

**13-C-0625 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. (HELD 3/26/13)**

**Review List:**

Office of the Municipal Clerk	Completed	04/22/2013 10:29 AM
Community Development & Human Resources Committee	Completed	05/10/2013 4:40 PM
Atlanta City Council	Completed	05/24/2013 4:06 PM
Community Development & Human Resources Committee	Completed	05/17/2013 12:00 PM
Community Development & Human Resources Committee	Completed	05/17/2013 12:00 PM
Community Development & Human Resources Committee	Completed	05/30/2013 2:38 PM
Atlanta City Council	Completed	06/05/2013 11:02 AM
Community Development & Human Resources Committee	Completed	05/30/2013 2:38 PM
Atlanta City Council	Completed	06/11/2013 11:28 AM
Community Development & Human Resources Committee	Completed	06/13/2013 10:53 AM
Community Development & Human Resources Committee	Completed	06/24/2013 5:00 PM
Community Development & Human Resources Committee	Completed	06/26/2013 2:23 PM
Committee on Council	Pending	
Atlanta City Council	Pending	

**HISTORY:**

04/30/13 Community Development & Human Resources Committee HELD IN COMMITTEE

<b>RESULT:</b>	<b>HELD IN COMMITTEE [UNANIMOUS]</b>
<b>MOVER:</b>	H. Lamar Willis, Vice Chair
<b>SECONDER:</b>	Joyce Sheperd, Chair
<b>AYES:</b>	Sheperd, Hall, Shook, Winslow, Young Jr., Willis

05/06/13 Atlanta City Council REFERRED WITHOUT OBJECTION

<b>RESULT:</b>	<b>REFERRED WITHOUT OBJECTION</b>
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05/14/13 Community Development & Human Resources Committee HELD IN COMMITTEE  
Next: 05/28/13

<b>RESULT:</b>	<b>HELD IN COMMITTEE [UNANIMOUS]</b>	Next: 5/28/2013 12:30 PM
<b>MOVER:</b>	H. Lamar Willis, Vice Chair	
<b>SECONDER:</b>	Joyce Sheperd, Chair	
<b>AYES:</b>	Sheperd, Hall, Shook, Willis, Winslow, Young Jr.	

05/20/13 Atlanta City Council REFERRED WITHOUT OBJECTION

**RESULT: REFERRED WITHOUT OBJECTION**

05/28/13 Community Development & Human Resources Committee

06/03/13 Atlanta City Council REFERRED WITHOUT OBJECTION

**RESULT: REFERRED WITHOUT OBJECTION**

06/11/13 Community Development & Human Resources Committee

06/17/13 Community Development & Human Resources Committee REFERRED WITHOUT OBJECTION

**RESULT: REFERRED WITHOUT OBJECTION**

06/25/13 Community Development & Human Resources Committee FILED

**RESULT: FILED [4 TO 0]**  
**AYES:** Joyce Sheperd, Kwanza Hall, Howard Shook, Cleta Winslow  
**ABSENT:** Ivory Lee Young Jr.  
**AWAY:** H. Lamar Willis

Certified by Presiding Officer	Certified by Clerk

**COUNCILMEMBERS FELICIA A. MOORE, C.T. MARTIN, KEISHA LANCE  
BOTTOMS, JOYCE M. SHEPERD AND H. LAMAR WILLIS**

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*Clarence T. Martin Jr*  
Clarence "C. T." Martin, Councilmember

*H.L. Willis*  
H. Lamar Willis, Councilmember, Post 3 at-Large

*Joyce M. Sheperd*  
Joyce Sheperd, Councilmember, District 12

*K. Bottoms*  
Keisha Lance Bottoms, Councilmember, District 11

*Jelicia A. Moore*  
Jelicia A. Moore, Councilmember, District 9

13-C-0625

First Reading

F.19.a

Committee \_\_\_\_\_  
Date \_\_\_\_\_  
Chair \_\_\_\_\_  
Referred To \_\_\_\_\_

FINAL COUNCIL  
 2<sup>nd</sup>  1<sup>st</sup> & 2<sup>nd</sup>  3<sup>rd</sup>  
Readings  
 Consent  V Vote  R Note

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.

- CONSENT REFER
- REGULAR REPORT REFER
- ADVERTISE & REFER
- 1<sup>ST</sup> ADOPT 2<sup>ND</sup> READ & REFER
- PERSONAL PAPER REFER

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

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

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

CERTIFIED

MAYOR'S ACTION

Attachment: 13c0625 (1717 : 13-C-0625)

RECEIVED  
OFFICE OF  
MUNICIPAL CLERK *VSW*

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

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*  
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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

Attachment: 13c0625 (1717 : 13-C-0625)

**J. WESLEY DANIELS, JR.**

[REDACTED]

[REDACTED]

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### 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

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### 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

Attachment: 13c0625 (1717 : 13-C-0625)

**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)