

R G A

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Raymond A. Gabriele, AIA

Comprehensive experience in real estate development, investment, planning and design, with expertise in project planning, feasibility, acquisition underwriting, fund raising, investor relations and capital coordination from project conception to close out. Significant experience in design, planning and market analysis that ensures distinctive and successful development efforts. Recognized for ability to leverage design, management and analytical skills to collaborate across multiple functions and deliver competitive, high-performing projects.

Education

MDesS 2013, with Distinction, Urbanism and Real Estate, *Harvard University*

B.ARCH 2009, *Rhode Island School of Design*

BFA 2008, *Rhode Island School of Design*

Economics and International Policy 2009, *Brown University*

Professional Experience

Real estate development, investment and management firm with a focus on multifamily, single family and commercial assets across Texas and the Southwest.

- Market and financial feasibility analysis, master planning and design oversight, brokerage and capital coordination of 250,000sf mixed-use retail center in Katy Texas.
- Feasibility analysis, master planning, public-private partnership negotiation oversight and consultant oversight for 300 room, four star hotel-conference center in Katy Texas.
- Market analysis, entitlement oversight, design coordination and capital coordination of an 11 acre, 312 unit, class-A multifamily development in Rosenberg Texas.
- Feasibility analysis, master planning, municipal negotiations and fund raising for a 60 acre mixed use commercial retail center in Katy Texas. Optimized proposed product mix and master plan while assisting in the negotiation effort and creation of a new public-private partnership for the development.
- Feasibility analysis, master planning, entitlement oversight and equity and partnership structuring for 274 unit multi-family property on historic, infill site in Sugar Land Texas. Successfully lead design effort to address challenging political, environmental and financial obstacles of the site.
- Master planning, design and feasibility modelling for 65 unit, mixed-use affordable housing development and community center in Houston's Third Ward.
- Consultant oversight, capital coordination, debt structuring and sales management of a 193 residence, 50 acre single-family subdivision in Houston's Energy Corridor. Increased sales traffic in community and shortened overall land development time frame by expediting permitting process, redesigning overall unit mix and modifying community's overall amenity package.

Vice President
Real Estate Development
Sueba USA Corporation
Houston TX
2018-Present

Manager
Real Estate Development
Sueba USA Corporation
Houston TX
2013-2018

Smart Growth Analyst
Metropolitan Area Planning
Council, (MAPC)
Boston MA
2012-2013

Research Analyst
Affordable Housing Institute
Boston, MA
2013 (Spring Semester)

Design Consultant
INVIVIA Inc.
Cambridge MA
2012 (Summer)

Regional planning and policy agency focusing on housing, transportation and urban development coordination across eastern Massachusetts.

- Developed new trade area analysis strategy for streamlined, in-house assessment of market impacts of municipal zoning and coding changes.
- Lead policy research effort focusing on growing jurisdictional conflicts latent in housing and infrastructure development occurring between Boston Metros to better assess opportunities and weaknesses in municipal development incentives and zoning restrictions.
- Developed new analytical strategy for assessing proposed changes to a number of State environmental policies, including expansions in urban runoff and storm sewer fees.

Non-profit, policy consulting and research firm specializing in residential real-estate development and housing policy in under-served markets around the world.

- Lead research effort of a construction typologies study and capital needs assessment for informal housing settlements in Nairobi Kenya. Research documented existing construction and financing operations for common housing settlements in Nairobi and explored opportunities for formalization and value creation.

Think-tank and consulting agency specializing in the study of corporate innovation, user experience and concept design within the finance, real estate and technology sectors.

- Managed research of the strengths, weaknesses and opportunities for the creation and implementation of new technological work spaces and new client interface software for a large U.S. based asset management firm. Successfully helped client better evaluate space and equipment needs and helped redesign their original space and workflow strategy.

Design Associate
DaSilva Architecture Inc.
Santa Fe NM
2009-2011

Professional Experience (Cont'd)

Boutique architecture firm specializing in custom, sustainable design of residential and small institutional and commercial projects across the Southwest.

- Managed schematic design development and construction administration of a private, solar-powered observatory and conference facility in Cerrillos New Mexico. Ensured on-going program and scope changes maintained consistency with original design intent and budget throughout the design and construction process.
- Assisted in development of commercial and residential competition entries and project publication submittals across professional media.

Design Manager
RISD-Brown Solar
Providence, RI
2008-2009

Academic and professional partnership between the Rhode Island School of Design, Brown University and corporate sponsors focused on the design and construction of new, sustainable housing prototypes.

- Lead the conceptual design and design development of an off-grid, solar-thermal powered pavilion for the Roger Williams Park and Zoo in Providence Rhode Island.
- Assisted in the marketing and fund raising efforts for the project with local partners and corporate sponsors.
- Helped to secure additional ongoing funding for research and development from academic partners and alumnae to expand the scope of the program.

Intern Architect
Donald Powers Architects
Providence, RI
2007 (Summer)

Architecture and urban design firm specializing in urban, mixed-use planning and design projects across the country.

- Assisted in the development of new master plan for the adaptive reuse of derelict East Providence block into new affordable housing community.
- Oversaw documentation of existing conditions and site due diligence process for master planning workshops. Provided assistance with visioning process for new comprehensive plan for Jamestown Rhode Island.

Intern Architect
J.P. Franzen Associates
Southport, CT
2004-2006 (Summers)

Architecture firm specializing in luxury residential and boutique commercial design across the New York Metro area.

- Assisted with conceptual design and due diligence for a number of custom residential projects in New York City and Connecticut.
- Documented and assessed existing conditions for prospective sites and coordinated the presentation process for clients and public meetings.

Professional Affiliations & Licenses

- Registered Architect, State of New York
- American Institute of Architects, AIA
- American Planning Association, APA
- Urban Land Institute, ULI
- Passive House Consultant, PHIUS 2010
- Houston Real Estate Council, HREC 2013-Present

Professional Skills

Real Estate Development, Real Estate
Valuation and financial analysis, Urban
Planning, Architecture and Urban Design,
Project Management, Sustainable Design

MS Office, MS Project, Stata, ArcGIS, AutoCAD,
Adobe Creative Suite

Additional Information

- Boys and Girls Club of Greater Houston career mentor.
- Provided planning, design and financial consulting services to Agape Development, a local community development organization in Houston's Third Ward for housing and community center programs.
- Participated as the professional advisor for the 2016 Gerald Hines-ULI urban design competition for one of MIT's student teams.
- Coordinating board member for the Cypress Creek Master Trails Committee, a non-profit committee focused on the design and construction of more effective biking and pedestrian trails in North Houston.
- Volunteer with the Southside Community Land Trust in Providence RI, a non-profit, neighborhood redevelopment organization, designing and participating in the construction of urban community gardens for residents of South Providence neighborhoods.
- Volunteer with the Mercy Learning Center, a non-profit education center for immigrant woman in Bridgeport CT, focused on teaching students to read and write English as well as assisting women find gainful employment upon their arrival to the United States.
- Certified PADI Advanced Open Water Diver
- Wine and Spirit Education Trust (WSET) Certified Sommelier