

GINA MERRITT

PRINCIPAL



Education

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

Master of Business Administration,
Emphasis: Operations and Finance

Howard University, Washington, D.C.

Bachelor of Business Administration,
Emphasis: MIS and Business

Professional and Civic Associations

Leadership Baltimore 2018

Greater Baltimore Girl Scouts – Board of
Directors 2015

Coalition for Nonprofit Housing &
Economic Development 2006-Present

Commercial Real Estate Professionals
1997-1998, 2016-2018 - Board

Housing Association of Non-Profit
Developers 2010-Present

Women's Presidents Organization 2011-
Present

Seminars

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

Gina Merritt has over 22 years of experience in real estate development. She has managed over 2,600 units of housing development with a total development cost of over \$350 million, underwritten over 150 housing, mixed-use, retail and office transactions valued at over \$3.5 Billion and consulted on over 3,500 units of additional housing development for third parties.

Prior to starting her firm, Ms. Merritt worked at several prestigious local real estate development companies. Ms. Merritt made a significant imprint on those firms, including creating the first financial model developed by a senior member of the development team adopted company-wide as the model for underwriting all real estate transactions, negotiating the first institutional equity deal, structuring the first affordable housing project, and negotiating the first District of Columbia redevelopment project.

Ms. Merritt's technical experience gained at highly respected development companies brings a tremendous amount value to the firm, grounded in knowledge at the highest levels of negotiation, transaction structuring and development management. This experience and Ms. Merritt's tenacity has lead to the success of NREUV. NREUV's downtown experience and dedication to urban neighborhoods allows it to give back to the community in a tangible manner. NREUV's continued success is centered around the core value, Ms. Merritt has defined for the company: "working in communities, building for the future."

Notable Projects:

Crawford Square Apartments

Pittsburgh, PA

Development Manager/Real Estate Advisor

348 units Tax Credit Resyndication/ Mixed Income/Mixed-Finance
Transaction

Financing: LIHTC, Tax Exempt Bonds, Project Based Vouchers, HUD 221(d)4

The Beacon Center*

Washington, DC

Development Manager/Real Estate Advisor

New Construction

1 acres / 99 residential units / Church Expansion and Renovation

9,000 sq. ft. of retail and office

Financing: NMTC, LIHTC, Tax Credits, Tax Exempt Bonds

Howard University

Washington DC

Real Estate Advisor

Non-Academic - Real Estate Portfolio

\$500M in assets

*Award Winning Project