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**K. TEYA MOORE & ASSOCIATES**  
ATTORNEYS AT LAW

**CAPABILITY STATEMENT**



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12530 Fairwood Parkway, Suite: 103  
Bowie, MD 20720-6357

Tel: (301) 860-0885  
[www.kteyamoore.com](http://www.kteyamoore.com)

Fax: (301) 860-0884  
[kkm@kteyamoore.com](mailto:kkm@kteyamoore.com)

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**K. TEYA MOORE & ASSOCIATES**  
ATTORNEYS AT LAW

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Name of Concern: **K. Teya Moore & Associates, PA  
(DBA “Moore & Associates”)**

Type of Concern: **Small - 8(a) Certified**

GSA Schedule (520 PSS) Contract No.: **GS-23F-0031X**

SIN: 520 1 **Financial Advisor**

SIN: 520 2 **Complex Transaction Specialist**

SIN: 520 6 **Legal Advisor: NY, DC & MD Bars**

POC: **K. “Teya” Moore, Esq., CCIM,**

CCIM **Mid-Atlantic Chapter President**

Mailing Address: **12530 Fairwood Parkway,  
Suite: 103, Bowie, MD 20720**

DUNS: **168741622**

SAMS: **Status Active - Cage Code: 5FW22**

**NAICS Codes:**

523930	Investment Advice
525990	Other Financial Vehicles
531210	Office of Real Estate Agents/Brokers
531390	Other Activities/Real Estate
541110	Office of Lawyers
541199	All Other Legal Services
541611	Admin/Mgmt-Gen/Mgmt Con Svcs.
541612	HR Con. Svcs.
541618	Other Mgmt. Con. Svcs.
561110	Office Admin. Svcs.
561410	Doc. Prep. Svcs.
561990	All Other Support Svcs.
611430	Prof. & Mgmt. Dev. Training

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## THE FIRM

### A. GSA Profile

Moore & Associates was awarded a GSA Federal Supply Schedule contract and is certified under **GSA Schedule 520 (PSS)** - No.: GS-23F-0031X: SIN 520 1 (**Financial Advisor**) -- SIN 520 2 (**Complex Transaction Specialist**) -- SIN 520 6 (**Legal Advisor**).

#### **Administrator & Ordering: Point of Contact**

K. "Teya" Moore, Esq. Moore & Associates  
12530 Fairwood Parkway, Suite: 103  
Bowie, MD 20720-6357  
Telephone: (301) 860-0885  
Fax Number: (301) 860-0884  
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#### **Marketing and Synergies: Point of Contact**

Dana Stanford  
Moore & Associates  
12530 Fairwood Parkway, Suite: 103  
Bowie, MD 20720-6357  
Telephone: (301) 860-0885  
Fax Number: (301) 860-0884  
Email: [dana@kteyamoore.com](mailto:dana@kteyamoore.com)

#### **HR and Personnel: Point of Contact**

Tamla Kirkland, SPHR  
Moore & Associates  
12530 Fairwood Parkway, Suite: 103  
Bowie, MD 20720-6357  
Telephone: (301) 860-0883  
Fax Number: (301) 860-0884  
Email: [tk@kteyamoore.com](mailto:tk@kteyamoore.com)

The contract period has been extended and remains in effect during the renewal term: **1/25/2016**  
– **1/24/2021 (under the first renewal)**.

## **B. Executive Summary**

Moore & Associates combines an array of core competencies on matters ranging from financial transactions, complex corporate law, tax, commercial litigation, acquisitions and redevelopment, to asset valuations, management and dispositions. We serve as legal counsel to federal agencies, government sponsored entities and corporate/individual clients and remain engaged by agencies such as the U. S. Department of Treasury, under the Special Inspector General for Troubled Asset Relief Program, the State of Maryland, Office of the Attorney General and the Maryland Energy Administration to finance CRE implementation of energy efficient measures statewide.

Our commercial real estate team represents owners, lessees and developers, institutional investors and major commercial lenders in structuring real estate development projects, capital formation, and asset-based financing, as well as foreclosure and workout transactions. The firm offers a range of integrated commercial real estate services and manages up to 1 million sq. ft. of retail space throughout the Washington metropolitan area. The firm recently handled the inclusion of Kaiser-Permanente after the acquisition of Fairwood Green, Bowie, MD for 42M which the firm currently manages, and the acquisition of a multimillion dollar industrial and office facility. We were recently engaged by NCRC to help manage its \$185M Growth Fund to increase affordable housing throughout the DMV.

