

David William MacPhail

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http://www.davidmacphail.net

**ACQUISITIONS & PRE-DEVELOPMENT DIRECTOR
REGISTERED ARCHITECT
CONSTRUCTION MANAGER
LEED ACCREDITED PROFESSIONAL**

EXECUTIVE PROFILE

10 years senior-level of concept-to-completion development, acquisitions, architectural design, and construction management experience with complex, large-scale, sustainable, mixed-use real estate development projects valued over one billion dollars

Notable Projects:

- Ritz Carlton Hotel and Condominium Tower, Dallas, TX - \$350 million hotel and condo development
- 112 Central Park South, New York, NY - \$185 million residential/retail development (ground lease)
- 1393 York Avenue, New York, NY - \$125 million residential and institutional development (ground lease)
- Master Plan of Heiligendamm Golf Resort, Germany

Areas of Expertise:

| <u>Acquisition</u> | <u>Due Diligence</u> | <u>Site Selection</u> | <u>Construction Management</u> |
|-------------------------|----------------------|------------------------------|-----------------------------------|
| Arrange Debt and Equity | Underwriting: | Building Type | Budget Monitoring |
| Broker Relationships | Hotel | Create Building Envelopes | Building Codes |
| Budgeting | Mixed Use | Market Demographics | Construction Documents |
| Conceptualization | Office | Draw Floor Plan Studies | Employee Management |
| Contract Negotiation | Residential | Architect and Design Process | LEED Design |
| Financial Analysis | Retail | Market Analysis | Project Scheduling |
| Ground Lease Experience | Proforma Development | Site Assessment | Specifications |
| On-Site Visits | Argus | Square Foot Calculations | Value Engineering |
| Tenant Negotiation | Excel | Zoning & Entitlements | Work with 3 rd Parties |

WORK EXPERIENCE

Senior Project Manager

University of Virginia

December 2008- Present

1224 Jefferson Park Avenue, Charlottesville, VA 22903

www.virginia.edu

Responsibilities: Initiation to completion of renovations within the medical center- create scope, schedules and budgets; select architects, engineers and contractors; review proposals and contracts, review drawings and specifications; value engineering; manage LEED certification; relocate tenants and equipment; material selection; maintain environmental quality; construction management; close out contracts

Accomplishments: Implement LEED certification for projects, organize grant proposal for National Institute of Health

Property types: Health Care, hospitals, laboratory, medical school

Properties

- University Hospital Radiology – Construction beginning in August 2009. This \$20MM renovation consists of 34,000 GSF and involves a multi-phase gut renovation to create a state of the art radiology department. This entailed maintaining a working hospital while relocating doctors and patients, maintaining environmental quality and renovating spaces
- Medical Research Building 4 – Construction beginning in August 2009. This \$3MM renovation consists of 7,000 GSF and involves the complete demolition and renovation of research space to create modern teaching and research laboratories.

Director of Acquisitions and Pre-development

Anbau Enterprises, Real Estate Development

June 2004- February 2008

206 Fifth Avenue, New York, NY 10010

www.anbauenterprises.com

Responsibilities: Acquisition to completion of developments- concept, zoning analysis, create building envelopes, floor plan studies, square foot calculations, market analysis, creating and manage budgets, negotiating purchase contracts, negotiating leases, hire architects, manage design, LEED accreditation, arrange financing-equity, senior debt, and mezzanine funding, tenant negotiations, construction management, scheduling

Accomplishments: Improved acquisition team with enhanced spread sheets, expanded acquisition process, established relationships with leading brokers, introduced new finance structures and return structures, introduced additional means of acquiring financing, brought more options for architects and design diversity

Property types: Hotel, retail, residential, office, and mixed-use development and investment properties

Marketplace: New York, San Francisco

Properties

- 112 Central Park South – Ground lease purchased in the spring of 2004. The 27-story \$185MM cooperative consists of 155,000 GSF and involved removing the SRO tenant, demolishing the interior of the hotel, renovating the existing floors, Constructing 3 new penthouse floors. The retail was lease to an international chain and cooperative units are sold. Competed in the spring of 2006 and sold out in the spring of 2007
- 1393 York Avenue – Ground lease is under contract with the closing set for spring 2008. This 32-story \$125MM church/residential tower development consists of 140,000 GSF and involves, construct the new church, cooperative residential tower

