

Cherie Kirschbaum



Cherie Kirschbaum, President/Founder of City Projects, Inc., is passionate about leveraging real estate for community benefit. City Projects, Inc. provides real estate development advisory services to developers and owners, nonprofit organizations and government entities in strategic real estate planning, organizational readiness assessments, stakeholder relationships, buy versus lease analysis, land acquisition, work-outs, financial feasibility, public/private financing, and owner representation.

CLIENTS AND PROJECTS

MHCD (Mental Health Corporation of Denver)

Strategic Real Estate Advisor for potential clinic expansion including real estate program development, stakeholder relationships, financial resources, pre-development and site selection.

Mile High Youth Corps

Real Estate Development Advisor and Project Director for the \$1.2M renovation of their 11,000SF facility at 1801 Federal Blvd., Denver, CO, including financing counsel and Owner's Representation.

Urban Peak

Real Estate Development Advisory Services for the related to the acquisition of a 36 unit apartment building for youth transitioning from foster care. Completed a physical needs assessment, feasibility analysis, renovation plan and operating Proforma's. Continues to providing strategic direction and due diligence counsel to the Executive Staff and Board of Directors.

The Center – The Gay, Lesbian, Bisexual and Transgender Center of Colorado

Real Estate Development Advisory Services and Project Director for the acquisition and redevelopment of *The Center's* new home at East Colfax and Lafayette, Denver, Co. Provide counsel and project direction through all phases from organizational readiness, financing and project development.

Secured \$1.3 million of conventional financing and \$500,000 in loans and grants from the City of Denver.

CHARG Resource Center

Real Estate Development Advisory Services and Project Director for renovation of 100 year old facility that provides office and program space for adults with chronic mental illness. Secured \$250,000 CDBG grant from the City of Denver and a \$75,000 bridge loan from Mile High Community Loan Fund. Renovation completed October 2009.

Boulder Valley Women's Health Center

Completed Real Estate Development Strategic Feasibility Plan related to the acquisition and renovation of three properties involving several stakeholders including four nonprofit organizations, City of Boulder, Boulder County, Mile High Community Loan Fund and a private property owner.

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Seeking Common Ground

City Projects and Leuthold Commercial Properties provided real estate advisory and brokerage services to facilitate the lease of the organizations new office in the Uptown neighborhood.

Flobots.org

Started by the world famous band, Flobots, this nonprofit works to create positive change by harnessing the power of music. City Projects provide real estate advisory services to facilitate the lease of the organizations new office and community center in the Ballpark District.

Old Vine Property Group

Provided strategic real estate advisory services to reposition commercial property adjacent to Fastracks, for sale or lease.

El Centro Su Teatro

Real Estate Development Advisory Services related to nontraditional funding sources including Seedco Financial and Mile High Community Loan Fund.

Office of Economic Development, City of Denver

Provided consultant and facilitation services to develop the 2007-2009 Strategic Plan.

Seedco Financial Denver

Provided consultancy and facilitation services to develop the organization's Strategic Plan 2008-2011 for the newly formed entity.

Mile High Development

Affordable Housing Consultant for LIHTC project located at TOD in Denver, CO providing non-traditional financing counsel related to CDBG, HOME and FHLB funding.

The Uptown Partnership - Denver, Colorado

Retained as Managing Agent and successfully dissolved this twenty-five year old affordable housing/community development corporation. Provided oversight and leadership to Board, staff and over fifteen stakeholders including the City of Denver, State of Colorado, Colorado Housing Finance Authority and other Lenders. Lead work-outs of organizations portfolio of multi-family affordable properties involving valued at nearly \$40 million. All lenders were repaid and over 93% of the units were preserved as affordable and more than \$500 million was donated back to the Denver's Road Home Program, Mile High Community Loan Fund and Housing Colorado.

Park Avenue Hope VI Redevelopment Project – Denver Housing Authority

A \$16 Million, 124-Unit, Mixed Use, Mixed Finance HOPE VI Development.

Selected from a national RFP, City Projects served as Co-developer and Project Manager for the Heitler Development Team. Secured Low Income Housing Tax Credits, City and State grants, facilitated stakeholder relationships, Section 3 requirements and managed all day to day activities.

