

## **PROFESSIONAL EXPERIENCE**

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### **ELECTRA AMERICA, Southeast, Florida – Miami-Dade, Broward and Palm Beach, FL 1/23- Current**

#### **SENIOR MANAGING DIRECTOR – NEW DEVELOPMENT AND REDEVELOPMENT OF MAJOR MIXED-USE PROJECTS**

- Head of \$1.4Billion Redevelopment of 95-Acre Urban Infill Regional Mall located in South Miami-Dade County, Florida
- In Charge of new construction of 5,000 multifamily residential rental units, a 150-key hotel, 300,000sf medical office building, restaurants, retail and entertainment and redevelopment of 1 million sf of regional mall space.
- Lead team of architects, civil engineers, traffic engineers, general contractor, geotechnical, environmental engineers, land development of all necessary infrastructure, sequencing phased development, analysis of existing tenant lease restrictions.
- Review construction cost estimates, manage horizontal and vertical construction, spearhead discussions with local, regional and state government officials, negotiate public incentives including TIFs, TOD development rights, Mass Transit connectivity, reduction in parking requirements based on development matrix coupled with differing PM Peak Hour Trips.

### **NexMetro Communities, LLC. Florida, Georgia, N&S Carolina, Tennessee: Southeast U.S. 3/22-10/22**

#### ***REGIONAL MANAGING DIRECTOR, ACQUISITIONS, ENTITLEMENTS, DEVELOPMENT, CONSTRUCTION***

- Identify sites, perform due diligence, research comparable product, analysis of proformas, determine IRR
- Design communities, obtain entitlements (zoning, land use, environmental, permitting) for new construction of BFR product.
- Manage horizontal (design and installation of water, sewer, roads, storm water drainage) and vertical construction of stand-alone cottage residential communities (BFR) across the southeastern U.S.
- Manage architects, general contractors, surveyors, civil engineers, environmental engineers, traffic engineers.
- Negotiate and draft purchase and sale agreements, development agreements, AIA construction agreements.
- Manage and Supervise team including VP of Development, Senior Development Manager, Development staff, consultants across multiple projects, markets and states simultaneously.

### **BELMONT VILLAGE, SENIOR LIVING. State of Florida, Southeast U.S. 06/18-03/22 (3.8 Years)**

#### ***REGIONAL VICE PRESIDENT, ACQUISITIONS AND INVESTMENT***

- Acquire land and properties for the development of new construction of mid-rise luxury assisted living communities.
- Research and Identify properties via owners, developers, lenders, attorneys, brokers, investors.
- Negotiate business terms and draft legal provisions of all purchase agreements, joint venture agreements.
- Perform land and property due diligence including zoning, land use, infrastructure, impact fees, review title documents;
- Negotiate and draft development agreements' terms, solicit and revise vendors' proposals including engineers, surveyors, traffic and environmental consultants.
- Secure all necessary entitlements for development of luxury assisted living and memory care communities within high barrier to entry submarkets throughout entire state of Florida.
- Advise CEO and implement engineering and legal strategies to minimize risk on all acquisitions and development issues.

### **MOISHE MANA – BILLIONAIRE DEVELOPER - Miami, FL**

**05/14-06/18 (4.5 Years)**

#### ***VICE PRESIDENT, REAL ESTATE AND DEVELOPMENT and IN-HOUSE COUNSEL***

- My leadership, legal knowledge and development experience yielded \$160 Million Dollars of net profit in 18 months.
- Acquisitions of land and building portfolio, including drafting purchase agreements, drafting & enforcing commercial leases,
- Spearheaded entitlements for 9.7 Million Square Feet of Multifamily Residential Towers, Office, Commercial, Light Industrial, Hotel and Retail spaces (all required zoning, land use, permits).
- Grew property portfolio from 8 acres to 40 acres of urban infill and 1 million square feet of office and commercial buildings, becoming the largest property owner in Miami, Florida.
- Managed property management team on all multifamily residential, commercial, office, retail and industrial properties.
- Personally lead all public hearing approvals for land use changes, zoning changes, site plan approvals, platting.
- All entitlements and approvals for 49-Story, 300-unit Multifamily Residential rental project in Miami for "Micro Units".
- Direct and manage environmental engineers on remediation of environmentally polluted properties, manage architects, engineers, outside legal counsel and contractors.

**JONES WALKER – MULTI-STATE REGIONAL LAW FIRM, Miami FL****04/13-04/14***SENIOR LEGAL COUNSEL**\*Accepted Position with Billionaire Developer*

- Attorney in charge of commercial real estate transactional and development practice.
- Successful clients' projects included multifamily residential apartment buildings, including Mid to High Rise Condominiums, Commercial and Mixed-Use Projects
- Acquisitions, Zoning, Land Use, Entitlements, Leasing, Purchase Agreements, Development Agreements, Condominium Documents, Environmental Permitting, Variances, Site Plan Approvals, Platting, Unusual Uses, Coastal Construction Control Line and all other development related legal issues.

