



JEFFREY H. GELMAN

PARTNER

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SERVICES

Affordable Housing and Tax
Advantaged Investments
Real Estate Services
Real Estate Finance
Opportunity Zones and
Qualified Opportunity Funds

INDUSTRIES

Hospitality
Real Estate

Jeff Gelman brings three decades of experience in the real estate industry to his work crafting and structuring deals for developers, investors, lenders, and asset and property managers. Whether he is advising his clients on an acquisition, financing, or development project, Jeff starts by understanding their objectives and then counseling them on legal solutions and strategies in line with those objectives. His work for these clients also includes legal advice and practical considerations on the nuances of the law and the facts that often determine successful real estate transactions and investments.

Attorneys from other law firms, in-house counsels and government officials often seek Jeff's advice to address complex regulatory, programmatic and policy issues. He has testified before governmental bodies dozens of times advocating on behalf of the real estate community on important issues and he has led and participated in dozens of task forces, working groups and conferences seeking solutions to industry challenges. These experiences enhance his understanding of existing and changing market and regulatory conditions, so he can guide his clients toward more favorable transaction structures.

Jeff draws on his considerable knowledge of the real estate industry, particularly in the Washington, D.C. market, to give back to the community and the industry. He has held long-term leadership roles in the District of Columbia Building Industry Association, in a non-profit organization that provides housing and supportive services to low-income seniors, and in a non-profit private career school. His dedication to the local community includes participating for 23 consecutive years in DCBIA's Community Improvement Day helping to restore public parks and recreational facilities.

EXPERIENCE

Multi-family, condominium and mixed-use projects

Jeff has represented condominium and apartment developers in several hundred new and rehabilitation market-rate and affordable projects, including mixed-use projects. His experience includes not only counseling on the transactions needed to

launch these projects but also advice on land use regulation, regulatory compliance, affordable housing programs, covenants and restrictions, due diligence, risk mitigation, financings, real property taxation, leasing and management.

Select projects include:

- Gallery Place (located over Gallery Place metro center)
 - Columbia Residences (former Columbia Women's Hospital)
 - City Vista (former DC wax museum)
 - CityCenterDC (former convention center site)
 - Progression Place (national headquarters of UNCF/located over Shaw-Howard U metro station)
 - Georgia Commons (organic grocery store and affordable housing)
 - Yale Steam Laundry East and West (condominium and apartments)
 - Jefferson at Market Place (formerly Kelsey Gardens)
 - The Griffin (former Avenue of the Arts Building in downtown Philadelphia)
 - Fenton Street Project (residential and church development, Silver Spring, Maryland)
 - Hine School Project near Eastern Market
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Commercial projects

Jeff has represented office, retail and hotel developers in dozens of mixed-use commercial projects. His work on these projects included transactional counseling as well as advice on land use regulation, regulatory compliance and due diligence, risk mitigation and financings.

Select projects include:

- Harbourside (Georgetown office and residential)
 - Jenkins Row (retail and residential)
 - Washington Hilton/The Hepburn Apartments (hotel and residential)
 - Ballpark Square/First (hotel, retail and residential)
 - 1430 K, 1510 H and 111 K Streets office condominiums
 - Constitution Square (apartments, retail, office, grocery and hotel)
 - Bethesda, Maryland Office Building Condominium
 - Marriott Marquis Convention Center Hotel (local lender's counsel)
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Real Estate financing

Jeff has closed financings in all 50 states, the District of Columbia and Puerto Rico. Commercial banks, community banks and mortgage companies are among the clients he has represented in these transactions. Lenders and investors from Holland, Germany, Ireland, Switzerland, Canada and the Middle East have sought his counsel.

The types of financing deals he has handled include:

- Conventional construction and permanent financing
 - Capital market executions/CMBS transactions
 - Multifamily Fannie Mae, Freddie Mac, HUD/FHA, Ginnie Mae and VA programs
 - Institutional and private equity investments
 - Bond and tax credit financing and other government subsidy programs
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HONORS

Named one of "America's Leading Lawyers in Real Estate" by *Chambers USA*, 2010 to present

Multiple recognitions from the District of Columbia Council for leadership in community service, 1994, 1995

Mayoral Letter of Appreciation for community service, 1996

District of Columbia Department of Recreation and Parks Letter of Appreciation for community service, 1995

D.C. Building Industry Association President's Award for Dedicated Service, 1998

Inducted into the George Washington Chapter of Lambda Alpha International, 2010

MEMBERSHIPS AND AFFILIATIONS

District of Columbia Building Industry Association

- Board of Directors
- Former 10-year member, Executive Committee

Former 20-year Chair, District of Columbia Building Industry Association's Housing Committee

Former 14-year member, Community Services Corporation of District of Columbia Building Industry Association

Member, American Bar Association's Forum on Affordable Housing and Community Development Law

Former Member and President, Sarah's Circle Board of Directors (Affordable Senior Housing Provider)

EDUCATION

J.D., George Washington University Law School, 1984

B.A., Clark University, 1981

BAR ADMISSION

Connecticut

District of Columbia

Maryland

Massachusetts

Pennsylvania