

## Joshua E. Neiman

### professional skills

- Managing public-private partnerships
- Directing master and strategic planning
- Conducting site selection and analysis
- Responding to public land offerings
- Managing and negotiating the entitlement process (PUD, zoning, community approvals, environmental assessments, etc.)
- Negotiating business deals and leases
- Managing internal and external team members to meet project goals (including A&E, legal, environmental, marketing, sales and leasing)
- Ensuring designs meet applicable historic and green building standards
- Directing building and tenant programming
- Coordinating capital and operating budgets
- Overseeing and securing traditional and creative financing (TIF, tax credit and tax exempt bond)
- Working with construction teams to ensure that projects are delivered on time and within budget

### Hybrid Development Group, LLC

*Principal*

**Baltimore, MD**

*June 2007 - Present*

Full service real estate development consulting company focused on smart growth and urban revitalization.

#### Development Consulting

Provide input and expertise on master planning, pro formas, entitlements and design for commercial and residential projects.

#### Marketplace at Fells Point

Served as the development manager for \$50 million plus, mixed-use development in the Fells Point neighborhood of Baltimore. The project consists of 159 market-rate apartments with nearly 30,000 sq. ft. of retail at grade.

#### Central Avenue

Awarded RFP for air-rights over a City-owned garage. Currently in planning phase looking at both apartment and office uses.

### Maryland Economic Development Corporation

*Assistant Director for Real Estate Development*

**Baltimore, MD**

*August 2010 - October 2014*

Quasi-state organization working to increase business activity, create jobs and promote all forms of economic development.

#### Maryland State Health Laboratory

Oversee the development and construction teams for a LEED™ Silver 235,000 sq. ft., \$165 million state-of-the-art public health lab that includes bio-containment areas.

#### Other Projects

Supervise the 950-car garage portion of a multi-phase mixed-use development that includes office, retail and residential space; respond to City-wide RFP and manage the entitlement, design, construction and financing process for 125,000 sq. ft. historic conversion of vacant building for a new educational campus; oversee sale of land parcels in various MEDCO-owned business parks throughout the state.

### Struever Bros. Eccles & Rouse, Inc.

*Senior Development Director*

**Baltimore, MD**

*August 2002 - June 2007*

*Development Director*

*October 1998 - August 2002*

*Special Assistant to the President*

*February 1997 - October 1998*

Real estate development and construction company specializing in smart growth and urban revitalization.

#### Charles Village

Oversaw the master planning and initial development of two blocks of abandoned row houses in the neighborhood adjacent to Johns Hopkins University. The initial development included the design and construction of a ground-up luxury mixed-use condo project with retail at-grade including Starbucks, Chipotle, Cold Stone Creamery and the project sales center.

#### Brewers Hill

Managed the \$120 million adaptive reuse of 750,000 sq. ft. of historic former brewery buildings located on 27 acres into a mixed-use urban campus.

#### Tide Point

Completed more than 100,000 sq. ft. of leasing deals in a 400,000 sq. ft. former soap manufacturing facility that was converted into Class A office space.

#### Cola Factory @ Locust Point

Directed the \$25 million historic tax credit redevelopment of a former Coca Cola syrup plant into a 270,000 sq. ft. office, food processing and warehouse distribution center for Phillips Seafoods.

**O r g a n i z a t i o n s**

- Board Member Baltimore Public Markets Corporation
- Vice President, Neighborhood Design Center
- Steering Committee Member, Baltimore Development Workgroup
- Member, Mayor’s West Side Task Force
- Graduate, Leadership Maryland 2004
- Admitted to Maryland Bar 1994

**Gordon, Feinblatt, Rothman, Hoffberger & Hollander, LLC** **Baltimore, MD**  
*Associate* *September 1995 - January 1997*

**The Hon. Frank Kaufman, U.S. District Court** **Baltimore, MD**  
*Law Clerk* *August 1994 - August 1995*

**International Brotherhood of Teamsters** **Washington, DC**  
*Law Clerk* *December 1992 - May 1994*

**National Federation of Federal Employees** **Washington, DC**  
*Legislative & Political Director* *November 1989 - December 1992*

**U.S. House of Representatives, Civil Service Subcommittee** **Washington, DC**  
*Legislative Representative* *May 1989 - October 1989*

**Food & Allied Service Trades** **Washington, DC**  
*Legislative Representative* *December 1986 - May 1989*

**E d u c a t i o n**

**Georgetown University Law Center** **Washington, DC**  
*J.D. with honors, Cum Laude, Dean’s List* *May 1994*

**University of Pennsylvania** **Philadelphia, PA**  
*B.A. with highest honors in American Civilization* *May 1986*

**P u b l i c S p e a k i n g & A w a r d s**

**Baltimore Business Journal, Heavy Hitters in Commercial Real Estate**  
*(2005, Brewers Hill; 2006 Charles Village)*

**NAIOP Adaptive Reuse Project of the Year**  
*(2004, Phillips Seafood)*

**Speak regularly (locally & nationally) about brownfields, adaptive reuse and smart growth.**