



# Nicole Earle

Your Trusted Real Estate Expert



## NICOLE EARLE, MS

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## NICOLE HAS DEVELOPED OR FINANCED OVER **\$1 Billion in real estate**

Nicole Earle, CEO, Dominion Real Estate, is a leader in Real Estate Development, Finance, and Construction. She has garnered extensive experience by serving in various roles throughout the stages of project development and construction.

Throughout her career, the cumulative value of projects developed or financed has been more than \$1 billion. Her success comes from her excellent managerial, communication, negotiation, and problem-solving skills. Ms. Earle is a relentless and hard worker, always striving for excellence. As a community leader, she aims to teach and inspire others.

Her unique approach to real estate development is to build viable and vibrant communities by forging strong relationships with all stakeholders, such as private entities, government, for-profit and non-profit industries, financial institutions, advocacy groups, government agencies, small businesses, workforce development groups, and the local community. She develops a shared understanding and shared goals that build consensus and trust that helps all stakeholders achieve desired outcomes. She has a knack for creating high-performance teams to execute strategic plans and achieve outstanding results.

As an executive at various banks, her financial expertise has allowed her to create deals that maximize value and minimize project costs. As an influential leader in the community, Nicole frequently works with State Budget Committees, Baltimore City Mayors, City Council, and community meetings.

She is also an active member of the community and sits on many boards, leading fundraising, development, and budget committees. The Governor of Maryland and the Baltimore City Council has recognized her for her community and volunteer efforts.





***Nicole founded  
and ran a \$1.5  
million high-  
end real estate  
development  
company***

Nicole graduated from Carnegie Mellon University and has had increasing influence and impact throughout her career in real estate investments. During her tenure at the NationsBank, she was selected to participate in one of the most prestigious management training programs of banking.

She founded and ran a \$1.5 million real estate development company for five years, specializing in high-end for-sale residential projects and workforce housing rentals projects in Baltimore and Annapolis, Maryland.

Managing the budget for two of Maryland's largest agencies (Department of Health and Mental Hygiene and the Department of Juvenile Justice), she gained hands-on experience in real estate and construction. More importantly, she honed her Chief Executive Officer skills, including analytical thinking, problem-solving, organization, time management, presentation, and hands-on experience in real estate and construction.

She built and served as COO of a \$10 million real estate development firm. From the ground up, she created a high performing team of over 20 people and turned the company profitable in just one year - generating a profit of \$1.2 million. Also, she built an in-house property management company overseeing a portfolio with over 150 properties.

# Development Projects

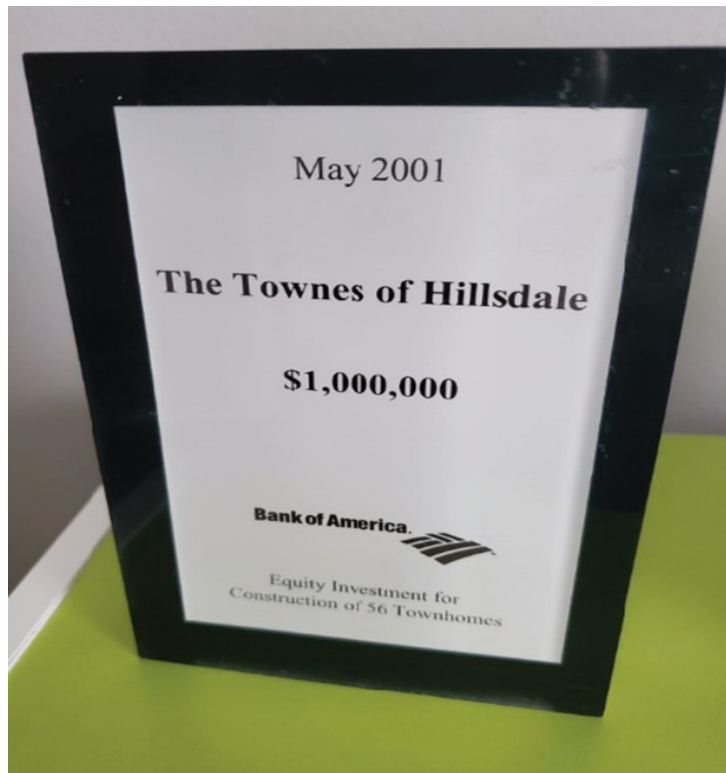
## Bank of America Community Development Corporation Development Manager

### **The Townes at Hillsdale Anacostia, Washington DC**

The Townes at Hillsdale – Bank of America Community Development Corporation in partnership with East of the River Community Development Corporation created a new community with 65 units of townhouses in the Hillsdale neighborhood, targeting persons in the 60%-80% Area Median Income level. This development opened in 2003.

