

Falcon Capital Advisors Capability Statement



FALCON
CAPITAL
ADVISORS

Trusted Experts. Innovative Strategies.

Founded in 2007 and headquartered in Washington, DC, Falcon Capital Advisors is a management consulting firm that provides strategic advice, technical expertise, and analytics to government agencies and financial institutions.

Our team is comprised of credit and capital markets 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.

Contact Us

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Core Competencies

Business Advisory

- Strategic Planning
- Organization & Operations Assessments
- Business Cases & Proof of Concepts
- Road Map Development
- Policy & Market Impact Analysis
- Research Studies & White Papers
- Procurement & Cost Optimization
- Audit Remediation
- Lender Compliance/Portfolio Analysis (USDA Section 538)

Program/Project Management

- PMO Implementation
- Certified PMPs on Staff
- Enterprise Risk Management
- Counterparty/Vendor Management
- New Program/Product Design & Implementation
- Grant/Loan Program Management
- Asset & Default Management
- Loss Mitigation & Best Execution

Government/ GSE Clients

- U.S. Department of Housing and Urban Development (*FHA & Ginnie Mae*)
- U.S. Department of Agriculture
- National Credit Union Administration
- Federal Home Loan Banks
- Fannie Mae

Business Process Transformation

- New Program/Product Design Justification & Implementation
- Process Mapping & Reengineering
- Change Management
- Digital Transformation & Modernization
- IT Architecture & Data Mapping
- Governance & Regulatory Compliance
- Internal Controls & Quality Assurance

Data Analytics

- Big Data Business Intelligence
- Advanced Statistics & Economic Modeling
- Portfolio & Credit Analysis
- Stress Testing & Sensitivity Analysis
- Benchmarking & Performance Metrics
- Reporting, Scorecards & Dashboards

Industry Memberships

- Mortgage Bankers Association (MBA)
- Structured Finance Association (SFA)
- The Mortgage Industry Standards Maintenance Organization (MISMO)
- Mortgage Electronic Registration Systems (MERS)

Contract Vehicles

Duns #: 961585168

Cage Code: 5WLH2

GSA SINS: 520-2, 520-13, 874-1, 874-7 GSA

Contract #: GS-10F-074CA

NAICS Codes:

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

Past Performance: Prime Government Contracts

Business Solutions Services for Ginnie Mae

Prime Contractor | Contract #: GSQ1117BJ0024

\$13 million | 2017-2022

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. Falcon has led the following Ginnie Mae modernization efforts: Digital Mortgage Transformation and Pilot Program, LIBOR Transition, Compliance Review and Field Audit Tools, Help Desk Roll-Out, MISMO Strategy, Multifamily Risk Share Program Impact Analysis, New Products Group Operating Model, Next Generation Ginnie Mae Transformation, and the REMIC Trustee Business Opportunity Analysis.

Credit Access Evaluation for HUD

Prime Contractor | Contract #: DU100H-16-D-03

\$4 million | 2016 - 2020

Falcon led programmatic evaluations, assessments, and recommendations on behalf of the Office of Single-Family Housing and Office of Housing Counseling to help improve the client experience and outcomes of Federal Housing Administration (FHA) borrowers. We evaluated the short- and long-term impacts of policy alternatives for the programs, through analysis and assessment of housing market and economic data, survey of industry stakeholders, and developed policies that maximize the utility of the program while minimizing risks to the MMI Fund.

Grant/Loan Program Administration for USDA

Prime Contractor | Contract #: 1231ME19D0004

\$16 million | 2018-2022

Falcon supports the general administration over the USDA ReConnect Program, a \$1.3 Billion grant/loan program to finance the bridging of the digital divide in Rural America. We lead the financial underwriting of each application for funding and technical assessment and environmental compliance of all projects. We provide recommendations to USDA on the feasibility of each project and draft post-award offer letters and legal documents. We also perform long-term portfolio monitoring and audit support of each awardee and develop and train stakeholders how to use the application portal and internal application review workflow.

Asset Sales Transaction Specialist for HUD

Prime Contractor | Contract #: GS-10F-074CA

\$22 million | 2021-2025

Falcon serves as the prime contractor and Loan Sale Transaction Specialist to HUD's Office of Asset Sales providing asset sales support services including executing loan sales initiatives for single family loans (including Home Equity Conversion Mortgage loans) and multifamily/healthcare loans, assisting with closing the transactions and conducting post-closing tasks to transfer assets to winning bidders, monitoring and reporting on breaches, and performing as hoc tasks relative to the loan sales program. In addition, Falcon provides loan underwriting and portfolio analysis services to HUD.

"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)."

Data Analytics Services for Ginnie Mae

Prime Contractor | Contract #: 47QFDA20C0007

\$4.6 million | 2020-2023

Falcon provides integrated data analytics services to assist Ginnie Mae with enhancing its data analytical capabilities support Ginnie Mae's policy decisions, potential program changes, risk management needs and performance forecasting. We analyze trillions of rows of mortgage data and provide monthly reports of Ginnie Mae's portfolio trends, performance and risks. We also perform time sensitive ad-hoc analysis on issues affecting the Ginnie Mae MBS program.

Operations Assessment for HUD

Prime Contractor | Contract #: DU206SF-12-D-05

\$3.8 million | 2012-2015

Falcon served as the Oversight Advisor to FHA's \$2.1 billion REO disposition program. We performed an operations assessment of the program to identify and mitigate potential operational, financial, and counterparty risks to the FHA and MMI Fund. 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.

Digital Collateral for Ginnie Mae

Prime Contractor | Contract #: 47QFDA21C0004

\$4 million | 2021-2025

Falcon provides strategic guidance to Ginnie Mae in its efforts to implement the Digital Collateral Program. In 2019, Ginnie Mae launched a modernization effort that incorporated the formulation and implementation of a Digital Collateral Program. Falcon Capital Advisors analyzed Ginnie Mae's governance documentation, industry best practices and applicable laws and regulations to formulate the Digital Collateral Program policy. Falcon also worked with Ginnie Mae to integrate technology vendors, design procedures and controls for implementation and pilot their first approved applicants through delivery. Falcon continues to assist Ginnie Mae with on-going program updates, operations and management.