

## **Affordable Housing Advisory Committee**

### **Applicant Package - Actively engaged as a not-for-profit provider of affordable housing**

Affordable Housing Advisory Committee - Actively engaged as a not-for-profit provider of affordable housing

**Term:** 01 Jul 2023 - 30 Jun 2027

**Positions Available:** 1

**Number of applicants in this package:** 1

- Weiss, David

**Name:** Weiss, David

**Address:** 2610 NW 43rd Street, Gainesville, FL, 32606

**Email:** dweiss@alachuahabitat.org

**Board Name:** Affordable Housing Advisory Committee

**Primary Phone:**

234-404-1221

**Please list any civic and professional accomplishments/honors, training or experience related to this appointment::**

Licensed Florida Contractor, Licensed Florida Real Estate agent, Purdue University Construction Management

**Please list any current/previous Advisory Board appointments:**

Habitat for Humanity State Board of Directors

**What Contributions do you feel you could make if you were selected to this board?:**

I have spent 30 years building affordable homes and understand what makes a home affordable. It starts with land desnity and useage, then with design and energy efficiency, then finance and lastly building the home affordably and efficiently. As an FYI, I cant see if my PDF copied as i can't open so please contact me if you cannot.

**Please Agree with the following statements:**

**I understand this application is the property of Alachua County and subject to public records laws. I hereby certify that the statements made on this application are true and correct. I understand that Appointees to advisory board/committees are required to attend scheduled meetings as specified in the "Guidelines for Citizen Advisory Boards and Committees". I understand that some boards and committees require Financial Disclosure (Chapter 112, Florida Statutes) and I am willing to file if required. I affirm that my personal and business (if applicable) affairs within Alachua County are in substantial compliance with all county regulatory and taxing authorities rules and regulations?:**

Yes

**Time of Submission:** 07/13/23 10:31:56 AM

**Attachments:**

- David Weiss Affordable Housing Specialist.pdf

## David H. Weiss

---

(239) 404-1221 ♦ [dweiss@alachuahabitat.org](mailto:dweiss@alachuahabitat.org)

### **Executive Summary**

**Florida and Michigan Licensed Residential Builder and Real Estate Broker.** A creative problem-solving executive with an entrepreneurial spirit. Highly self-motivated homebuilding professional with extensive experience locating, procuring, and developing through entitlements. Experienced at building high-volume affordable new home developments with a turn-key approach from land purchasing, through closing of the home on each lot. Strong technology skills, excellent communication and follow-up, and reputation for the ability to lead a talented team of people to meet company goals in the residential construction industry.

#### **President of Alachua Habitat for Humanity**

November 2019 – Present

Manage operations of the Alachua Habitat for Humanity, including the construction, purchasing and estimating department, and land development. Create all construction budgets, from streamlining the building process, locating and educating superior trade partners regarding company processes, and limiting variances by completing “root cause” analysis increasing housing affordability.

#### **Estimating and Purchasing Manager Consultant**

January 2015 – August 2019

Several local builders – Gainesville, Florida

Responsible for all construction budgets, material lists, and variance investigation, and solutions, on an activity-by-activity basis. Managed the purchasing and estimating department personnel staff members to increase effective communication with trade partners. Worked along with the sales team to implement new plan designs and improve existing ones. Strategically planned for future company growth opportunities by analysis of variances to creatively solve the issues moving forward. Work with sales staff, design studio staff, management team, and clients on pricing all options and change orders, including custom options in a cost-effective, profitable, and efficient manner. Reorganized and streamlined the estimating department in a time of growth, by converting current IHMS/ Marks System builder software from a “bid based” work order system, to a purchase order system using specific cost breakdowns based on quantity take-offs for material and labor.

#### **Residential Real Estate Broker**

August 2013 - January 2015

Premiere Plus Realty, Inc. – Naples, Florida

Sold over \$2 million of new construction residential real estate. Extensive use of the matrix software system through our broker. Located land parcels and estimated lot preparation costs for clients to build new homes, including **working extensively with environmental engineers on wetland mitigation issues including mitigation banking.**

#### **Executive Vice President**

April 2011 – August 2013

Turning Point Homes, LLC. – Southwest Lower Michigan

Worked with the owner to value-engineer and implement new floor plan designs for a start-up company. Managed the purchasing and estimating departments and set value-engineering goals in place to increase production efficiency, and lower hard costs leading to higher profitability; including buy-in from the management team, sales team, production staff, and trade partners. Provided cost details for each plan with quantity take-offs using Microsoft Excel. Calculated all base sales prices, lot premiums, options and change orders of each product and adjusted pricing to changing market trends. Met with the sales staff, and their clients, to finalize home contract price, including options, plans, lot selection and change orders. Hired staff for the new start-up, including administrative assistants, sales, field and accounting staff.

