
ERIC EVANS

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REAL ESTATE DEVELOPMENT EXECUTIVE

Founder of a boutique real estate development and consulting company with over 16 years of experience in real estate development, project finance, team leadership. Expertise in acquisitions, risk management, contract negotiation, and asset rehabilitation. Provides municipalities, community organizations, and private developers with substantive information, critical financial analysis, and well-reasoned action plans that facilitate sound development decisions.

Core Competencies

Project Administration • Team Leadership • Risk Assessment • Real Estate Finance
Strategic Partnerships • Acquisitions • Owner Representation • Commercial Leasing

EXPERIENCE

ERIC EVANS & COMPANY LLC

Baltimore, MD

Developer and Principal Consultant

2006–Present

- Grew company from the ground up by raising capital to acquire and redevelop multi-family properties and by assisting clients with over \$800M in real estate development.
- Owner representation for real estate and community economic development projects through the development and management of the RFPs, pre-construction bid process, providing owners with *pro forma and* ROI projections, project scheduling, and identification of critical path dependencies.
 - Key clients include the Central Baltimore Partnership, East Baltimore Development Corporation, Baltimore Montessori Public Charter School, Towerhill-Atlantic Development, Ernst Valery Investment Corp. (the Chesapeake Restaurant), the North Avenue Market, and the Homewood Community Partners Initiative. Project budgets range from \$6M–\$125M.
- Led real estate development teams including architects, engineers, lawyers, and construction managers.
- Obtain sources of debt, equity, government entitlements for clients, including Historic Tax Credits.
- Identify and procurement of grants to develop financial solutions for business and local community organizations. Including Community Legacy and Baltimore Regional Neighborhood Initiative grants totaling \$4.5M.
- Cultivate relationships with network of nonprofit organizations, real estate developers, bankers, and philanthropic organizations to identify areas for business growth.
- By leveraging relationship with the Reinvestment Fund, procured financing for 2 local developers' commercial projects in an area where traditional financial institutions would not lend.
- Developed a financial analysis that became a part of the guiding vision for the redevelopment of the Station North Arts and Entertainment District in Baltimore City including an estimated \$1B of new commercial development.
- Redevelopment and Commercial Leasing: 1100 Wicomico Street Baltimore, MD
 - Owner's representative managing the renovation and leasing of a 400,000 sq. ft. industrial mixed-use building with a diverse tenant mix representing industries such as software systems integration, design manufacturing, bio medical solutions, cell reach.
 - Over the last 24 months we have renovated and leased approximately 120,000 sq. ft. generating over \$3.9M in additional gross revenue.

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EXPERIENCE, continued

EAST BALTIMORE DEVELOPMENT, INC.

Baltimore, MD

Project Manager and Special Assistant to the President

2004–2006

- Managed infrastructure improvements for \$1.2B neighborhood redevelopment project, including The Science + Technology Park at Johns Hopkins and 2,100 mixed-income housing units with a \$75M infrastructure improvement budget.
- Managed \$75M infrastructure improvement budget for the first 30 acres of infrastructure development that included funding from state and city municipal bonds as well as New Market Tax Credits.
- Managed planned unit development approval process, created and managed RFPs, managed design and construction contracts, and delivered month progress reports to the Board of Directors.
- Led team in renovating offices at 1809 Ashland Avenue. Developed budget, obtained financing and historic tax credits, and managed architecture and construction teams.
- Delivered monthly reports to the mayor's chief of staff, serving as a liaison between EBDI, the master developer, community leaders, and various Baltimore City agencies including Planning, Zoning, and Department of Transportation.
- Secured \$15M in New Markets Tax Credits for initial development, providing the capital necessary to proceed with the project at below-market rate.

PRICEWATERHOUSECOOPERS, LLP

Boston, MA

Tax Associate

2002–2004

- Advised multinational corporations on the federal tax consequences of international business.
- Developed corporate structures and tax strategies for multi-billion dollar international corporations, such as Boston Consulting Group.

EDUCATION

- **Post-Graduate Fellowship**, real estate development, University of Pennsylvania, Philadelphia, PA
- **Juris Doctor**, Boston College, Newton, MA
 - Sat Maryland Bar Exam February 2021
- **Master of Business Administration**, finance, Carroll School of Management, Boston College, Chestnut Hill, MA
- **Bachelor of Arts**, political science, Brown University, Providence, RI

ADDITIONAL INFORMATION

- **Professional Organizations:** Urban Land Institute, American Bar Association
- **Baltimore City Comptroller Transition Team:** Real Estate Committee Fall 2020

BOARD EXPERIENCE

- Baltimore Montessori Public Charter School, Board Treasurer, Baltimore, MA 2015–present
 - Mt. Vernon Belvedere Association, Liquor Board Committee chair, Baltimore, MA 2016–2017
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