

DAVID JONES - Curriculum Vitae

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Career Focus

Over 19 years experience working with large commercial development companies and maintaining a strong focus on acquisitions, including the sourcing of off market mid-high density development opportunities, market and site specific research and overseeing various stages of both the due diligence and municipal approval processes.

Please see additional attachment for more detailed information

Work Experience

Mar 2002- Present -- The Bridgeton Group Inc. - Director-Projects & Acquisitions
Currently employed by the Real Estate Development Firm.
Position entails the sourcing and evaluation of properties for potential future development or repositioning, compiling Canadian market analysis reports, and overseeing a range of services that encompass all areas of the development process.

Mar 1999- Feb 2002 -- Dayspring Phase 1 Ltd. - On-site Coordinator
Worked for the Developer/Builder on a 200 unit development.
Duties included compiling monthly status reports, processing purchaser finish choices and assisting with coordination of trades daily duties.

Additional Work Experience

Dec 2012- Feb 2015 -- DLC Commercial Advisors - Commercial Financing Advisor
Structured a specialized boutique broker team offering leading rates and service on all ranges of commercial mortgage products, pre-development and construction financing, mezzanine financing and creative commercial refinancing and take-out loan services.

Additional Training

Commercial Property & Finance Diploma	Graduated from an extensive course in Dallas, TX where training was received in all areas of Commercial Development and Financing, including acquisition of raw land and existing product, along with the redevelopment and re-financing of properties and non-performing mortgage notes. Also completed other Commercial Development courses focusing on the value added repositioning of various asset classes.
Scotia Mcleod	Completed a semester long co-op program with the investment firm. Assisted in carrying out various ad campaigns for brokers.
H.R.D.C Program	Was selected and graduated from an eight week business relations course run by Human Resources Development Canada.
Peel Regional Police	Graduated from a three month course focusing on bettering many areas of the community. Conducted by Peel Regional Police and The Brampton Safe City Association.
Casa Hogar Mexico	Completed six months of volunteer work for an orphanage in Reynosa Mexico. Moderate fluency in Spanish was obtained.

Work & Personal References Will Be Gladly Provided Upon Request

David Jones

Corporate Real Estate Development Experience

- Over 19 years working as Director of Projects & Acquisitions with The Bridgeton Group Inc., a Toronto based full service developer of mid-large scale residential, commercial and mixed-use projects throughout Ontario and the U.S. Since the 1970's, BGI and its principals have been involved with the development of over 21 million square feet of varying classes of commercial and mixed use real estate.
- Role encompasses involvement with all areas of the development process in including site due diligence and acquisitions, overseeing municipal approvals, the structuring of complex commercial financing scenarios, guiding trades during construction and implementing marketable exit strategies for completed projects.
- Sourcing and evaluating both off-market and listed acquisition and sales scenarios involving raw land & existing product, while carrying out various stages of the due diligence process.
- Creating added value by way of improving designated land uses and increasing density of property through municipal approvals including rezoning and official plan amendments.
- Sourcing and evaluating existing multifamily, retail, office and other commercial product for potential opportunities through repositioning, stabilizing through increased cash flows and lowered expenses, refinancing, master leasing and other value added strategies.
- Analyzing existing commercial product values by applying local market Capitalization Rates based on existing or stabilized Net Operating Income, and compiling and implementing comparative market analysis reports throughout Canadian and U.S. markets.
- Implementing an array of capital structures in relation to commercial finance and the various formations of the capital stack including, debt, equity, first and second mortgage positions, preferred equity, mezzanine financing, as well as cross-collateralization and pari-passu practices.
- Evaluation of various commercial listings and their financial position by analyzing current financial operating statements, balance sheets, rent rolls, lease agreements, NOI, and terms of any existing financing.
- Structure of various commercial financing scenarios and calculating different formulas and ratios Capitalization Rates, LTV, CLTV, LTC, DSCR, and ROI
- Work with industry professionals in order to source new development opportunities including REIT and Hedge Fund Acquisitions Managers, Commercial Realtors, Commercial Mortgage Brokers, Planning Consultants, Municipal Planners, Private Equity Investors, Architects, Construction Managers and Trades
- Used to compiling, reading and adhering to project cash flow proformas and budgets.
- BGI also served as development managers overseeing the \$17M Renovation of St. James Cathedral at Church & Adelaide in Toronto.
- Some recent involvement with BGI involved presenting to a class of 300 architectural and engineering students at Humber College.