



Gina Merritt

Skills and Capabilities

Managed over 1,700 units of housing development with a total development cost of over \$100 million. Underwritten over 150 housing, mixed-use, retail and office transactions valued at over \$2 Billion.

Development Management:

- Manage construction teams, architects, engineers and property managers in relation to housing development.
- Manage development projects with individual budgets from \$5M to \$65M and from 21 to 224 units.

Deal Structuring & Financing:

- Negotiate partnership agreements, construction and permanent loan documents with developers, attorneys, tax credit investors, banks and government lending institutions.
- Analyze and underwrite tax-credit, tax-exempt bond, and conventional debt transactions.
- Secure tax-exempt bonds, tax credit equity, construction and permanent loans with local agencies, banks and investors.

Government Relations:

- Work closely with local housing officials regarding project permitting, deal structuring, deal financing and land entitlement issues.
- Perform entitlements processing, including planning board approvals and building permits.

Business Development:

- Perform site selection, initial underwriting and purchase-contract negotiations for new projects.
- Form development teams for target projects.

Organizational:

- Train staff in development management.
- Create development infrastructure and process for the organization, including development plans and financial models.

Career Profile

Northern Real Estate Urban Ventures, Washington, D.C. – Principal 2000 to present

Consultant and Developer of affordable housing, single-family homes, retail and commercial facilities.

Projects Led:

Development Manager, Mayfair Mansions	Washington, DC
Financial Analysis and Project Redesign – 4 th and RI, NE – HSCDC	Washington, DC
Development Infrastructure, Process and Strategy – MHCDO	Washington, DC
Wiley H. Bates Senior Housing, Owner, Project Manager	Annapolis, MD
Carver Terrace Tenant and Civic Association, Owner's Representative	Washington, DC
TCCR Community Development Center, Owner's Representative	Washington, DC
Olive Branch CDC, Real Estate Advisor	Washington, DC
A. Harry Moore, HOPE VI Mixed-Use Development, Project Manager	Jersey City, NJ
Saint Vincent's Day Home, Project Manager	Oakland, CA
Richmond Ford Building, Evaluation of Proposed Development Pgm	Richmond, CA
Vacaville Town Center, Valuation for a Reuse Appraisal	Vacaville, CA
California Adult Technologies, Conceptual Proposal	Oakland, CA
Lotus Agriculture and Technology Academy, Business Plan	Oakland, CA
Development Impact Fee Study for South San Francisco	San Francisco, CA
OCCUR Neighborhood Profiles 2000, Conceptual Proposal	Oakland, California

Neighborhood Development Company, Washington, DC – Vice President 2004 to 2005

Local Developer of multifamily for-sale and affordable housing projects.

Role: Responsible for all predevelopment tasks on existing and current projects. Assist in creating development infrastructure. Managed the following transactions:

- 1106-1108 Columbia Road, MW – 40 unit Cooperative Conversion
- 3312-3318 Georgia Avenue, NW – 12 unit New Construction Condos
- 4100 Georgia Avenue, NW – 78 units new construction affordable housing
- 300 L Street, NE – Redesign – 45 unit new construction condominium

Struever Brothers, Inc., Baltimore, Maryland – Senior Development Director 2003 to 2004

Developer of mixed-use projects locally and abroad.

Role: Responsible for managing all development tasks for the following transactions:

- Charles Village East – 63 unit condominium
- Charles Village West – 98 unit luxury condominium
- Aegon – 45 unit condominium

Created underwriting template, which is being adopted as the standard underwriting model for companywide projects. Negotiated the first institutional equity participation in an SBER project. Managed predevelopment tasks for aforementioned projects.

Capital Vision Equities(CVE), California - Finance Director 1998 to 2000
Investor and Developer of affordable housing, seniors housing, single-family homes, condominiums, retail and commercial facilities.

Role: Managed CVE's Northern California operations, including site selection, deal structuring, development management and development consulting.

Clark Realty Capital, Maryland - Development Executive 1995 to 1998
Investor and Developer of affordable housing, seniors housing, land development, condominiums, retail and commercial facilities.

Role: Responsible for every aspect of project management from concept to completion. Structured deals, negotiated terms with joint venture partners and secured financing for multi-family housing projects.

Education

The Darden Graduate School of Business
University of Virginia, Charlottesville, Virginia

Master of Business Administration, Emphasis: Operations and Finance

President - Black Business Student Forum, Member - Business Women's Forum, Equity Council

Howard University, Washington, D.C.

Bachelor of Business Administration, Emphasis: MIS and Business

President - Computer Based Information Systems Society; Member - Society for the Advancement of Management

Relevant Seminars

Attended: Privatizing Today's Public Housing - The Institute for Professional and Executive Development; D.C. Housing Forum; The James A. Rouse Forum on the American City

Led: The Development Cycle - Howard University Real Estate Week; Developer Criteria for Selecting an Architect - National Organization of Minority Architects

Panelist: Building Strategic Alliances - Economic Challenges of the Twenty First Century - National Organization of Minority Architects; Entrepreneurial Strategies for MBA's in a downward economy, The Darden School

Professional and Civic Associations

African-American Real Estate Professionals 1997-1998, 2006-2007

Communications Co-Chairperson, D.C. Chapter ~ Member; D.C. Liaison, Baltimore Chapter

St. Vincent's Day Home – Oakland 2000 to 2002

Member, Board of Directors; Major Gifts Committee

Professional and Civic Associations (cont)

Commercial Real Estate Women – San Francisco 1999-2000

Member, Program Committee

District of Columbia Building Industry Association 1996-1998

Housing Committee/East of the River Economic Development Subcommittee - Finance Chairperson; Housing Forum Planning Committee - Fundraising Co-Chairperson

District of Columbia Redevelopment Land Agency RFP Review Board 1997

Downtown Washington D.C. commercial property disposition

District of Columbia Public Schools Tutor and Mentor 1997

Awards

Wiley H. Bates Senior Housing, **Commitment to Excellence**, Aging in Place, Department of Housing and Community Development, State of Maryland

Wiley H. Bates Senior Housing, **Historic Preservation Award**, Historic Annapolis Foundation

Wiley H. Bates Senior Housing, **Best Project – Maryland - 2007**, Housing Association of Non-Profit Developers

Pre-MBA Career Profile

Morgan Stanley, New York

1991-1993

Associate

Managed several programmers and a global portfolio reporting system for Europe, Zurich, Japan and the U.S. Managed several front-end trade entry systems for global custody business in Europe, Japan and the U.S. Traveled to England and Luxembourg to train colleagues on system enhancements.

Consolidated Edison, New York

1988-1991

Computer Analyst

Initiated lead in Power Interchange Billing System and completed early. Spent several weeks in a Tool/Maintenance facility interviewing workers in depth to gain the necessary knowledge to design an efficient Tool Inventory Control System.