We have demonstrated past performance with the following public entities: (1) the Special Inspector General for the Troubled Asset Relief Program, Department of Treasury, (2) NSF, Office of General Counsel, (3) DOD, Office of Research and Technology Applications, (4) Maryland-National Capital Park and Planning Commission, (5) Maryland Energy Administration, (6) Special Committee, State Senator Nathaniel J. McFadden, President Pro Tem, Maryland State Senate, and Douglas W. Nelson, Past President, Annie E. Casey Foundation, (7) State of Maryland, Office of the Attorney General, Consumers Affairs Division and Energy Division, and (8) Prince George's County, Maryland Redevelopment Authority.

### **LEGAL SUPPORT: FOIA**

Our staff attorneys have worked with SIGTARP since the Spring, 2016 receiving excellent remarks for work ethic and competency. We also have a long history serving the State of Maryland, Office of the Attorney General, Consumers Affairs Division and Energy Division since 2012 to date. Our past

performance also includes legal support of the National Science Foundation, Office of the General Counsel dating back to 2012.

Specifically, Moore & Associates has over the last two (2) years provided FOIA assistance and litigation support to the Special Inspector General for the Troubled Asset Relief Program and the State of Maryland, Office of the Attorney General, Energy Division (MEA). We are under a third renewal with SIGTARP and remain counsel to MEA since 2012.

During the past several years, we worked closely with SIGTARP counsel during litigation proceedings on highly sensitive materials under the pressure of a FOIA request for 70,000 documents. Staff attorneys made recommendations for disclosure or nondisclosure and preliminary redactions of documents for review and approval by senior counsel. Staff attorneys also assisted in consulting with other offices within the Department of the Treasury and with separate agencies under the executive branch when appropriate. All deadlines set by SIGTARP were met and we were instrumental in the implementation of a system to update and maintain information regarding disclosure timelines. A quality review of all redactions was also undertaken regularly to ensure accuracy and completeness of each task. Staff attorneys have a strong, working knowledge of Concordance.

Other duties undertaken by staff attorneys have focused on document requests in the national security field including, for example, creating infographics for one of the longest and most complicated FOIA requests in history which spanned documents from 1997-2011. Staff attorneys also have (1) had experience involving transfers and referrals in conjunction with more than 15 agencies/sub-agencies, (2) made physical visits to the National Archives to research OLC opinions issued to agencies before declassification requests or FOIA requests are handled, (3) drafted and filed FOIA pleadings in D.C. District Court, and (4) filed FOIA requests with agencies including the Federal Bureau of Investigations and United States Department of Justice. Staff attorneys have also created a legal research guide to the Freedom of Information Act for an advanced legal research class.

### **PAST PERFORMANCE: LITIGATION SUPPORT**

In addition to paralegal and FOIA support services noted above, the firm provided high level legal counsel and support to DOD, Office of Research and Technology Applications. We pioneered and authored the first private equity deal involving WRAIR and Iomai Corporation, a public company trading

on the NYSE. We continued to structure complex joint ventures and technology exchanges to pool resources with the private sector and to promote privatization of patentable technologies with national implications for the public benefit for more than a decade. The firm has maintained an outstanding relationship with the Office of Research and Technology Applications at Fort Detrick in Frederick, Maryland since 1999. We understand laws applicable to military sales and exchanges generally.

The firm also provides litigation support and administrative law experience, having provided trial, appellate and administrative litigation services in a variety of substantive areas – in both the public and private sectors. Management personnel have extensive experience managing and supervising the drafting of federal administrative decisions and orders and ensuring compliance with the Administrative Procedure Act. We have represented the National Science Foundation, Office of General Counsel, as outside legal counsel in several dispute resolution administrative proceedings.

The National Science Foundation, Office of General Counsel, engaged Moore & Associates to provide legal support in all areas of government contracting, bid protests and contract disputes. We have handled major procurement matters including, by way of example, (1) the re- structuring of the Federal Aviation Administration Automation System, (2) the purchase, installation and maintenance of explosive detection equipment at all US airports, (3) the TSA personnel reorganization, (4) OTAs with US airport baggage screening systems, and (5) the sale/transfer of security equipment to foreign governments.

We have handled asset recovery matters for institutional lenders dating back to the Resolution Trust Corporation and complex corporate litigation regarding the disposition of assets. *See, Court Order (Confessed Judgment) (Anne Arundel County), Case No.: C-13-179410.* We have prosecuted proceedings in federal district courts located in the states of Maryland and New York and in Washington, D.C.

