



# Gina Merritt

*Principal of NREUV*

*Founder of Project Community Capital*

**SKILLS AND CAPABILITIES:** *Managed over 7,500 units of housing and mixed-use development consisting of approximately 3.2M total square feet with a development cost of over \$2 billion. Underwritten over 200 housing, mixed-use, retail, and office transactions valued at over \$4 Billion.*

## **SKILLS AND CAPABILITIES**

### **Development and Construction Management:**

- Manage construction teams, architects, engineers and property managers in relation to mixed-income, mixed-use and master planned development
- Manage development projects with individual budgets from \$5M to \$65M and from 21 to 347 units and up to 350,000 square feet.
- Manage design and construction document development process
- Manage contractor cost estimation process
- Manage construction team through analyzing draws, walking job during construction, reviewing all submittals, RFI's, ASI's and change orders

### **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 and equity 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

### **Organizational:**

- Train staff in development management
- Create development infrastructure and process for organizations, including development plans, settlement-punch-out-warranty process management and financial models

### **Economic Empowerment:**

- Created Project Community Capital®, an economic inclusion program for affordable housing and mixed-use projects in low to moderate income neighborhoods
- Perform outreach activities to residents and local businesses
- Counsel residents on basic job preparation activities and presentation to employers
- Counsel local businesses on improving marketing, sales pitch and business infrastructure
- Connect residents to local social service agencies
- Connect business to local business development program

## **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.*

### **Select Notable Projects:**

Development Manager, Crawford Square Apartments - Pittsburgh, PA

Development Manager, Beacon Center - Washington, DC

Development Manager, John and Jill Ker Conway Residence - Washington, DC

Development Manager, Mayfair Mansions - Washington, DC

Financial Analysis and Project Redesign – 4th and RI, NE – HSCDC - Washington, DC

Development Consultant, Development Strategy – MHCDO Portfolio - Washington, DC

Owner, Project Manager, Wiley H. Bates Senior Housing - Annapolis, MD

Owner's Representative, Carver Terrace Tenant and Civic Association - Washington, DC

Owner's Representative, TCCR Community Development Center - Washington, DC

Real Estate Advisor, Olive Branch CDC - Washington, DC

Project Manager, A. Harry Moore, HOPE VI Mixed-Use Development - Jersey City, NJ

Project Manager, Saint Vincent's Day Home - Oakland, CA

Real Estate Advisor, Richmond Ford Building-Proposal Evaluation - Richmond, CA

Real Estate Advisor, Vacaville Town Center-Land Valuation - Vacaville, CA

Financial Analyst, Development Impact Fee Study-South San Francisco - San Francisco, CA

***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 was 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, including acquisition, design management and contractor cost estimation process management.

***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, secured financing, managed construction, managed design and entitlements 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

### 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.

## AFFILIATIONS, AWARDS, AND SPEAKING ENGAGEMENTS

### Professional and Civic Associations

Phi Alpha Honor Society, University of Southern California, 2020

Innovation Works, Baltimore, Mentor, 2020

National Association of Social Workers, 2019

Baltimore Community Mediation Center, Board Member, Treasurer, 2019

Women's Business Enterprise National Council, 2018

Leadership Baltimore, Greater Baltimore Committee, 2018

The Initiative for a Competitive Inner City, Inner City Capital Connections Program - 2016, Philadelphia

Girl Scouts of Central Maryland, Board of Directors – 2014 to 2015

Frederick Elementary School, Baltimore City – Vision Team 2013 to present

Women Presidents Organization – 2011 to present

Commercial Real Estate Professionals – Maryland Chapter – Board Member 2011 to 2016 (African-American Organization)

Housing Association of Nonprofit Developers (HAND)- Member -2007 to Present  
Coalition for Nonprofit Housing & Economic Development 2006-Present  
The National Caucus and Center on Black Aged, Inc. – Housing Management Corporation,  
Board Member, 2008-2009  
African-American Real Estate Professionals – DC Chapter 1997-1998,  
African-American Real Estate Professionals – Baltimore Chapter Founder  
District of Columbia Building Industry Association 1996-1998  
District of Columbia Redevelopment Land Agency RFP Review Board 1997  
District of Columbia Public Schools Tutor and Mentor 1997

### Awards

2019 Industry Award-Private Sector from the American Cultural Resources Association  
2018 Washington Business Journal Minority Business Leader Award Honoree  
2017 Top 100 MBE Award – DC, MD, VA, PA, DE Region  
Real Estate QLICI of the Year, Novogradac Journal of Tax Credits Industry Awards, 2017  
Real Estate Deal of The Year, Financing, Washington Business Journal, 2017  
Real Estate Deal of The Year, Delivery of Low-Income Housing, Washington Business  
Journal, 2017  
ULI Award, Excellence in Housing Development, John & Jill Ker Conway Residence, 2017  
National Organization of Minority Architects, Developer of the Year – 2016  
Built By Women, Two Site Award Winner, Year Two Installation, The Nannie Helen at 4800,  
John and Jill Ker Conway Residence - 2016  
2014 SmartCeo Brava Award – Washington DC  
Enterprising Women Magazine 2013 Enterprising Women Of The Year Award Winner  
2013 Top 100 MBE Award – DC, MD, VA, PA, DE Region  
2013 Women of Color Achievement Award - 100 Black Men  
2013 AAREP of DC Affordable Housing Development Award for the Nannie Helen At  
4800  
2013 AIA DC Best Urban Design –The Nannie Helen at 4800  
Montgomery County – Affordable Housing Conference – 3<sup>rd</sup> Place – The Nannie Helen at  
4800  
Enterprising Women Magazine 2012 Enterprising Women Of The Year Award Finalist  
Wiley H. Bates Senior Housing, Commitment to Excellence, Aging in Place, Department  
of Housing and Community Development, Maryland

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

Wiley H. Bates Senior Housing, 2007 HAND Award - Best Project in MD

### Speaking Engagements

Diversity in the Affordable Housing Industry Forum, Federal Home Loan Bank, Atlanta  
Development 101, Can I Live DC, Public Housing Resident Leadership

Development 101, Alexandria Housing Authority, Residents

Women in Commercial Real Estate - Commercial Real Estate Professionals

City of Baltimore – Vacants to Value – Community Engagement in Major Redevelopment Projects

City First Bank Community Development Finance Conference – Equitable Economic Development East of the River – Revitalization of the Great Commercial Corridors

Development 101, District of Columbia Housing Authority, Barry Farms Residents

Development 101, District of Columbia Housing Authority, Lincoln Heights Residents

The Development Cycle – Howard University Real Estate Week

Developer Criteria for Selecting an Architect, NOMA

Building Strategic Alliances – Economic Challenges of the Twenty First Century – National Organization of Minority Architects

Entrepreneurial Strategies for an MBA in a Downward Economy – The Darden School

Expert Discussion on Real Estate Development & Projects in the DC/Baltimore Area – National Bar Association