

Dennis M. Davis, CCIM, CRE, CPM
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PROFESSIONAL EXPERIENCE

Boston Planning & Development Agency April 1996 – Present
Boston, Massachusetts

Senior Deputy Director Real Estate Leasing, Sales, and Acquisitions
July, 2022 - Present

Deputy Director Industrial Development & Commercial Leasing
June 2001 – June 2022

Senior Project Manager Industrial Development & Commercial Leasing
April 1996 – May 2001

The Boston Planning and Development Agency (formerly the Boston Redevelopment Authority) is the planning & economic development agency for the City of Boston, Massachusetts.

- Negotiate the lease of available industrial and commercial real estate located within the Raymond L. Flynn Marine Park (“RLFMP”), Charlestown Navy Yard (“CNY”), and other BPDA owned commercial properties.
- Successfully negotiated over \$1Billion in commercial real estate transactions including 99-year land leases, life science development, office buildings, industrial buildings, industrial and commercial development parcels, water-sheet, vessel berthing, retail, telecommunications antennae/fiber, easements, public accommodations, construction laydown, and air-rights
- Perform market research and financial analysis to competitively price BPDA commercial real estate for lease or sale
- Procure and review complex real estate appraisals and review for compliance with the Uniform Standards of Professional Appraisal Practices
- Procure and manage third party consultants including commercial real estate brokers, commercial property managers, and real estate appraisers
- Consult and advise on property management and operations of the RLFMP, CNY and other BPDA properties
- Represent BPDA at real estate industry forums
- Prepare reports, memorandum, recommendations and other materials for BPDA Board consideration
- Analyze return on investment for BPDA financed tenant improvements
- Prepare financial models to compare/contrast lease v. purchase opportunities
- Perform preliminary review of development proformas and operating cash flow
- Analyze and evaluate lease/sub-lease proposals for BPDA owned properties
- Represent City of Boston agencies negotiating office leases in privately owned properties
- Routinely make presentations to BPDA Board of Directors

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St. Louis Development Corporation

January 1992 – April 1996

St. Louis, Missouri

St. Louis Development Corporation is the planning & economic development agency for the City of St. Louis, Missouri

Real Estate Acquisition Specialist

- Purchased real property to consolidate development sites or to provide land for civic projects on behalf of the Planned Industrial Expansion Authority (“PIEA”), Land Clearance for Redevelopment Authority, (“LCRA”), and/or Land Reutilization Authority (“LRA”) of the City of St. Louis
- Provided financial analysis and estimated acquisition costs during the feasibility stage of development projects
- Marketed industrial zoned sites owned by PIEA and represented PIEA in negotiations with prospective purchasers, sellers, and developers
- Provided site location assistance to businesses seeking to locate to or expand within the City of St. Louis
- Represented City of St. Louis as member of the Industrial Exchange Committee of the St. Louis Association of Realtors Commercial Division

PROFESSIONAL DESIGNATIONS AND AFFILIATIONS

- Certified Commercial Investment Member (“CCIM”) designation received from the CCIM Institute. The CCIM Institute is a recognized affiliate of the National Association of Realtors
- Counselor of Real Estate (“CRE”) designation received from the Counselors of Real Estate
- Certified Property Manager (“CPM”) designation received from the Institute of Real Estate Management (“IREM”). IREM is a recognized affiliate of the National Association of Realtors
- Licensed Real Estate Broker in the Commonwealth of Massachusetts, License #9063969

EDUCATION

- Master of Public Administration, Southern Illinois University, Edwardsville, IL
- B.A. Political Science, University of New Hampshire, Durham, NH