

## DEVELOPMENT TEAM



### DAVID LAURENCE HOWELL | Real Estate Development Manager

David has 25 years of experience in the acquisition, disposition, operation, development and redevelopment of residential and commercial real estate. Over his career, David has directed the investment activity of more than 2.3 million square feet of commercial real estate and 1,500 units of residential real estate in various parts of the United States. David has successfully worked with institutional investors, non-profits organizations, private developers and real estate investment firms to develop well - reasoned and comprehensive investment and development strategies.

David held the Director of Real Estate and Asset Management for Midtown Detroit Inc. ("MDI"). David assisted with a number of MDI development projects and worked closely with developers in the Midtown Submarket in the areas of site selection, capital stack formation and incentive strategies. Prior to joining MDI, David was the Director of Real Estate and Financial Services for the Detroit Economic Growth Corp ("DEGC"). David was responsible for the disposition of City owned commercial real estate, structuring real estate development projects and developing neighborhood redevelopment strategies. David was the architect of the City of Detroit's new underwriting guidelines for all property tax abatements request and was responsible for underwriting development projects totaling over \$300 Million.

Prior to joining DEGC, David was Managing Director of Legacy Advisors, LLC, a Detroit based real estate advisory and consulting firm. Legacy provided a broad scope of real estate services to commercial and residential owners and developers within four practice groups: Asset Strategy, Development, Project Management and Asset Management. During David's tenure as Managing Director of Legacy, he consulted on over \$180 Million of real estate development projects.

Prior to forming Legacy, David worked with Pinnacle as an Investment Manager where he directed the operation of a portfolio of affordable and market residential real estate. Before joining Pinnacle, David worked with a local developer as Director of Asset Management of a 500 unit portfolio of LIHTC multi - family and single family residential units, all of which are located in Detroit Michigan.

Earlier, David held the position of Vice President at Acquest Realty Advisors, a Bloomfield Hills based real estate advisor to union pension funds and other institutional investors where he was responsible for asset management of a \$100 million office, retail and residential portfolio located in Southeastern Michigan. David also held an asset management position with Capozzoli Advisory for Pensions, a Northville based real estate advisor to municipal pension funds and other institutional investors where he directed a \$60 million office, retail and industrial portfolio located in six states. David's contributions to the community include his past participation as a board member of the Alger Theatre board member past service to the Booker T. Washington Business Association and Franklin Wright Settlements. He has served as a head baseball coach in the Rosedale-Grandmont League and an assistant coach in Think Detroit Pal. He was also the Treasurer of the Michigan Wildcats Football team. David holds a Bachelor of Communication Arts Degree from Wayne State University in Detroit, Michigan. He is a lifelong resident of the City.

### EDUCATION

Bachelor of Communications  
Wayne State University

Midtown Detroit Inc. (MDI)  
Detroit, MI  
Director of Real Estate and Asset Management  
2017 - 2017

Acquest Realty Advisors  
Bloomfield Hills, MI  
Vice President, Asset Manager,  
2001 - 2005

### PROFESSIONAL MEMBERSHIPS

Michigan Wildcats Football Youth Club  
Art and Scraps  
Vanguard Community Development Corp. Ad  
Hoc East Grand Boulevard Historic District  
Franklin Wright Museum

Detroit Economic Growth Corporation (DEGC)  
Detroit, MI  
Director of Real Estate and Financial Services  
2015 - 2017

Capozzoli Advisory For Pensions, Inc.  
Northville, MI  
Asset Manager  
1996 - 2001

### HIGHLIGHTED PROJECT EXPERIENCE

Jefferson Chalmers Mainstreet Master Plan  
Detroit, MI

Legacy Advisors, LLC  
Detroit, MI  
Managing Director,  
2010 - 2015

### PROFESSIONAL EXPERIENCE

Jefferson East Inc. | East Jefferson Development Corporation  
Detroit, MI  
Real Estate Development Manager  
2019 - Present

Pinnacle  
Brighton MI  
Investment Manager  
2007 - 2010

Blue Rose Capital Partners, LLC  
Detroit, MI  
Managing Director,  
2018 - Present

Phoenix Development Group  
Detroit, MI  
Director of Asset Management,  
2005 - 2007

### SKILLS & PROFICIENCIES

Project Feasibility Analysis | Project Underwriting  
Financial Modeling | Market Analysis  
Equity & Debt Financing  
Development Budgets  
Public Incentives  
Project Management  
Property Management  
Asset Management  
Leasing & Marketing  
Portfolio Management  
Asset Repositioning  
Community Engagement  
Budgeting & Cost Controls  
Evaluating Bidding/Estimating Proposals  
Contractor Management  
Project Value Engineering  
Development Team Management  
Municipal Approval Process