

13-C-0625

First Reading

Committee _____
Date _____
Chair _____
Referred To _____

13-C-0002 1712
FINAL COUNCIL ACTION
 2nd 1st & 2nd 3rd
Readings
 Consent V Vote RC Vote

A COMMUNICATION BY COUNCILMEMBERS FELICIA A. MOORE, DISTRICT 9; C. T. MARTIN, DISTRICT 10; KEISHA LANCE BOTTOMS, DISTRICT 11; JOYCE M. SHEPERD, DISTRICT 12 AND H. LAMAR WILLIS, POST 3 AT-LARGE:

APPOINTING MR. J. WESLEY DANIELS, JR. TO SERVE AS A MEMBER OF THE DOWNTOWN DEVELOPMENT TECHNICAL ADVISORY GROUP (DDTAG). THIS APPOINTMENT IS SCHEDULED TO BEGIN ON THE DATE OF COUNCIL CONFIRMATION.

CONFIRMED BY
JUL 01 2013
COUNCIL

- CONSENT REFER
- REGULAR REPORT REFER
- ADVERTISE & REFER
- 1ST ADOPT 2ND READ & REFER
- PERSONAL PAPER REFER

Date Referred: 4/15/13
Referred To: CD/HR
Date Referred:
Referred To:
Date Referred:
Referred To:

Committee CDHR
Date 2/25/13
Chair Joyce M. Sheperd
Action Other
Fav, Adv, Hold (see rev. side)
Other

Members
Felicia A. Moore
C. T. Martin
Keisha Lance Bottoms
Joyce M. Sheperd
H. Lamar Willis

Refer To
COC

Committee
Date
Chair
Action
Fav, Adv, Hold (see rev. side)
Other

Members
Felicia A. Moore
C. T. Martin
Keisha Lance Bottoms
Joyce M. Sheperd
H. Lamar Willis

Refer To

Committee COC
Date 7/1/13
Chair Felicia A. Moore
Action
Fav, Adv, Hold (see rev. side)
Other

Members
Felicia A. Moore
C. T. Martin
Keisha Lance Bottoms
Joyce M. Sheperd
H. Lamar Willis

Refer To

Committee
Date
Chair
Action
Fav, Adv, Hold (see rev. side)
Other

Members
Felicia A. Moore
C. T. Martin
Keisha Lance Bottoms
Joyce M. Sheperd
H. Lamar Willis

Refer To

CERTIFIED
CERTIFIED
JUL 01 2013
ATLANTA CITY COUNCIL PRESIDENT

CERTIFIED
JUL 01 2013
Rhonda Douglas Johnson
MUNICIPAL CLERK

MAYOR'S ACTION

RECEIVED
OFFICE OF
MUNICIPAL CLERK *VJW*

2013 APR 10 PM 3:50



13- C -0625

ATLANTA CITY COUNCIL

H. LAMAR WILLIS
COUNCILMEMBER
POST 3-At-LARGE

55 TRINITY AVENUE, S.W.
SECOND FLOOR, WEST
ATLANTA, GEORGIA 30303
(404) 330-6041

CONFIRMED BY
JUL 01 2013
COUNCIL

April 2, 2013

Cesar C. Mitchell
President, Atlanta City Council
55 Trinity Avenue, SW
Suite 2900
Atlanta, GA 30303

Dear Council President Mitchell,

We would like to recommend the appointment of J. Wesley Daniels Jr. to the Downtown Development Technical Advisory Group (DDTAG). Mr. Daniels is a resident of Southwest Atlanta and an experienced real estate development professional. His knowledge of private capital markets, financial modeling, market analysis, and regional development activities would be a great asset to DDTAG.

Please find Mr. Daniels' resume attached for your further consideration.

Sincerely,

Felicia Moore

Felicia Moore
Councilmember, District 9

C.T. Martin

C.T. Martin
Councilmember, District 10

Keisha Lance Bottoms

Keisha Lance Bottoms
Councilmember, District 11

Joyce M. Shepherd

Joyce M. Shepherd
Councilmember, District 12

H. Lamar Willis

H. Lamar Willis
Councilmember, Post 3 At-Large

J. WESLEY DANIELS, JR.

[REDACTED]

[REDACTED]

REAL ESTATE DEVELOPMENT COMPETENCIES

Structuring Deals • Financial Modeling • Sustainable Development • Acquisitions
Commercial Real Estate • Negotiating • Underwriting • Entitlements • Construction Management
Complex Partnerships • Analytical Thinking • Relationship Builder • Master Planning

SUMMARY OF QUALIFICATIONS

- Proven real estate development track record having acquired and developed more than 1,100 multifamily housing units with development costs exceeding \$75 million dollars. Individual project budgets range from \$6 to \$23 million.
- Demonstrated experience in development management of multifamily housing communities; Responsible for overall development activities from the predevelopment stages to permanent loan conversion; Responsible for direct oversight of environmental due diligence, entitlements, permitting, and all third party professionals which include architectural & engineering team, interior designer, and general contractor.
- Extensive knowledge of private capital markets, financial modeling, market analysis and regional development activities. Extremely proficient in proforma development, deal evaluation and layered financing to include equity investments, construction financing, development subsidies and permanent financing. Expertise in Federal, state and local governmental housing programs and regulations including private/public partnerships (P3).

