



Neel A. Shah

Director, Acquisitions ■ Structured Finance

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As director for Enterprise Community Investment, Inc. (Enterprise), Mr. Shah is responsible for originating, underwriting and closing investments in market-rate real estate projects, primarily mezzanine debt investments in multifamily developments, and financings for mixed-use projects utilizing New Markets Tax Credits. Since joining Enterprise in early 2005, Mr. Shah has closed and managed both new construction and rehabilitation project transactions totaling over \$75 million.

Previously, Mr. Shah's career in finance and real estate included positions with Salomon Brothers' investment banking division in New York and Hong Kong, where he worked on structured financings for large-scale infrastructure and natural resource projects. Subsequently, Mr. Shah joined an emerging markets private equity fund where he was involved in structuring, underwriting, and closing investments in \$100 million of wastewater treatment projects.

After completing his MBA, Mr. Shah worked in the Tenant Representation Group of Jones Lang LaSalle, a global real estate services firm. Prior to joining Enterprise, Mr. Shah served in the asset management group of General Growth Properties (formerly The Rouse Company), where he participated in the underwriting of retail property investments and was involved in the conception and management of \$200 million in expansion and redevelopment projects.

Mr. Shah received a BS with concentrations in applied mathematics/economics and civil engineering from Brown University. He also holds an MBA from the Kellogg School of Management at Northwestern University and a certificate in culinary arts from the Natural Gourmet School of Cookery in New York City.

Enterprise is a leading provider of the development capital and expertise it takes to create decent, affordable homes and rebuild communities. Enterprise leverages low-income housing, new markets and historic rehabilitation tax credits; short and long-term debt; and development services to capitalize projects that make a catalytic difference in communities. Over the last 25 years, Enterprise has privately raised over \$7 billion to finance more than 200,000 affordable rental and for-sale homes, create vital communities and help transform the lives of low-income Americans, particularly those at the lowest end of the economic scale. Currently, Enterprise is investing in communities at a rate of nearly \$1 billion a year. Visit www.enterprisecommunity.com or www.enterprisecommunity.org to learn more about Enterprise's efforts to build communities and opportunity.