



RootSource LLC – Principal and Founder Marina Gitas Consulting

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Executive Profile and Mission Statement: I believe in working with business owners to optimize their business model, by personalizing my focus based on your business needs. I'll do that by applying my 25 years of a well-rounded experience in accounting and finance with reputable and successful corporate companies to design presentations and financial analysis that will serve your specific business needs

Core Skills Create high level strategic presentations for investment opportunities • Extensive experience creating and analyzing budgets & forecasts • Develop operating agreements and business plans • Evaluate business vs competitor market • Experienced in getting to the bottom line, business decisions based on what your numbers tell you • Project Management set up • Recognized as a strong "team player" with a natural ability to establish consensus among cross-functional lines and getting the job done

Highlights of Professional Experience

2007 – Present *Forest City Realty Trust, located in SE DC* **- Investment Reporting Regional Manager**
Key role: *Driving business decisions and attain project funding via analytical presentations to Executive decision makers. Portfolio of mixed use real estate development.*

- Oversight of regional financial reporting, analyzing how to improve the bottom line. On-going review of development vs budget variances, cash flow projections and annual budgets
- Create a dashboard of key measures designed to drive investment decisions - value creation, returns on cash, IRR, equity multiples, operating margins, identify financial risks, budget variances
- Design complex financial models emphasis on "telling the story" for each project
- Analyze scenarios of financial impact of income and expense drivers, aimed at driving decisions
- Evaluate buyout of partners by analyzing possible outcomes, weighing pros and cons
- Analyze key deal negotiations for partner buyouts, the result of one such analysis saved the company \$2M in a partner buy out
- Experience in reviewing business related legal agreements
- Create partner distribution waterfalls and promote structures for partnership agreements
- Experience in loan due diligence and refinancing efforts

1998 - 2007 *CarrAmerica Realty Trust, Washington DC* **- Asset Management – Finance Manager**
Key role: *Monitoring and reporting on key assets*

Portfolios in DC (4.5 SF), Northern/Southern California (7.8M SF) and Seattle/Portland (2M SF). Property types consisted of high rise/campus office, biotech, primarily class-A full service and triple net.

- Improve financial performance through early detection of financial risks and managing actual vs budgets, cashflow projections. Provide recommendations to stay on track with projections
- Quarterly and annual review of 6 regional budget projections

- Evaluating scenarios to optimize asset value. Timing of capital improvements vs income projections. Develop five year capital plan
- Prepare key business measure reports, including NOI, run rates

2001 – 2004 CarrAmerica Realty Trust

- Director of Financial Planning & Analysis

Manage budget/forecast model (Hyperion Pillar). Ensure process efficiencies and data consolidation integrity across all regions. Participated in budget model design, testing and implementation across the company.

- Responsible for preparing consolidated budgeting and forecasting for the company. Assist in preparing annual budget and quarterly forecast presentations to senior executives
- Responsible for monitoring and reporting of capital plans, property acquisitions, dispositions
- Participated in implementation and design of new forecast model, testing, and training
- Manage & develop budget system procedural documentation, train and support program users
- Partnered with asset management & technical designers, in designing and implementing a leasing assumption web based application that facilitated forecasting for property managers
- Coordinate 3rd Party owners' property budget and forecast preparation

1999 – 2001 - CarrAmerica Realty Trust - Portfolio Accounting Manager, Special Projects/Process Improvement

Responsible for reviewing and reporting to external partners on 7 joint venture properties, coordinate with senior managers on deadlines for reporting, budgeting and tax issues. Work with Auditors on accounting reporting initiatives

- Key resource for implementing an enhanced monthly consolidation reporting package
- Consolidate & review all property variance explanations for senior management (~20 accountants)
- Review purchase and sale agreements and reconcile any accounting discrepancies
- Train Portfolio Managers on variance analysis. Manage a staff accountant

1998 – 1999 - CarrAmerica Realty Trust, Staff Accountant

1995 – 1998 - CFM Management Private-held Condominium Management; Mclean, VA, Senior Property Accountant

1994 – 1995 - First Washington Management, Privately-held Retail/Office; Bethesda, MD, Senior Property Accountant

Other Consulting Experience

- **One80 Salon - Develop Operating Agreement, create business plan for bank financing.**
- **Fiber9 – Develop financial statements for a start up to attain investor funding**

Education

2008 CPA Certificate, Licensed in Virginia #23666

1989 Bachelor of Commerce, Accounting McGill University, Montreal Que

1986 College Degree in Business Administration, Graduated with Honors Vanier College, Montreal Que

Professional Development

2000 JD Edwards training, FASTR Report Writing and Worldwriter

2001 Hyperion Pillar administrator budget training

1998 JAVA programming course

2005 & 2014 Argus Modeling training

Skills

- Fluent in English, French and Greek

Recent Projects – Driving decisions via Financial Analytics

The Yards SE DC (42 acres) - responsible for all aspects of financial modeling and budgeting on: Infrastructure, Commercial Office/Retail, Hospitality and Residential ground up development and redevelopment of historical buildings. Projected costs \$10-\$400M; consists of 1M square feet (sf) developed, 788K sf under construction & 3.2M sf predeveloped parcels

Co-developed The Yards Marina – 40 boat slips, ~\$3M project cost; participated in contractor meetings, negotiated operating agreement, ground lease agreement, contribution/distribution waterfall, approved initial operating budget

Waterfront Station JV partnership - reporting and analytics of development, leasing and sale of 640K sf Office/Retail/ grocery store for \$356M (\$556/SF) @ a 5.6% cap rate 2010. Participated in due diligence and buy out negotiations with partners on \$20M sale of two vacated office towers (440K SF) for conversion to 530 apartment units 2011. Developed value creation & complex waterfall results for executives which drove the “sell” over “hold” decision

Ballston Mall redevelopment responsible for compiling key financial models and metrics that drove redeveloping the project- 360K sf Retail and 406 unit residential rental tower. Partnered with the VP's of development, leasing and operations to develop NOI, cost projections, public infrastructure and JV partnership negotiations. Co-presented with developers final approved project, currently under construction (\$360M project cost, plus \$54M bond financed public improvements). Currently responsible for JV reporting, project cost reporting oversight, monitoring leasing updates and potential project risks. Partner with internal leasing team and brokers to review retail leases, compared to projections.