**FISCHER HOMES – MAJOR MIDWEST HOMEBUILDER, KY, OH****1/12-04/13***VICE PRESIDENT of PLANNING & ZONING*

- Directed all due diligence, acquisitions, title, financing, zoning, land use, development, permits and entitlements for entire company. Included single-family and multifamily residential products and master planned developments.
- Drafted purchase agreements, condominium documents, covenants, easements, development agreements, CC&Rs, HOA documents, leases, architectural design guidelines and restrictions.
- Successfully worked with city, county, regional, state and federal authorities and private stakeholders, obtaining entitlements.
- Acquired environmental permits including Nationwide and Individual Permits from the U.S. Army Corps of Engineers.

**Real Estate Attorney and commercial real estate development****3/09-10/11 (2.5 Years)**

- Residential and commercial development (multifamily and single-family residential) and acquisitions work included: site identification, site plan review, assessment of environmental conditions, utilities, elevations, water, sewer, electrical capacity; budget creation, invoice review, budget management, procuring entitlements including municipal and county land use, zoning, traffic concurrency; managing engineers, consultants, attorneys, architects and general contractors.
- Supervised construction of retail stores from ground breaking to close-out, and acted as liaison to client to provide regular progress reporting and coordinated problem resolution.
- Maximized property's development rights (i.e. FAR, Density and Height), realizing properties' "highest and best use".
- Drafted purchase and sale agreements by conditioning hard money deposits on obtaining entitlements and thereafter obtaining all necessary zoning, land use, environmental and regulatory approvals.

**M I HOMES – MAJOR U.S. HOMEBUILDER, FL****1/06 – 3/09 (3.3 Years)***Vice President and In-House Counsel**\*Division Closed During Great Recession*

- Single and Multifamily Residential Homebuilder: Acquisitions, Due Diligence, Entitlements (land use, zoning, environmental permits, approvals, variances before quasi-judicial boards) and Land Development for local, county, regional and state agencies in connection with Master Planned Communities for Miami-Dade County, Broward, Palm Beach counties.
- Approvals and development of 150-acre, 200 home and 200 Multifamily gated community in Palm Beach Gardens, Florida.

**CENTEX DESTINATION PROPERTIES. Las Vegas, Colorado, Palm Springs, Seattle 4/03 – 1/06***Vice President of Acquisitions, Entitlements & Development*

- Major Mixed-Use Development Projects: Managed and oversaw acquisition and entitlements for hotel resort and luxury destination properties including Colorado ski and golf resorts, Las Vegas hotel, casino, Multifamily, Mid and Highrise Condominiums and commercial mixed-use properties on Las Vegas strip, resort properties in Palm Springs, CA, San Francisco, Seattle and Arizona.
- Negotiated, drafted purchase agreement of 18 acres directly on Las Vegas Strip, obtained entitlements for 2 sixty-story condominium high rises, 50,000sf casino, 200,000sf of commercial and retail space that flipped for \$100 million dollar profit in 12 months (the former "Westward Ho" site directly on the Las Vegas strip. Lake Las Vegas Multifamily condo sales.

**PARTNER, FERRELL LAW FIRM, Miami, FL****1/01 – 4/03 (2.3 Years)***Head of Firm's Real Estate, Land Use, Zoning & Development Department*

- Real Estate and Development Attorney to Billionaires and multi-billion dollar corporations: In charge of Victory Posner's entire real estate portfolio including 3.6 million square feet of oceanfront luxury high-rise condominium and resort development; 800 acres of land near Orlando developed into 1,000,000sf of retail shops, 1,200 single-family homes and Multifamily mid-rise rental and condominiums, 2 branded hotels and office buildings within a major Development of Regional Impact (DRI).

**SHUTTS AND BOWEN LLP. Southeast, FL****10/98 - 12/00***Attorney - Real Estate, land use & zoning*

- Negotiated lease between Miami Heat, City of Miami and Miami-Dade County, obtained zoning, land use, environmental and permitting for American Airlines Arena for NBA's Miami Heat.
- Timeshare legal documentation and issues resolved for Marriott Vacation Club (Orlando). All approvals for Il Villaggio (Multifamily Residential) condominium on Miami Beach's last beachfront parcel East of Ocean Drive.

**BERCOW & RADELL, P.A Miami, FL****3/97 – 10/98***Attorney - Land use & zoning*

- Practiced in zoning, land use, environmental law. Spearhead public hearing presentations, including community councils, county plat committee, county commissions and city councils.
- In-depth experience preparing and applying analyses of compatibility of proposed developments versus surrounding land uses for public hearings.

**EDUCATION**

University of Florida: Juris Doctorate (J.D.) Lawyer

Bachelor of Science in Electrical Engineering (B.S.E.E.)

**PROFESSIONAL LICENSES**

Active Member of Florida Bar; Active Florida Real Estate Sales License

**SKILLS**

Lexis/Nexis, Municode, Title Searches, Excel, Powerpoint, ZONDA, MLS, MS Project, Underwriting, Financial Analysis, Site Acquisition, Land Development, YARDI, Zoom, Property Management, Equity, Debt, Capital Stack.