

Christopher T. Pierce

He/Him

PARTNER

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Chris utilizes strategic and impactful financing to revitalize communities through collaborative transactions.

Chris guides clients through complex real estate and finance transactions, focusing on leveraging tax credits and other incentives, including new markets tax credits (NMTC), historic tax credits and low-income housing tax credits, to achieve their unique needs. He is a trusted advisor for various organizations, including nonprofit and for-profit developers, investors, syndicators and lenders.

Chris represents all parties involved in tax credit transactions, from large institutional investors to community development entities and real estate developers. He also assists lenders in documenting and closing commercial real estate and asset-based loans.

Chris' extensive experience navigating intricate tax regulations ensures that projects meet all requirements while maximizing financial benefits. He also provides tailored solutions aligned with his clients' business objectives for acquiring, selling, financing and leasing office, retail, industrial and multifamily properties.

PRACTICES & INDUSTRIES

- Tax Credit & Impact Finance
- Real Estate & Public Finance
- Real Estate Development
- Real Estate Investment Trusts
- Public/Private Partnerships, Finance & Incentives

ADMISSIONS

- Missouri
- Illinois

EDUCATION

- Washington University in St. Louis, J.D.
- Carleton College, B.A., *magna cum laude*

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EXPERIENCE

Assisted a NMTC investor with \$16 million in NMTCs for affiliates of the investor and another community economic entity to fund qualified low-income community investments for Habitat for Humanity affiliates in Minnesota, North Carolina and Washington state.

Assisted a nonprofit developer in utilizing \$7.5 million in NMTCs and 10% federal historic tax credits to rehabilitate a historic YMCA building into a \$10 million performing arts center in Dallas, Texas. The transaction was structured using a master lease.

Assisted a community development economic entity in deploying NMTC allocation and related loans to finance the leasing, construction, equipping and operation of a manufacturing facility in Fargo, North Dakota.

Counseled a nonprofit and its qualified active low-income community business on \$13.66 million in NMTC loans to finance the construction and leasing of a 27,000-square-foot veterans' recovery center in Kansas City, Missouri, that provides housing, learning spaces and supportive services for men.

Guided bridge lenders in providing state low-income housing tax credit bridge loans to equity investors involved in the rehabilitation of low-income housing in St. Louis, Missouri.

Represented a for-profit developer's qualified active low-income community business in securing over \$6 million in NMTC loans to rehabilitate a historic building in St. Paul, Minnesota, for office and commercial use.

Advised an equity investor in utilizing nearly \$8 million from federal and state qualified equity investments to finance the development of a school in downtown St. Louis, Missouri.

RECOGNITIONS

Recognized in *The Best Lawyers in America*[®], 2019 – Present

PROFESSIONAL & CIVIC ACTIVITIES

American Bar Association

The Bar Association of Metropolitan St. Louis

St. Louis Ultimate

Grace Episcopal Church (Kirkwood, Missouri)

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- Endowment Committee

SPEAKING ENGAGEMENTS

"Using NMTCs to Build Housing," Novogradac Fall New Markets Tax Credit Conference, October 2024

"NMTC and Housing: A Curious Marriage," Novogradac Fall New Markets Tax Credit Conference, September 2023