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WORK EXPERIENCE -Continued-

- 124 West 23rd Street – Under contract with the closing in the summer of 2008. This 15-story \$65MM condo/ retail tower consists of 67,000 GSF and involves removing the retail and rent controlled tenants, demolishing the existing buildings, constructing the new retail and condominium tower, lease the retail space to national chain, and sell the condominiums
- 120 West 72nd Street – Purchased in March of 2006. This 16-story \$56MM condo/ retail tower consists of 60,000 GSF and involved removing the retail tenant, demolishing the existing building, and constructing the new condominium tower. The retail was leased to a national chain, and the condominiums are sold. Completion March 2008, Sold-out summer 2007
- 419 West 55th Street – Ground lease purchased in 2002. The 8-story \$10MM cooperative consists of 39,000 GSF and involved demolishing the interior, renovating the floors into loft style apartments, and constructing a new penthouse. The retail space leased to veterinarian and the units were sold. It was completed and sold-out in the winter of 2004

Project Manager

Robert A.M. Stern Architects

March 2002 - June 2004

460 West 34th Street New York, NY 10001

www.ramsa.com

Responsibilities: Design and construction of commissions- construction management; organize construction drawings; coordinate mechanical, electrical and structural components; manage budgets and schedules; negotiate contracts; analyze building codes, zoning regulations; correspond with clients, contractors and consultants; select materials; value engineering, design, manage employees

Accomplishments: Improved team performance through effective management of employees and third parties, maintained budgets and schedules, enhanced communication with senior partners, improved negotiation techniques

Property types: Residential, hotel, and hospital developments

Market Place: Germany, Canada, Dallas, Baltimore

Properties

- Ritz Carlton Hotel and Condominium Tower, Dallas Texas - 21-story \$350,000,000 development consists of 500,000 GSF of hotel, spa, conference center, and condominium tower
- St. Thomas Street Condominium, Toronto, Canada - 29-story \$155MM development consists of 217,000 GSF with 82 condominiums and subterranean parking
- Master Plan of Heiligendamm Golf Resort, Germany (Baltic Sea) - Master plan consists of 500 houses, 24 apartment buildings, a retail center, and a golf course
- Tacheles Condominiums, Berlin, Germany - 10-story development consists of 120,000 GSF with retail, condominiums, and subterranean parking. It was on hold by the developer
- Sheppard Pratt Mental Hospital, Baltimore, Maryland - 5-story \$100MM addition consists of 200,000 GSF and includes offices, patient rooms, and cafeteria

Assistant Project Manager

Davis Brody & Bond Architects

August 1998 - March 2002

315 Hudson Street, New York, NY 10013

www.davisbrody.com

Responsibilities: Design and construction of commissions- organize construction drawings; analyze building code and zoning regulations; manage budget; coordinate architectural and engineering drawings; correspond with clients, contractors and consultants; oversee construction; Select materials; value engineering; design

Accomplishments: Advanced two buildings from the beginning of design to completion, maintained drawings sets, managed the construction process of concrete and steel buildings

Property types: Residential, dormitory, academic, office, and institutional developments

Properties

- Polytechnic University Academic, Athletic Facility, and Dormitory, Brooklyn, New York - The \$75MM development consists of an 8-story 55,000 GSF gymnasium, classrooms and lecture hall, and an 18-story 80,000 sq ft dormitory
- Mount Sinai Medical School Dean's Office, New York, New York - This \$2MM renovation consists of 8,000 GSF of office and reception space for the dean and employees
- New York Public Library Addition, New York, New York - This 5-story \$80MM addition consists of 20,000 GSF with a lecture hall, classrooms, and offices

EDUCATION

New York University **Masters of Real Estate Finance**

New York, NY

Course work: Real estate finance, analytical techniques, real estate accounting, real estate law, capital markets, portfolio management, corporate finance, economics

University of Virginia **Bachelor of Science in Architecture**

Charlottesville, VA

Minor Architectural History

SKILLS

Excel, Argus, Word, Project, Power Point, AutoCAD, MicroStation, Adobe Illustrator, Photoshop, management & organizational skills

AFFILIATIONS

Manhattan Real Estate Network, , NYU Alumni Association, UVA Alumni Association, Mentor for Young Professionals, AIA, USGBC