

Founded in 2009 and headquartered in Washington, DC, Falcon Capital Advisors is a management consulting firm that provides **strategic advice**, **technical expertise**, and **program management** services to government agencies and financial institutions.

Our team is comprised of subject matter experts with decades of experience serving in key leadership roles at federal agencies administering government programs, and as top executives at financial institutions managing business, financial, risk, and compliance units.

Falcon has served as a **Prime Contractor** to the U.S. Department of Housing and Urban Development (Federal Housing Administration and Ginnie Mae), U.S. Department of Agriculture, and National Credit Union Administration.

**SBA 8(a) Certified
Minority-Owned Small
Business**

**Project Management
Professional (PMP)
Certified Staff**

**GSA PSS #: GS-10F-074CA
GSA SInS: 520-2, 520-13,
874-1, 874-7**

**Duns #: 961585168
Cage Code: 5WLH2**

Service Offerings

Program Management

- PMO Implementation
- Project Management
- Change Management
- Organizational Assessment
- Cost Optimization
- System Justification & Implementation
- Procurement & Training Support

Business Process Improvement

- Business Transformation
- Business Case Development
- Business Support Services
- Operations Assessment
- Process Mapping & Re-engineering
- Benchmarking & Performance Metrics

Governance & Compliance

- Strategic Planning & Advisory
- Internal Controls Assessment
- OMB Circular A-123 & A-129
- Quality Assurance & Management
- Policy Reviews & Impact Analysis
- Audit Remediation

Risk Management

- Enterprise Risk Management Design & Implementation
- Operational Risk Management
- Portfolio Risk Management
- Credit Risk Management
- Counterparty/Vendor Oversight & Risk Management
- Default Management & Loss Mitigation

Data Analytics

- Financial Analysis & Reporting
- Financial Modeling & Validation
- Business & Performance Analytics
- Scorecards & Dashboards
- Data Collection & Transformation
- Data Trend & Sensitivity Analysis
- Data Integrity & Reporting

Housing & Capital Markets

- Origination & Servicing
- Conduit Operations
- Securitization & Transactions
- Primary & Secondary Mortgage Market Operations
- Housing Finance Policy
- Government Mortgage Programs

NAICS Codes

- 519190
- 523110
- 523920
- 523930
- 523999
- 524291
- 524298
- 525990
- 531390
- 541211
- 541219
- 541519
- 541611
- 541618
- 541690
- 541910
- 541990
- 561110
- 561499

Contact Us

Falcon Capital Advisors LLC
1001 G Street NW, Suite 460 West, Washington, DC 20001
Tel: (202) 393-4150 | Fax: (202) 393-4125
Contracting Office Point of Contact: Maria Janson | mjanson@falconcapitaladvisors.com

Falcon Capital Advisors has received an “**Exceptional**” rating across all four evaluation areas (Quality, Schedule, Cost Control and Management) on the Contractor Performance Assessment Reporting System (CPARS).

Examples of Past Government Contracts

Business Solutions Services for Ginnie Mae

Contract #: GS10F074CA

Falcon has played a key role in supporting Ginnie Mae’s initiatives to modernize its programs and operations. Falcon provides a wide range of project management, organizational analysis, business case development, and acquisition support services under this \$9 million contract. We provide Ginnie Mae with recommendations for decision making, identify opportunities for increased efficiencies through process improvement, develop business cases for modernization initiatives, and provide advice, recommendations and documentation support in all areas of the acquisition process.

Pricing Evaluation for Ginnie Mae

Subcontractor to Ernst & Young

Falcon Capital Advisors assisted in the task of providing Ginnie Mae’s Office of Capital Markets with financial advisory services as it related to the implementation and creation of multiclass programs and products. We were specifically tasked to evaluate fees associated with Ginnie Mae Real Estate Mortgage Investment Conduit (REMIC) and CUSIP Aggregation programs. At the conclusion of the analysis, we were tasked to review Ginnie Mae policies and provided recommendations to improve the Ginnie Mae’s fee pricing structure and to ensure appropriate compensation of Ginnie Mae guaranties.

Credit Access Evaluation for HUD

Contract #: DU100H-16-D-03

Falcon Capital Advisors assisted in the task of providing Ginnie Mae’s Office of Capital Markets with financial advisory services as it related to the implementation and creation of multiclass programs and products. We were specifically tasked to evaluate fees associated with Ginnie Mae Real Estate Mortgage Investment Conduit (REMIC) and CUSIP Aggregation programs. At the conclusion of the analysis, we were tasked to review Ginnie Mae policies and provided recommendations to improve the Ginnie Mae’s fee pricing structure and to ensure appropriate compensation of Ginnie Mae guaranties.

Operations Assessment for HUD

Contract #: DU206SF-12-D-05

Falcon Capital Advisors served as the most recent Oversight Advisor to the U.S. Department of Housing and Urban Development, Federal Housing Administration’s (FHA) \$2.1 billion REO disposition program. The purpose of our work was to perform an operations assessment of the program to identify and mitigate potential operational, financial, and counterparty risks to the FHA. The Operations assessment involved establishing performance benchmarks and metrics, perform contract compliance and data systems reviews, and conduct on-site audit and counterparty risk management evaluations. We provided FHA management with robust asset disposition and risk mitigation strategies to ensure best execution policies and procedures and effectively monitor program performance.

Regulatory Compliance Advisory Services for NCUA

Contract #: OCP-140528-091016

Falcon Capital Advisors assisted the National Credit Union Administration’s Office of Consumer Protection with drafting regulatory materials to advise credit unions on compliance with mortgage lending consumer protection regulations promulgated under the Dodd-Frank Act. Compliance guide topics included TILA-RESPA Integration Disclosure (TRID) rule, Remittance Transfer rule, mortgage servicing, homeownership counseling, force-placed insurance, and the ATR and QM standards.

Credit & Operations Risk Management for USDA

Contract #: AG-31ME-C-16-0006

Falcon Capital Advisors provided risk management advisory services to the USDA’s Single Family Housing Guarantee Loan Program. We were tasked to conduct an in-depth review of the program’s workflow, processes, and procedures; and develop best practices solutions to ensure compliance with government standards, including OMB circular A-129. In doing so, we developed program requirements, including capital and financial requirements for lender and servicer participation and developed performance measures and risk thresholds (loan loss tolerances) at both the portfolio level and loan level for the program.