As legal counsel to MEA dating back to 2012, the firm has reviewed and documented an array of financial transactions including (1) inter-creditor arrangements, (2) asset recovery matters, (3) subordination arrangements, (4) loan modifications, (4) bankruptcy related matters, and (5) all boilerplate documentation relied on by the agency going forward from and after 2015. We are intimately familiar with senior obligations, subordination agreements, inter-creditor agreements, permitted encumbrances, negative or financial covenants inclusive of loan to debt ratios, use of funds, borrower's contributions,

regulatory provisions and personal or corporate guarantees. In 2016 the State of Maryland engaged the firm to author all boilerplate documentation for its Jane Lawton Loan Program.

We remain engaged and continue to provide counsel and advice in contract disputes, complex commercial controversies, commercial real estate finance analyses, asset management, and economic/financial modeling and analysis.

## **CORE COMPETENCIES: PAST PERFORMANCE**

### **1. Acquisition Support/Commercial and Contract Analysis**

The National Science Foundation, Office of General Counsel, engaged Moore & Associates to provide legal support in all areas of government contracting, bid protests and contract disputes. We have handled major procurement matters including, by way of example, (1) the re- structuring of the Federal Aviation Administration Automation System, (2) the purchase, installation and maintenance of explosive detection equipment at all US airports, (3) the TSA personnel reorganization, (4) OTAs with US airport baggage screening systems, and (5) the sale/transfer of security equipment to foreign governments.

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## **2. Commercial Real Estate/Asset Management**

The firm manages and oversees hundreds of thousands of square feet of retail and commercial office space in the Mid-Atlantic market and is uniquely positioned on several high-profile redevelopment projects. We produce market analysis and manage syndications for large public-private ventures. Our commercial real estate team represents owners, lessees and developers, institutional investors and major commercial lenders in structuring real estate development projects, capital formation, and asset-based financing, as well as foreclosure and workout transactions. We also represent venture capitalists, institutional lenders and community oriented commercial lenders who invest in small but innovative businesses, providing needed debt and equity capital to a range of growing businesses throughout the Mid-Atlantic region and in historically underutilized areas.

We interpret market conditions (i.e., vacancy rates and absorption, operating expenses, concessions and cap rates) to evaluate (i.e., cash flows, IRR and NPV) for investment or financial purposes. Our CRE team is CCIM certified and committed to early identification of market trends; rigorous due diligence and valuation procedures; economic and financial analysis and preservation strategies with an intense hands-on orientation to mitigate risk; and efficient use of resources to maximize high-value exit or disposition strategies.

## **3. Capital Markets & Finance**

Members of the firm have represented government agencies, quasi-public and private financial institutions since 1990, in a broad array of bank regulatory and financial matters. We have handled asset-based financing transactions for institutional lenders dating back to the Resolution Trust Corporation and from the borrower's perspective involving all types of commercial paper conduits and collateralized loans. Our experience runs the gamut from institutional banking certifications and capitalization through the borrower loan application process from inception to maturity. We also work closely with philanthropic funds, private foundations and non-traditional sources of capital that look to strategically finance projects in historically underutilized areas.

The firm has extensive and direct experience with first and second lien loans, bridge loans, mezzanine financings, small business loans and mortgage back securities with varying risk, yield and duration. We have (a) broad experience in CMBS representing both issuers and underwriters in securitizing single family and multi-family residential mortgage loans, commercial mortgage loans, student loans, consumer finance receivables, auto loans and other loan types, and (b) significant experience in mergers and acquisitions, commercial property transactions (including financing of various malls, shopping centers and office towers), private equity transactions, joint ventures, capital markets transactions, and project finance transactions.

#### **4. Economic & Community Development**

Members of the firm serve as economic and community development counselors for local and State governments. The firm works with the allocation of tax credits by CDEs and the designation of institutional resources for program related investments in support of community and economic development activities in unique and challenging environments. More than a decade ago, Mr. Moore was appointed to represent approximately 1,300 low income households involuntarily displaced or relocated by use of eminent domain to make way for perhaps the largest commercial redevelopment project in the State of Maryland at the time. The effort was undertaken by Johns Hopkins University, Forest City – New East Baltimore Partnership, Federal and State elected representatives such as Congressman Cummings and the Baltimore City Mayor, Martin J. O’Malley. Ten years later Mr. Moore was reengaged by a special committee chaired by State Senator Nathaniel J. McFadden, the President Pro Tem in the Maryland State Senate, and Douglas W. Nelson, the past president of the Annie E. Casey Foundation to oversee the work of a Special Committee to: (1) explore best practices and a means to achieve economic inclusion of the business community, and (2) capitalize a multimillion-dollar community reinvestment fund for the local business community.