Nicole worked to identify, negotiate and contract with members of the development team, including non-profit partner East of the River CDC, architect, engineer, and marketing team.





## The Harlem Park Senior Apartments Baltimore, Maryland



Harlem Park Senior Apartments (with commercial kitchen)

Desegregation left the Harlem community in a bleak state. However, efforts were made to redevelop the area. Bank of America was a key partner in the redevelopment and was the prime financial engine behind the redevelopment project in Harlem Park.

Nicole worked to identify, negotiate and contract with members of the development team, including non-profit partners Harlem Park CDC in Baltimore. She also co-authored a winning 9% Low Income Housing Tax Credit application and led the development team for a 94-unit senior building in Harlem Park.

# Development Projects

Housing Authority of Baltimore City  
Project Manager

## Uplands Redevelopment Baltimore, Maryland

**TDC: \$400 million**

Unit Mix:

- Project Based Section 8 Rental Units: 72
- LIHTC Rental Units: 136
- Affordable Homeownership Units: 245
- Market Rate Homeownership Units: 308

**Uplands Redevelopment** - For decades, Uplands Apartments had been emblematic of one of Baltimore's most pressing problems: the segregation of low-income citizens in large tracts of deteriorating housing.

This 100% subsidized housing development consists of two rental phases and five homeownership phases on approximately 60+ acres, providing a total of 761 units of both rental and for sale homes.

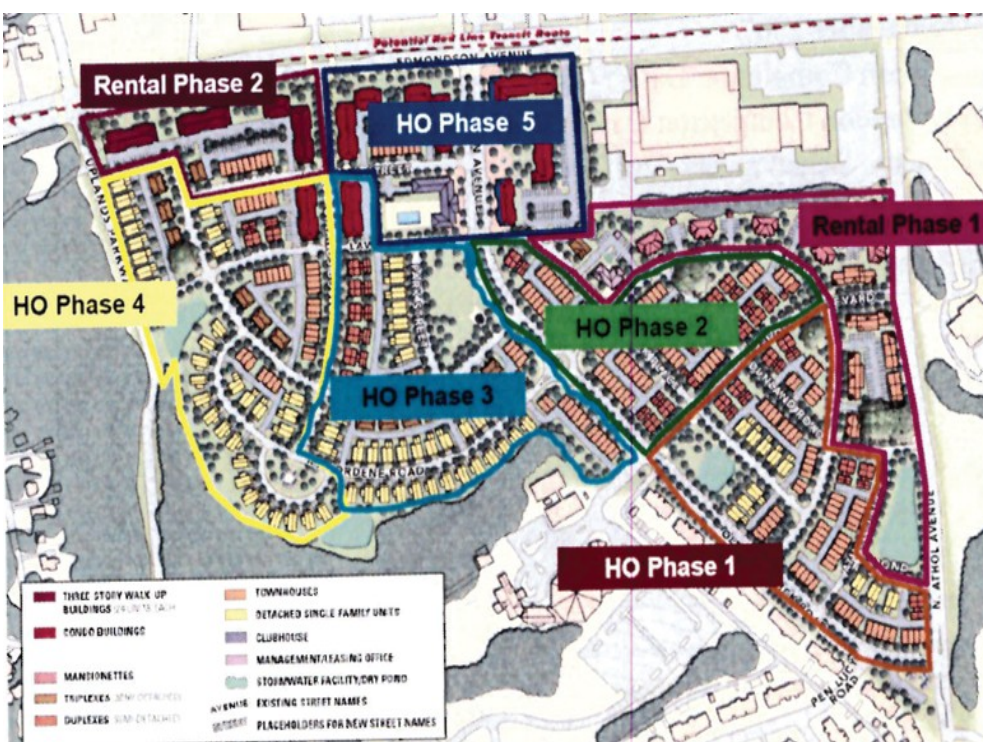
Nicole moved the stalled 1,100-unit mixed-income, tax credit rental and for sale housing development in West Baltimore with an estimated budget of \$400 million through a series of delicate negotiations with the community and stakeholders and settlement of a resident law suit.