PROFESSIONAL HISTORY

DYNASTY CAPITAL PARTNERS, LLC – ATLANTA, GA | *Managing Director*
April 2013 – Present

Manage the marketing and capital raising efforts for a platform that includes real estate private equity funds, joint ventures and co-investments in single-asset and portfolio transactions focused on multifamily, mixed-use and hospitality investments.

- Develop and execute “opportunistic” investment strategy in the Southeast region
- Post-transaction management of investments including asset management and investor relations
- Devise investment and partnership structures
- Develop institutional equity investors and joint venture partners

HORIZON DEVELOPMENT PROPERTIES, INC. – CHARLOTTE, NC | *Senior Development Officer*
September 2008 – March 2013

Determine market and financial feasibility of new real estate opportunities; lead the development process which includes, but is not limited to, market and site identification, contract negotiations, entitlement, deal structuring and underwriting, relationship management with both internal and external partners; structure and close transactions for multifamily developments; monitor construction activities by coordinating lease-up activities with other departments; procure contractors to manage projects; oversee project budgets and managing day-to-day development activities.

- Developed first, USGBC LEED-Gold residential high-rise in North Carolina
- Developed 161-unit, residential high-rise that was awarded four, national development awards
- Secured over \$10.0M in real estate development grants
- Secured increased entitlements for strategic development tracts within company's portfolio
- Developed the company's conventional, multifamily investment policy and strategy

DYNASTY HOLDINGS – ATLANTA, GA | *Managing Principal*

January 1998 – July 2008

Fulfilled the leadership role in the origination and execution of new commercial real estate investments.

- Secured \$2.8M federal and state tax incentive
- Secured \$1.1M equity award from local development agency
- Sourced and underwrote acquisition and development opportunities
- Lead, performed, coordinated predevelopment work such as preliminary architecture, site design, entitlements, subdivision and local government support
- Prepared and submitted financing packages including: tax allocation district (TAD) funds, development grants, construction financing, permanent financing, and other equity funding sources.
- Manage the closing process for new acquisitions including negotiating purchase and sale agreements, completing all necessary due diligence, and coordinating a closing team that includes attorneys, architects, engineers, and other third-party service providers.
- Developed and maintained constructive relationships with key market participants, such as: government officials, investment sales professionals, lenders, developers and investors.
- Directed asset management functions of the company's real estate portfolio and implement long-term growth strategy

ATLANTA HOUSING AUTHORITY – ATLANTA, GA | *Manager of Acquisitions / Sr. Development Manager*

July 2002 – November 2006

Identified, underwrote and acquired multifamily and vacant land assets in the Atlanta MSA. Developed and maintained relationships with owners and brokers to ensure deal/activity flow; sourced new acquisition opportunities that met investment criteria and prepared investment recommendations; investment property types included: core-plus, value-added and opportunistic deals.

- Responsible for identifying, underwriting, negotiating and structuring acquisition opportunities
- Developed the company's conventional, multifamily investment policy and strategy
- Prepared Investment Memoranda for the Investment Committee
- Coordinated all internal and external due diligence activities
- Secured debt and equity financing to facilitate acquisition and development activity
- Performed project management of multifamily developments through entire development

THE HANNIBAL GROUP, COMMERCIAL APPRAISERS & CONSULTANTS – ATLANTA, GA | *Sr. Associate*

October 1996 – December 1997

- Prepared detailed, cost analysis for public real estate acquisition projects: Atlanta Hartsfield-Jackson Fifth Runway Project and Atlanta Greenway Acquisition Project
- Prepared expert witness testimony for condemnation proceedings for Northyards Business Park
- Performed market research, financial and investment analysis for commercial developments
- Performed valuation and evaluation of multifamily, retail, office and industrial properties

SMITH REAL ESTATE SERVICES – ATLANTA, GA | *Associate*

September 1996 – October 1997

- Provided data analysis, sales forecasting and retailer profiles for Historic Westside Village
- Assisted in property assessment studies for Fulton County and DeKalb County
- Conducted feasibility for potential sites including entitlement, market analysis and financial analysis
- Perform sensitivity analysis to support acquisition and development decisions

UNDERGRADUATE INTERNSHIPS

TIAA-CREF – NEW YORK, NY

HAROLD A. DAWSON COMPANY, INC. – ATLANTA, GA

TURNER ASSOCIATES, ARCHITECTS & PLANNERS – ATLANTA, GA

April 1994– August 1996

- Assisted in the loan underwriting for office, retail, industrial and multifamily developments
- Identified direct and joint venture development opportunities for the company's investment portfolio
- Assisted in the asset management of commercial assets within the company's investment portfolio
- Assisted in the structuring and preparation of financing packages for investment committees
- Developed and implemented a real estate parcel tracking system for local municipalities
- Prepared detail and summary project reports for senior management
- Assisted in the preparation of project budgets, schedules, quality standards and project support
- Generated CAD construction documents based on A&E, structural and MEP specifications

EDUCATIONAL EXPERIENCE

Bachelor of Arts in Finance/Real Estate – 1997 (Cum Laude)

Morehouse College – Atlanta, Georgia

LICENSES, DESIGNATIONS & AFFILIATIONS

- Licensed Georgia and North Carolina Real Estate Broker
- Certified Commercial Investment Member (CCIM)
- IREM Certified Property Manager (CPM)