#### **5. Technology Transfers**

Walter Reed Army Institute of Research, a United States Department of Defense policy and research institute engaged the firm as special legal counsel. We pioneered and authored the first private equity deal involving WRAIR and Iomai Corporation, a public company trading on the NYSE. We continued to structure complex joint ventures and technology exchanges to pool resources with the private sector and to promote privatization of patentable technologies with national implications for the

public benefit for more than a decade. The firm has maintained an outstanding relationship with the Office of Research and Technology Applications at Fort Detrick in Frederick, Maryland since 1999.

### **Senior Management Profiles and Personnel Resumes (Attached)**

**K. “Teya” Moore, Esq., CCIM** holds a B.S. in Government and Public Administration from C.U.N.Y, JJC (with honors), a law degree from New York University, and a LL.M. (master’s in taxation) from Georgetown University Law Center (with honors). He was awarded the CRE (Counselor of Real Estate) designation in September at the Counselors’ 2017 Annual Convention in Montréal. Fewer than 1100 real estate professionals currently hold the CRE credential. Mr. Moore has continuously been recognized by his peers as a preeminent attorney and has held the M-H AV designation, the highest rating given for legal ability and ethical standards, each of the last twenty (20) years up to and including 2018. He is a Certified Commercial Investment Member (CCIM) and a 2014 recipient of the highest award given to a graduate of the CCIM Jay W. Levine Academy, the “Susan J. Groeneveld Award of Excellence.”

K. “Teya” Moore, Esq., CCIM is admitted to the bar in the States of Maryland, New York and the District of Columbia and is a licensed broker in Maryland and the District of Columbia. He is the Managing Partner of Moore & Associates ([www.kteyamoore.com](http://www.kteyamoore.com)), and the Principal Broker of Benjamin & Banks Real Estate, LLC ([www.benjaminandbanks.com](http://www.benjaminandbanks.com)).

He has extensive experience with asset-based or secured and unsecured financing techniques, project financing (such as mergers and acquisitions, private equity and debt offerings) including non-acquisitive reorganizations, asset dispositions and asset recovery and as legal counsel (finance) to the Maryland Energy Administration and Office of the Attorney General, State of Maryland, to help finance energy efficient measures statewide. Mr. Moore has structured complex transactions for institutional lenders such as Barclays Business Credit, Inc., and Bank of New York, including a \$500M transfer and assumption of credit facility of syndicated loans with foreign banks. He works closely with institutional lenders and in the last year helped Wells Fargo Bank facilitate an \$11M refinance of CRE in Annapolis.

He serve two (2) terms on the Board of Directors of EBDI, a public- private partnership established to oversee the redevelopment of East Baltimore. In 2014 he was reengaged by the Annie E. Casey Foundation and its partners - Johns Hopkins University, Baltimore City and EBDI, to help manage a

community and economic development fund for reinvestment in local businesses. He has chaired a number of vital local county public policy initiatives and he served over ten (10) years as special counsel to the office of Research and Technology Applications at Fort Detrick, Maryland, where he structured complex joint ventures and technology exchanges to promote privatization of military technologies with national implications for the public benefit.

### **Public Sector Clients**

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- Maryland – National Capital Park and Planning Commission
- Baltimore City Delegation
- Prince George’s County, Redevelopment Authority
- State of Maryland, Office of the Attorney General
- U. S. Department of Treasury, under the Special Inspector General for Troubled Asset Relief
- Walter Reed Army Institute of Research, a United States Department of Defense Policy and Research Institute
- Maryland Energy Administration

#### ***Honors:***

- 1983 - Riesman Award (Outstanding Scholastic and Community Service).
- 2001 Distinguished Community Service Award, Baltimore City Council.
- 2002 NASDB – Small Business Advocate of the Year Award.
- 2011 Proclamation, Chair (Equine Industry): Prince George’s County Council.
- 2014 CCIM Jay W. Levine Academy, the “Susan J. Groeneveld Award of Excellence.
- 2017 M-H AV honor, highest rating for legal ability and ethical standards: 20 years.