**Developer:** Pennrose Properties/Bozzuto Homes

**Project:** 208 mixed-income rental units, 245 affordable for sale units and 308 market rate, for sale units located in the Uplands Community of West Baltimore.

**Role:** Entitlement, Zoning, Permitting, Procurement, Environmental remediation, Demolition, Site Work, Development and Construction Management, Finance closing, HUD grant management and Close-out





## Barclay Redevelopment Baltimore, Maryland



**TDC: \$90 million**

Unit Mix:

- ACC Public Housing Rental Units: 53
- Project Based Section 8 Rental Units: 43
- Market Rate Rental Units: 0
- Affordable Homeownership Units: 3
- Market Rate Homeownership Units: 120
- LIHTC Rental Units: 103

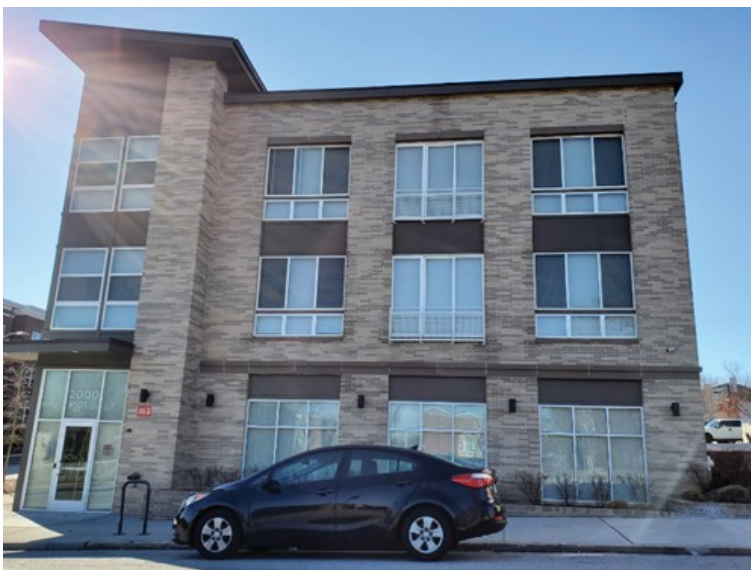
For a long time, trash-strewn streets, empty lots, abandoned stores, vacant buildings characterized Barclay, Midway and Greenmount West. However, in 2005, Baltimore Housing offered its inventory of properties in the Barclay neighborhood for development, including: 102 units of scattered site public housing, the Homewood House mixed-population building, the 91-unit Barclay Townhouse Section 8 development acquired from HUD, and 107 vacant properties owned by the City. Baltimore Housing also acquired 47 additional properties to assemble larger sites for new construction.



**Developer:** Telesis Corp

**Project:** Construction and rehabilitation of 322 housing units, inclusive of 199 rental units and 123 homeownership units and community park located in the Barclay community

**Role:** Project and Construction Manager, Finance closing



## Lillian Jones Baltimore, MD



**Developer:** The French Company/  
Empire Homes of Maryland JV

**Project:** Lillian Jones Apartments is a four-story 74-unit, 9% low-income housing tax credit multifamily affordable rental housing development project located in the 1300 block of Greenmount Avenue in the Johnston Square Community. Managed construction of a 74-unit, 9% low-income housing tax credit rental project

## Somerset Baltimore, MD



**Budget:** TDC \$16 million

**Role:** Development and  
Construction Manager

**Developer:** Beatty and Henson  
Development

**Project:** Public Housing  
Redevelopment

**Role:** Site acquisition, Community  
Engagement, Master Planning,  
HUD CHOICE grant application

# Dominion Real Estate

President, CEO

As President and owner of Dominion Real Estate, Nicole was responsible for locating and analyzing appropriate properties for acquisition and hiring the development team members - lender, attorney, architect, engineer, and sub-contractors.