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WORK HISTORY

MERCY HOUSING SOUTHWEST

President

1999-2003

Merged a two State operation to create Mercy Housing SouthWest in Colorado and Arizona. Provided leadership and created a cross-functional team that acquired, developed and managed 2000+ units of low-income and senior rental and for-sale affordable housing valued at over \$150 million. Worked with Federal and State agencies and local municipalities to secure HOME and CDBG funding and Low Income Housing Tax Credits. Reorganized the Board of Directors and increased philanthropy by \$20mil. Spearheaded the development of Parkside Apartments at Stapleton and lead the \$3M renovation of Decatur Place, 106 units of transitional housing, through the HUD Market to Market Program.

BRUCE BERGER REALTY - Denver, Colorado

Urban Real Estate Development Company

Vice President of Marketing and Sales

1997-1999

Created marketing, sales and public relations strategy for Metropolitan Lofts, 64 unit for-sale luxury Lofts in Denver's Golden Triangle.

COLORADO SYMPHONY ORCHESTRA - Denver, Colorado

Director of Development

1994-1996

Expanded philanthropy including individual gifts, corporate sponsorships, foundation support, events and private-public partnerships. Generated \$8 million in new revenue in two years.

HEALING ABUSE

National speaker, educator and advocate for prevention of family violence

President

1988-1994

Founded the *Jewish Community Response to Family Violence Task Force*, Denver, CO.

Developed the country's first corporate program to heal the effects of family violence at the COORS Brewing Company.

HEALTHONE CENTENNIAL MEDICAL PLAZA - Centennial, Colorado

The Country's First "Hospital Without Beds" a \$10 million Facility currently owned by HealthOne

Project Marketing Manager

1985-1988

Member of the development team that conceived the project concept. Created branding, marketing strategies, collateral materials, public relations and grand opening event with fitness guru, Richard Simmons - 10,000 attended. Marketed concept to physicians and other health professionals and co-leased the Medical Office Building.

CRYSTAL SUNDRIES

Owned and operated chain of downtown Denver stores in five major office buildings and the Hyatt Hotel.

Owner

1979-1985

Sold business to the Russell Stores

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LICENSURE

- Colorado Real Estate Broker's License

SPEAKING ENGAGEMENTS

COLORADO NONPROFIT ASSOCIATION'S FALL CONFERENCE 2009

SEVEN STEPS TO REAL ESTATE STEWARDSHIP

Denver, CO

2009 COLORADO COALITION AGAINST DOMESTIC ANNUAL CONFERENCE

PLANNING AND FINANCING FACILITIES

Ft. Collins, CO

UNIVERSITY OF DENVER

THE FRANKLIN L. BURNS SCHOOL OF REAL ESTATE AND CONSTRUCTION MANAGEMENT

UNLOCKING THE CODE: EXPANDING MIXED-INCOME HOUSING at TRANSIT ORIENTED DEVELOPMENTS

Back to the Future" Denver's Successful TOD Developments in 2018

HOUSING NOW ANNUAL CONFERENCE 2008

Nonprofit Sustainability 20/20: Lessons Learned and Tools for the Future

Breckenridge, CO

WHAT GOES UP MUST COME DOWN 2008

A GRAND VALLEY HOUSING STRATEGY FOR UNCERTAIN ECONOMIC TIMES

Grand Junction, CO

PROFESSIONAL AFFILIATIONS & COMMUNITY ACTIVITIES

- Mile High Community Loan Fund – Past President, Board of Directors
- Seedco Financial Denver – Past Member of the Denver Advisory Board
- University of Denver Burns School 2008-2009 Affordable Housing Conference – Co-Chair
- Urban Land Institute
 - Transit Alliance
- Housing Colorado
- City of Denver's Inclusionary Housing Task Force – Appointed by Mayor Wellington Webb

AWARDS AND HONORS

10 Women to Watch by Jewish Women International, 2003

Recognized Leader and Advocate with multiple feature stories and write-ups in the

- *Colorado Resource Center's Line*
- *Colorado Real Estate Journal*
- *Denver Business Journal*
- *Denver Post and Rocky Mountain News*
- *Multifamily Executive Magazine*

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EDUCATION AND CONTINUING PROFESSIONAL DEVELOPMENT

UNIVERSITY OF ST. FRANCIS - Joliet, Illinois

Bachelor of Science Degree in Health Arts

JONES REAL ESTATE COLLEGE - Denver, Colorado

Licensed Real Estate Broker

CENTER FOR CREATIVE LEADERSHIP - Colorado Springs, Colorado

El Pomar Non-Profit Executive Management

WOMEN'S LEADERSHIP INSTITUTE – Redwood City, CA