**Majority Owner and Managing Partner**

January 1995 – April 2011

Various Development Companies – Indiana & Michigan

Located parcels of land for development, including cost analysis, in two states, 5 counties, and 6 municipalities. Negotiated the purchase price, and take-down schedule of the land, and worked with accounting team to produce complete development budget and projections package for investors and lenders. Worked with civil engineers to design the neighborhood to maximize profit based on density, lots per linear foot of road and common areas; then negotiated with government officials through entitlements. Simultaneous with engineer and governmental approvals, worked with consultants to do a statistical analysis of market demand based on demographics and MLS data, then used data-driven information to produce value-engineered, community-specific plans with the architectural team to ensure sales success. Negotiated with the St. Joseph County Common Council, City of South Bend, and South Bend City Council members to approve a county-wide tax abatement for new developments. Collaborated with Looney-Ricks-Kiss for vision and planning of Mishawaka River Front Redevelopment Project. As appropriate, negotiated sewer reimbursement agreements for future compensation in exchange for extending the sewer and water to developments. Worked with the Vice President of Sales and her team, to maximize profits through premium home site pricing options. List of development projects on the last page.

**Education and Licensure**

- Purdue University – Bachelor of Science in Building Construction Management
- Licensed residential builder in Florida - #CRC1328135
- Licensed real estate broker in Florida - #BK3274796
- A graduate of the Bob Schultz New Homes Specialist Sales Manager and New Homes Specialist Sales Consultant training.
- Former NAHB Builder 20 Club member and one of the “Top 400 Builders in the Country”

**Software Experience:** Microsoft Office Suite; FAST/Constellation; ARGOS; IHMS/Marks; ARIS; Softplan CAD

**Relevant Development Experience:**

- Edgewater Dunes Brownfield redevelopment through the MDEQ; the City of St. Joseph, MI and Whirlpool Corporation. (originally 135 lots). Tax abatement property.
- Farmington Square---240 lot PUD lots in St Joe County. (SJC) featuring light commercial, multi-family, and single family.
- Mainstreet Villas-120 “single family cluster homes” of 6 per private cul-de-sac in the City of Mishawaka

- Lafayette Falls---1220 lot PUD in St Joe County. (SJC) featuring zero lot lines, single family, villas and cluster homes consisting of 5 parcels; options. Tax abatement property.
- Notre Dame Avenue redevelopment in the City of South Bend, Indiana
- Royal Oak Estate—32 lot bank workout in St Joe County. (SJC)
- The Villages of Southampton---48 cluster lots in the City of Mishawaka, Indiana
- Fieldgate Village—12 lot infill in New Carlisle, Indiana
- Norland Park---22 lot development partnered with the City of Mishawaka. They provided land and we developed the property and deeded 6 lots back to them for the building trades program.
- Cross Creek---220 single family lots in the City of South Bend.
- Woodfield Downs—162 single family lots in St Joe County. (SJC)
- Mallard Point---135 single family lots in St Joe County. (SJC)
- Harris Crossing---124 single family lots in St Joe County. (SJC)
- Farmington Hills—126 single family lots in St Joe County. (SJC)
- Lexington Glen—65 single family lots in St Joe County. (SJC)
- Southampton—145 lots in the City of Mishawaka
- Southampton East—65 lots in the City of Mishawaka
- Brookside—32 single family homes in Elkhart County.
- Audubon Woods---65 single family lots in St Joe County. (SJC)
- Crescent Oaks—75 single family lots in City of South Bend. (SJC) Tax abatement property
- Ridgemont---185 lots in the City of Mishawaka
- The Villages of Southampton---48 cluster lots in the City of Mishawaka, Indiana
- Hampton Woods---65 lot development in Elkhart County, Indiana
- Willowgate Trails—145 lot development in St Joe County. (SJC) Tax abatement property