

Maria K. Day-Marshall

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EXECUTIVE SUMMARY

Results-oriented senior management professional with exceptional leadership skills, a commitment to excellence and more than 30 years of experience spanning government, law, banking, finance, academia and housing. Strategic thought-leader and accomplished executive who excels in fast paced, energy charged environment. Excellent communicator that works effectively with senior executives, team, clients and customers. Creative problem-solver with an unwavering commitment to quality, service and value. Skilled negotiator and relationship builder.

PROFESSIONAL EXPERIENCE

University of Maryland - College Park, Maryland

Director, Real Estate Development Program and Associate Clinical Professor 2017 – Present

Director, Colvin Institute of Real Estate Development 2018 – Present

- Provides programmatic and disciplinary leadership in areas of curriculum development; faculty recruitment, guidance and evaluation; student recruitment and advising; and course scheduling, all while seeking to expand student enrollment.
- Responsible for curriculum, scheduling and faculty recruitment for courses in the Undergraduate Minor in Real Estate Development.
- Works with Directors of the other programs and Dean and staff of the Smith Business School to administer dual degree programs.
- Serves on the faculty of the Real Estate Development Program and teaches courses in the Program.
- Manages all affairs of the Colvin Institute of Real Estate Development both in programming and in budgeting.
- Cultivates the reputation of the program and seeks to expand its relationship to new and varied fields of real estate.
- Expands the program's reach in the region and the nation and seeks international opportunities presented by internal or external partners.
- Engages in outreach to professional real estate industry in all its varied aspects.
- Responsible for budgeting of resources from non-state sources and engages in strategic planning.

District of Columbia Housing Finance Agency - Washington, D.C. 2009 - 2016

Interim Executive Director 2013- 2016

- Responsible for the overall supervision, coordination and management of the Agency that matches the Agency's mission and strategic plan.
- Provides leadership in developing program, organizational and financial plans with the Board of Directors, the Chief Operating Officer and other Agency staff.
- Ensures that the Agency has the proper operational controls, administrative and reporting procedures, and financial systems in place to effect responsible long-term financial growth and operating efficiency.
- Oversees the Agency's Single-family and Multifamily Programs.

General Counsel 2009-2016

- Responsible for the overall supervision, coordination and management of all legal matters for the Agency, including providing legal advice to the Board of Directors, Executive Director, division heads and staff regarding all aspects of the Agency's business.
- Coordinates and reviews multifamily and single-family bond transactions, handles procurement, personnel and other in-house matters, supervises outside counsel, conducts legal research, manages all litigation, and drafts legal memorandum regarding laws, rules and regulations relating to the Agency and its operations.

University of Maryland - College Park, Maryland

2008 - 2017

Adjunct Professor

- Lectures for Colvin Institute of Real Estate Development, Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation. Teaches course entitled, "Capital Market and Real Estate Investments".

Fannie Mae - Washington, D.C.

2004 - 2009

Senior Business Development Manager

- Executed Fannie Mae's Modernization Express financing, direct loan product that allows Public Housing Authorities of all sizes to securitize their Capital Funds. Also executed Fannie Mae's Community Express financing, direct loan product that supports the residential agenda of Public Entities including development of affordable housing and acquisition of REO properties. Responsibilities included business development, underwriting, legal documentation review, and transaction execution and closing. Developed marketing materials for Community Express loan product.
- Assisted governmental entities, for-profit and non-profit entities in obtaining funding for their housing and community development projects. Assessed feasibility of financing structure for housing development projects that include tax credits, conventional financing, grant funds, etc.
- Managed new product development process for approval of Fannie Mae's infrastructure product including chairing Infrastructure Product Development Task Force, and Public Housing Authority Energy Express Product Task Force.
- Assessed risks associated with product including credit, legal, accounting, capital markets, etc. and identified ways to mitigate them.
- Worked with internal key stakeholders to obtain approval for product pursuant to Corporate New Business Initiative Policy. Worked with external partners to identify business opportunities.
- Assessed charter implications for product and developed criteria for potential projects to determine whether they are likely to fall within parameters of the charter.
- Co-authored business plan for Public Entities Group.
- Member of HCD Grant Committee. Responsible for corporate and charitable giving for Public Entities Group. Reviewed grant proposals and made recommendations to company grant committee.

Columbia Equity Financial Corp. - Washington, D.C.

1999 - 2004

Senior Vice President/Consultant

- Advised municipalities, for-profit and non-profit businesses, housing finance agencies, public housing authorities with respect to debt issuance and other financial issues.
- Assisted these entities in accessing capital markets for operating and capital cash purposes.
- Marketed firm to acquire accounts. Drafted responses to requests for proposals.
- Managed account activities for multitude of state and local government agencies including numerous state and local governmental entities in District of Columbia, Maryland and Virginia. Quantitative services included bond sizing, debt service reserve fund analysis, bond structuring, escrow restructuring, advance refunding analysis, arbitrage rebate calculations, synthetic refunding analysis, and competitive and negotiated bond sales.
- Reviewed and negotiated contracts with local and state governmental entities.

American Preferred Provider Plan Mid-Atlantic, Inc. - Washington, D.C.

1996 - 1998

Vice President for Finance/Chief Financial Officer

- Performed systematic evaluation of corporation's fiscal position and advised management team and President/CEO.
- Provided pertinent financial data and expertise to assist in corporate strategic planning and financial outlook.
- Initiated and commanded financial negotiations with all vendors, providers, etc. Developed capitation rates, and other reimbursement rates as required.
- Maintained compliance with all external regulatory standards. Assisted in preparation of all regulatory and internal management reports.
- Developed and maintained all financial agreements/arrangements. Managed banking and investment accounts.
- Established internal controls for fiscal, internal and data integrity. Supervised budget process, general accounting requirements, fiscal audits, accounts payable and receivable operations.

