

TerraCap Partners Adds to Investor Relations Team

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James Lane Has Been Appointed Director of Investor Relations - NAPLES, Fla., Jan. 24, 2013 /PRNewswire/ -- TerraCap Partners is pleased to announce it has named James Lane as the firm's Director of Investor Relations.

In this new role, Mr. Lane will communicate directly with TerraCap's existing clients and also use his contacts in the institutional investor community to assist the firm in raising capital for its latest real estate private equity fund, TerraCap Partners II, as well as the firm's future funds.

"We look forward to welcoming someone with Jamie's sales and client relations experience as our business continues to expand to capture the growing commercial real estate opportunities in the market," said W. Stephen Hagenbuckle, TerraCap's Co-Managing Principal. "His marketing acumen and preexisting relationships with a broad range of institutional investors will be core assets to the team."

Prior to joining TerraCap, Mr. Lane worked at Opal Financial Group in several capacities, starting as a sales associate before getting promoted to Vice President of Sales, later becoming Senior Vice President in 2009. Mr. Lane was responsible for organizing Opal's investment conferences and ensuring institutional investors were among the attendees. As part of that process, he established relationships with some of the most important pension funds and endowments in the U.S. Before that, he worked in advertising sales at University Sports Publishing. He holds Bachelor of Science in Marketing Management from Siena College.

TerraCap, a real estate private equity firm that invests primarily in distress situation commercial real estate, is currently raising a \$200 million fund for commercial real estate and has received commitments of more than \$106 million so far from several large institutional investors, including university and

other large endowments, foundations, and ultra-high net worth investors. Mr. Lane's appointment highlights the rising number of investment opportunities TerraCap sees in the commercial real estate market, which the firm maintains is on the path to recovery following the recent residential upswing.

"We continue to significantly outperform in selling assets at profits far above investor guidance and executing business plans at higher levels of occupancy and rents than were projected," said Robert Gray, Co-Managing Principal of TerraCap.

About TerraCap Partners

Based in Naples, Fla., TerraCap Partners was founded in 2008 by W. Stephen Hagenbuckle to take advantage of the distressed real estate markets in Florida. The firm's first fund, TerraCap Fund I, closed in December 2010 and has executed 15 deep value land investments in high growth markets in southwest Florida. The firm is currently raising its second fund with an initial target of \$200 million. TerraCap Fund II is focused more broadly on southeastern U.S. and mainstream commercial properties. Commercial real estate veteran Robert Gray joined the firm in 2011 as co-managing principal, bringing his experience from a career at JPMorgan, Morgan Stanley and Cantor Fitzgerald.

The firm takes a thematic approach to its investment activities with an emphasis on understanding real estate and migratory trends, banking regulatory pressures, and general market inefficiencies to acquire real estate assets that are mispriced, overlooked or undervalued. TerraCap's prides itself on being able to close transactions quickly with all cash. For more information please visit www.TerraCapMgmt.com.

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