## **624 Washington Blvd, Baltimore**

Single-Family Residential House

Lot Size: 825 sq. ft

Bldg. Size: 1,440 sq. ft

Bathroom: 1

Bedrooms: 2

Year Sold: 2013

Sold for: \$235,000



## **3308 Elgin Ave, Baltimore**

Multi-Family Home

Lot Size: .26-acre

Bldg. Size: 7,404

Units: 8

Sold for: \$550,000



**1607 S. Hanover St, Baltimore, Md**

Townhouse:

2 Bedrooms: 2 Full baths, 2 Half baths

Sold For: \$320,000



**1609 S. Hanover St, Baltimore, Md**

Townhouse:

2 Bedrooms. 2 Full baths, 1 Half bath

Sold For: \$275,000



**1636 S. Hanover St, Baltimore, Md**

Townhouse:

2 Bedrooms. 2 Full baths, 1 Half bath

Sold For: \$287,000



**2906 Erdman Avenue, Baltimore Md**

Townhouse:

2 Bedrooms. 2

Full baths, 1 Half bath

Sold For: \$120,000



# Commercial Lending

Fulton Bank  
Vice President

## Village Center at Stadium Place Baltimore, MD

Stadium Place will provide 70 apartments (14 units - 20% affordable), consisting of one and two bedrooms for seniors 62 years and older, above 33,000 square feet of first floor retail and medical office space.

New Markets Tax Credit transaction, leveraging \$14 million in tax credit equity raised from private investors.

Total development cost of \$25,077,695.

Fulton Bank provided a \$10,096,896 source loan and a \$8,903,104 direct construction loan.



<https://www.youtube.com/watch?v=BmHneOIA2QU>



## Northwood Commons Baltimore, MD

Redevelopment of Baltimore's Northwood Plaza Shopping Center, which sits adjacent to Morgan State University.

New Markets Tax Credit transaction, leveraging \$20 million in tax credit equity raised from private investors.

Total development cost of \$45,657,004.

Fulton Bank provided a \$14,152,929 source loan and a \$9,422,071 direct construction loan.



## Lexington Market Baltimore, MD

Redevelopment of Baltimore's 237-year-old Lexington Market, the oldest and longest running public market in America.

New Markets Tax Credit transaction, leveraging \$28 million in tax credit equity raised from private investors and \$19 million from the State of Maryland and the City of Baltimore.

Total development cost of \$39,898,648.

Fulton Bank provided a \$2,651,114 source loan and a \$8,648,886 direct construction loan.



# Testimonials

*"Without you, the village Center at Stadium would not have happened." -  
Your professionalism, sense of urgency, discipline, commitment,  
and integrity led this financing to closure."*

**Kevin M. Johnson, CEO Commercial Interiors**

*"Nicole is a well-respected professional in Baltimore, having worked extensively in both the banking, real estate, and community development arenas. I have seen her committed to the inner-city communities in both the District of Columbia and Baltimore, Maryland. Nicole's private and non-profit experience has allowed her to be a problem solver on affordable housing deals and reduce the amount of bureaucracy that holds up development projects. Thanks... to her vision and interest... allowing us to close. Her experience, interest, and commitment to developing communities allowed us to close on financing, and we will be delivering 70 units and 30,000 square feet of retail, commercial, and office space in January 2021."*

**Nichole Doye Battle, CEO, GEDCO**

*"Nicole has a phenomenal work ethic and perfect payment history with my company. She is a driven, hardworking, skilled developer who understands all aspects of the real estate industry from purchase to maintaining to renovating and also the financing. Nicole is extremely impressive not only in her field but also has so much knowledge of how to launch a business in general. She has a tremendous thirst for knowledge and isn't afraid to listen to others' advice."*

**Paul W. Nochumowitz, Real Estate Investor and Commercial Mortgage Lender**



# Testimonials

*"I have been acquainted with Ms. Nicole Earle for over 25 years. Ms. Earle is smart, purpose driven and reliable. Ms. Earle has been known to be resourceful and strong. Ms. Earle is an asset..."*

**Peter Forbes, President, Forbes Home Improvement & Construction, Inc.**

*"I was most impressed with ..your involvement and just wanted to reach out to say thank you. Thank you again for all your hard work on this complicated but important, project."*

