



THE VECINO GROUP
Housing for the greater good.

Sharon D. Guest

PRESIDENT OF AFFORDABLE HOUSING, SOUTHEAST DIVISION

ABOUT

As a 20+ year veteran in the affordable housing arena Sharon has been involved in the financing and development of more than 45 affordable housing projects with total development costs exceeding \$550,000,000. In her role, she oversees the strategic direction and operation of the southeast region which includes Georgia, Alabama, South Carolina, North Carolina, Florida and Tennessee. She also provides advisory services for non-profits seeking to do development.

EXPERIENCE

- 2019–PRESENT** **President Affordable Housing, Southeast Division**
THE VECINO GROUP
Leads and oversees strategic development of affordable housing in the southeast region of the US, as well as uses industry experience to guide our team. Works with syndicators, lenders, federal & state agencies and internal team on developments, from inception to completion.
- 2016–2019** **Senior Vice President**
THE BENOIT GROUP, LLC
Oversaw the real estate development operations in the southeast division. Closed four 4% LIHTC/Tax-exempt bond/FHA transactions in under 3 years, totaling more than \$120MM in total development costs.
- 2011–2016** **President/Vice President**
HOUSING DEVELOPMENT CORPORATION OF DE KALB/HOUSING AUTHORITY OF DE KALB
Served dual roles, Vice-President of the Housing Authority of DeKalb County and President of the Housing Development Corporation of DeKalb County, the non-profit arm of the Authority. Provided strategic direction for all real estate transactions for the Housing Authority, including the repositioning of assets and converting the Authority's portfolio of public housing units to RAD. The Authority's conversion was the 2nd RAD closing in the country and the first of its size, to convert all its public housing units under the RAD Demonstration. Leveraged 200 public housing units into more than 500 new construction mixed-income units, totally over \$80MM in total development costs.

SKILLS

- > Strategic/Master Planning
- > Development Project Management
- > Real estate financing to include public & private funding
- > Public & Private Partnerships
- > Operations and Personnel Management
- > Community Engagement/Development

EDUCATION

- Bachelor of Arts in Speech Communications**
THE UNIVERSITY OF GEORGIA
- ULI Center for Leadership**
CLASS OF 2020