



## **ANDREW D. CANTOR – PRESIDENT**

Andrew Cantor has over 15 years of real estate experience in financing, acquisitions and strategic consulting. He is widely recognized within the industry as a leading expert in marina financing. Mr. Cantor is a frequently sought out for his expertise in marina financing. Over the past couple of years he has been invited to speak at industry events including the International Marina & Boatyard Conference (IMBC), the Dry Stack Conference, and the Marina Retrofit, Redesign & Construction Conference. In addition, he has taught marina financing for the International Marina Institute.

Prior to starting NorthPoint in 2007, Mr. Cantor was the Vice President of Marina Finance for Textron Financial. In 2004, he identified the opportunity for a national lender to serve the marina industry and, subsequently, launched the Textron's marina financing program. From mid-2004 through 2008, Mr. Cantor originated and funded 16 marina loans totaling over \$160 million. A key factor in this success was pursuing a consultative approach with an emphasis on building repeat business and client referrals. Previously, Mr. Cantor was an officer in Textron's golf course finance division where he underwrote and structured in excess of \$500 million in loans.

From 1993 through 1995, Mr. Cantor worked in the acquisitions group of KSL Fairways, an affiliate of Kohlberg Kravis Roberts & Co., making investments in mismanaged, under-performing, and under-capitalized companies within the recreation sector. Besides his involvement in eight acquisitions for KSL Fairway, he provided financial modeling and worked on a due diligence team for KSL Recreation's \$100 million acquisition of Doral Resort in Miami.

Mr. Cantor began his career at Arthur Andersen where he earned his CPA. His initial focus was on audit and attest services for companies in the real estate and financial services sectors. In 1990, he joined GA/Partners, a real estate advisory and consulting firm owned by Arthur Andersen, where he advised clients on a wide variety of issues including financial and market feasibility, valuation, competitive position analysis, repositioning strategies, acquisitions, and dispositions.

Mr. Cantor earned an MBA from the Goizueta Business School at Emory University and a B.S. in Commerce, from Washington & Lee University, where he graduated magna cum laude. As both a graduate and undergraduate he was elected to the Beta Gamma Sigma business honor society.

Mr. Cantor is a passionate golfer and boating enthusiast. He is a certified sailing instructor by ASA and occasionally teaches on Lake Lanier, where he also sails.