#### **Speeches, Publications and Industry Outreach:**

1. A Wealth Disparity Study – A Shattered Foundation: Revisited, Washington Post Op-Ed (*See, LinkedIn Homepage*)
2. Crowdfunding: *A Forward-Looking Overview, CCIM Presentation (2015)*
3. Taking Stock: *An Equity Stake in Private Industry, TEDCO Presentation (2004)*
4. SBA Panelist: Dept. of Transportation “Small Business Ventures” (2002)

#### ***Appointments/Engagements:***

- Currently: ***Legal & CRE Broker Activities:*** Manages hundreds of thousands of sq. ft. of retail/office space
- 2019: **Presidential Liaison**, Membership - CCIM Institute
  1. Executive Committee
  2. Finance Committee

3. Strategic Planning Committee
  4. Professional Standards
  5. Designation Committee
  6. Government Affairs Committee
  7. Ward Center for Real Estate Studies Subcommittee
- 2018: **Chair**, NAR Commercial Legislative and Regulatory Advisory Board
  - 2017: **Vice Chair**, NAR Commercial Legislative and Regulatory Advisory Board
  - 2017 – 2019: **Member**, CCIM Board of Directors (3 Year Appointment)
  - 2017: **Member**, CCIM Board of Directors - Mid-Atlantic Chapter (DC/MD/VA)
  - 2016: **Member**, Real Estate Roundtable, Real Estate Capital Advisory Committee
  - 2016: **RVP**, CCIM Region 10 (DC, MD, VA, PA, Del., & NJ)
  - 2016: **Chair**, CCIM Government Affairs Committee on Commercial Real Estate
  - 2015: **Immediate Past-President**: CCIM Mid-Atlantic Chapter (DC/MD/VA)
  - 2013 – 2014: **CRE Broker and Legal Counsel** - PG County Redevelopment Authority
  - 2012 – 2014: **CRE Consultant** - M-NCPPC (Westphalia)
  - 2002 – 2014: **Eco & Comm Dev Advisor** – EBDI: Johns Hopkins Life Science Project
  - 2013: **Chair**, Prince George’s County COC Symposium and 22 Member Work Group
  - 2010 – 2011: **Chair**, Prince George’s County Equine Industry Task Force

*Jeffrey P. Wofford, Esq.*, is a Partner at Moore & Associates and offers years of experience representing large multinational corporations and financial institutions in securitization as a New York trained and qualified corporate and commercial transactions lawyer.

He has broad experience representing both issuers and underwriters in securitizing single family and multi-family residential mortgage loans, commercial mortgage loans, student loans, consumer finance receivables, auto loans and other loan types. Mr. Wofford also has significant experience in mergers and acquisitions, commercial property transactions (including financing of various malls, shopping centers and office towers), private equity transactions, joint ventures, capital markets transactions, project finance transactions and Islamic finance transactions.

He has worked at some of the world’s most prominent laws firms, including Skadden, Arps, Slate, Meagher & Flom; Orrick, Herrington & Sutcliffe and Cadwalader, Wickersham & Taft. As in-house counsel for an investment holding company, he had responsibility for advising the CEO and Business Development team on all legal aspects of proposed transactions, bank regulatory compliance issues, managing litigation, establishing a corporate governance framework, working with the board of directors on various resolutions and complicated issues and handling the legal aspects of human resources issues. He has international finance and capital market experience overseeing private equity and real estate investments in both western and developing countries.

Mr. Wofford has a Juris Doctorate from New York University School of Law and is a member of the bar of the State of New York.

*Jonathan M. Aberman* is a Consultant at Moore & Associates. Jonathan was a corporate and venture capital attorney from 1990 to 2005, completing over 150 transactions, including venture financings, buyouts, initial public offerings, mergers, and recapitalizations with an aggregate value over

\$3 billion for diverse clients, including Ritz Carlton Hotels, AmeriChoice Corporation, Jefferson Pilot Insurance Company and Bankers Trust Company. From 1998 to 2001, Jonathan served as Managing Partner of the Northern Virginia office of Pillsbury Winthrop, a national full-service law firm. He was the principal author of the business plan for the merger of Pillsbury Madison & Sutro with Winthrop Stimson, Putnam & Roberts, at the time the largest law firm merger in U.S. history.

Mr. Aberman serves on several Boards of Directors and helps to chart strategy, analyzes business transactions and alternatives, structures investments and incentivizes senior executives on business expansion.

Mr. Aberman has a Juris Doctorate and LL.M. (Master in Corporate Law) from New York University School of Law with a BA/MA in Law from Cambridge University, Downing College, and a MSc in International Economics from The London School of Economics.

*(Associate/Staff Resumes – Available  
For Assignment)*