District of Columbia Water and Sewer Authority - Washington, D.C.

July 1996 - Dec. 1996

Financial Consultant

- Coordinated effort to transfer and/or establish separate stand-alone financial and accounting operation as required by D.C. Law 11-111 which created independent water and sewer authority. Areas affected include: budgetary operations, treasury operations, revenue forecasting, billing and collection operations; and controller operations.
- Prepared new authority to issue long and short-term debt.
- Advised staff regarding new authority's financial organizational structure and appropriate assignment of staffing responsibilities.

Office of the District of Columbia Treasurer - Washington, D.C. 1988 - 1996

District of Columbia Treasurer and Deputy Treasurer 1989 - 1996

- Responsible for administration and supervision of Office of the Treasurer. Managed staff of approximately 100 people. Negotiated all agency contracts.
- Administered all borrowing programs for issuance of long-term and short-term indebtedness. Supervised all working group members including bond counsel, corporation counsel, financial advisors, underwriters, and trustee.
- Oversaw collection and deposit of all District revenue. Responsible for all balances in accounts.
- Developed and implemented operations procedures and standards to be used for all collection points. Maintained custody of all public funds.
- Assisted the Chief Financial Officer in reporting revenues received by Treasurer.
- Deposited revenues, accounted for and distributed all collections into appropriate revenue accounts. Accountable for disbursements. Responsible for all District government banking relationships.
- Responsible for administration of the District's payment systems.
- Worked with other financial agency heads to establish the District's annual budget, estimate and monitor revenues, identify and produce required financial reports, monitor actual spending against budget, and control spending.
- Administered District of Columbia Defined Contribution Pension Fund.
- Served on Escheated Estates Screening Committee.
- Testified before local/federal bodies regarding proposed legislation and relative to District financial matters.

District of Columbia Debt Manager 1988 - 1989

- Coordinated the structuring of municipal financing transactions and alternatives for the District of Columbia.
- Reviewed closing documents, legal opinions, financial data and marketing strategies.
- Provided legal advice to District officials pertaining to general obligation debt and housing and industrial revenue bonds.
- Supervised all working group members including bond counsel, corporation counsel, financial advisors, underwriters, and trustee.
- Assessed the implications of the 1986 Tax Reform Act as it relates to the issuance of long-term and short-term obligations.
- Drafted legislation and regulations related to general obligation debt and other matters. Monitored the legislative process as it relates to relevant financing legislation.
- Drafted contracts and other legal documentation.
- Responded to Freedom of Information Act requests. Drafted Bond Counsel and Corporation Counsel opinion requests.
- Drafted testimony for the Treasurer to be presented to the Council and Congress in support of or in opposition to proposed legislation.

EDUCATION

Georgetown University Law Center - Washington, D.C
Master of Laws in Taxation

Columbus School of Law, Catholic University of America - Washington, D.C.
Juris Doctor

Fisk University - Nashville, Tennessee
Bachelor of Arts, Major Course Work in Economics

AWARDS

- Commendation from the DC Housing Finance Agency Board of Directors, 2016
- Fannie Mae HCD Integration Team Award, 2007
- Fannie Mae Cool Rewards, 2007, 2006, 2005
- Treasury Managers Appreciation Award, 1996
- Commendation from the D.C. Chief Financial Officer, 1996

- Maria Day-Marshall Recognition Resolution of 1996 (D.C. City Council)
- Distinguished Public Service Award, 1996 (D.C. Mayor)
- Distinguished Public Service Award, 1994 (D.C. Mayor)
- Commendation from the US State Department, 1984

MEMBERSHIPS

- District of Columbia Bar since 1982, Active License, Real Estate, Housing and Land Use Community
- Revenue Authority of Prince George's County, 2021 – Present, Board Member
- Bladensburg Redevelopment Advisory Group, 2019 - Present
- Housing Association of Non-profit Developers, 2009 - Present, Board Member
- NAIOP, 2017 - Present
- Women of Color in Community Development, 2012 – 2016, 2020
- Urban Land Institute, 2017 - Present, Member of Urban Revitalization Council, ULIW Innovation and Technology Initiative Council and ULIW Full Member Engagement Committee
- Purple Line Corridor Coalition, Housing Accelerator Action Team, 2017 – Present
- CRE Finance Council, 2017- Present
- District of Columbia Housing Preservation Strike Force (Mayoral Appointee), 2015 - 2016
- African-American Real Estate Professionals, 2012 -2016
- National Council of State Housing Agencies, 2009 - 2016
- National Association of Local Housing Finance Agencies, 2009 - 2016, Board Member
- National Association of Bond Lawyers, 2009 - 2016
- University of Maryland Colvin Institute of Real Estate Development Council of Advisors, 2008 - Present
- Freddie Mac Affordable Housing Advisory Council, 2014 - 2016
- National Association of Housing and Redevelopment Officials, 2006 - 2009
- Council of Development Finance Agencies, 2006 - 2009, Member, TIF Steering Committee
- Mayoral Appointee as Trustee, D.C. Retirement Board 1996 - 2000, Chair, Investment Committee
- National Association of State Treasurers, 1988 - 1996
- National Association of State Auditors, Comptrollers and Treasurers, 1988 - 1996, Board Member

PUBLICATIONS

- Real Estate Review, Volume 37, Number 4, 2008. Article entitled, "Downtown Transformation Through Tax Increment Financing: The Gallery Place Project". Published by Thomson Reuters/West.