**Hughlett Kirby, Vice President, Business Development, Cinnaire**

*"Nicole quickly jumped on the underwriting, asking very tough questions every step of the way, helping us think critically about how to put the project in a position to succeed for the long term. With New Markets Tax Credits, city and state grants, philanthropic donations, bridge loans and several other sources, this was such a complicated transaction. Nicole and the team at Fulton never lost track of the goal line and humbly moved us all forward as one unified team every step of the way. We sincerely hope to be able to finance many other projects with Nicole in the future." -*

**Thibault Manekin, Founder, Seawall**

*"I have worked with Nicole for over 5 years.. on the Uplands... a major project with complications. I have found Nicole to be engaged in.. terms of being timely, persistent and demonstrating professionalism in dealing with companies and individuals working on the completion of their multi-year project."*

**C. Laurence Jenkins, Jr. Chief Solicitor, City of Baltimore**

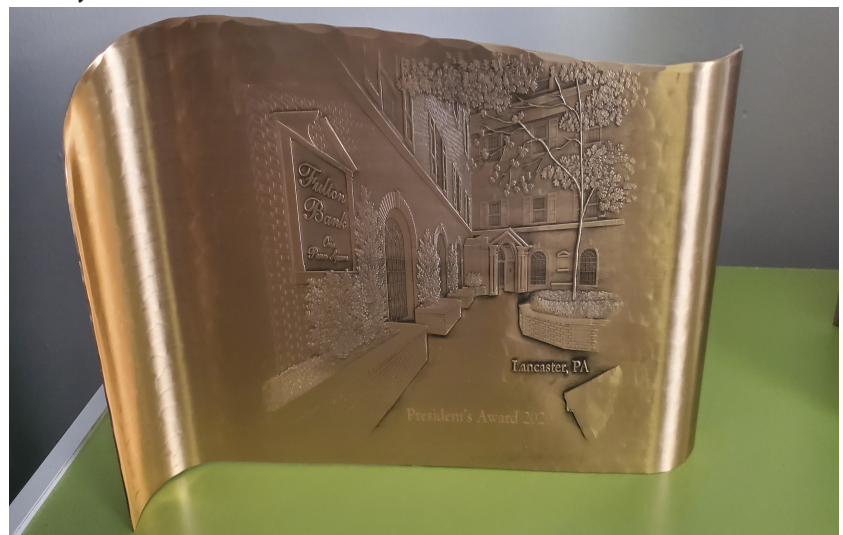
# Recognition

**Governors Volunteer Service Award, State of Maryland**

**Towanda Improvement Association Award, City Council of  
Baltimore**



**Presidents Awards, Fulton Bank**



# Community

## **Co-Chair State of Maryland Taskforce on the Social Determinants of Health**

### **Board Member (current):**

Volunteers of America Chesapeake & Carolinas  
Green Street Academy  
Family League of Baltimore  
10:12 Sports

### **Radio Show Host- Wealthy Woan**

### **Board Member (previous experience):**

President, Towanda Improvement (TI) Association  
Pennsylvania Avenue Market  
Empower Baltimore Management Advisory  
Council Banc\* of America Collective Banking  
Group America BXB Initiative

### **Community Volunteerism**

Missions to Kenya  
Maryland Affordable Housing Coalition  
Housing Association of Non-Profit Developers  
Grant-A-Wish Foundation  
Junior Achievement  
Habitat for Humanity

# ADVISORS

**Larry Jennings – Senior Managing Director and Co-Founder Valstone Partners (private equity firm)**

**Bert Hash – Retired President and CEO of Municipal Employees Credit Union**

**Nichole Amundsen – Founder and President of REACH and TRG-A -  
mnainvestments@comcast.net**

**Paul Littman – Retired President and CEO of Southway Builders**

**Joseph Chester – Retired President and CEO of Amel Diversified**

**William(Bill) Ariano – Retired President and CEO of Baltimore  
Community Lending**

**Debbie Dacres-Laing – Senior Talent Manager - Deloitte Services, LP**

**Cheryll Smith – Former Director of Marketing at Mastercard**

**William Simkins – President and CEO of W.A. Simkins Realty, Inc  
Founder of W.A. Simkins & Associates, Inc - wasinc@infionline.net**

# **Nicole Earle**

**Life of Service  
and**

**Professional Excellence**