



David E. Williams, Partner TWG, a WBE firm

David brings over forty years of real estate experience towards client service including work with a “Big Four” accounting firm prior to founding The Williams Group Real Estate Advisors.

Dave Williams has been a Massachusetts’s resident for over 40 years and during that time has served the architecture and real estate industry as an owner of an Amherst 30-person architectural firm and as a real estate consultant and financial analyst. Currently, he is co-founder and partner of The Williams Group Real Estate Advisors (“TWG”) as well as Archipelago Investments LLC, developer of private student and faculty residential with over \$100M in construction.

David, as founder TWG, his consulting firm that provides market, financial and development analysis for a variety of real estate services including, Transit Oriented Development and Brownfield projects in over 30 cities, is primarily responsible for the firms marketing, sales and client interface. David is responsible for Archipelago’s development strategies, project marketing and overall business development.

EDUCATION:

- Master of Architecture--Harvard University,
- Mention Tres Bien -- Ecole des Beaux Arts Fontainebleau
- Bachelor of Science in Architecture--University of Houston.
- Commissioned Officer in the Army Corps of Engineers: Army projects coordinator for the Northern Atlantic Division, responsible for \$80 million per year for military base construction.

PREVIOUS EXPERIENCE:

Senior Manager for Halcyon/ Ernst & Young, Manhattan:

- Responsible for building the Corporate Real Estate Consulting practice in corporate strategic occupancy planning, strategic land use planning, and asset repositioning projects;
- Managed projects using: Regional economic development; evaluation of development scenarios; investment analysis; business attraction; phasing strategies and highest and best use analysis.



- Notable assignments included World Trade Center Redevelopment Manhattan, Chase/Chemical Bank Manhattan Bank merger/RE disposition, Terminal One JFK retail programming, Aloha Tower Market Place Honolulu Retail Programming, and Prudential Center Boston redevelopment to mention a few.

Halcyon Real Estate Advisors, Senior Vice President:

- Prepared development strategies for offshore pension funds to reposition distressed retail properties.
- Responsibilities included development management, client representation and project coordination through the entire development and construction process.

Selected TWG Experience:

TOD Engagements:

- Meriden, CT: Downtown revitalization and TOD supportable programming
- Torrington, CT: Development programming and market analysis to support large development site near potential TOD
- New Haven Rail Corridor: Programming for 13 corridors stations
- Stamford Ferry Terminal: Market and financial analysis for terminal and TOD adjacent mixed use development
- SONO Rail Study: Market supportable programming for the station
- Rochester ITC: Market and financial analysis for 3 alternative sites and potential supportable TOD at each
- Poughkeepsie, NY Transit Center: Market and Financial analysis for TOD program at MTA station
- Haverhill, MA Transit Center: Market supportable programming, parking garage and 4 appraisals for the City of Haverhill
- St. George Ferry Terminal, Staten Island, NY: For NYEDC---Market Analysis and concessions programming for Ferry Terminal and Waterfront Attractions.
- LIRR Merrick, LI: Market and Demographic analysis for downtown revitalization study for the Town of Hempstead and LIRR
- Schenectady Intermodal Transit Center, Schenectady/Scotia Waterfront, NY: Market Analysis for the Waterfront redevelopment of a portion of the Erie Canal bordering on the City of Schenectady
- Racine, WI Transit Center: Market and programming for concessions and services
- Petersburg, VA Transportation Center: Market and programming for transit center as part of downtown revitalization plan



- Princeton Center Mixed-Use Development: Market Analysis and financial analysis for the downtown revitalization of Princeton, NJ and new mixed-use and parking facility;
- Worcester, MA: Smart Growth in conjunction with the redeveloped Union Station
- Binghamton, NY Transit Center: Market and financial analysis for TOD program, primarily commercial uses
- Grand Rapids, MI, Transit Center: Retail concessions analysis

Brownfield Engagements:

- Binghamton, NY BOA: Market analysis and programming for BOA site
- Troy, NY: Market analysis and programming for multiple urban sites along the Hudson River
- Lyons Falls NY BOA: Market supportable programming for old mill site near downtown
- Fort Edward NY BOA: Market analysis and programming for 70-acre site on the Hudson/Erie Canal system contaminated primarily by GE
- Council Bluffs, IA reuse
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Hospitality and Tourism Engagements:

- Trinity Conference Center: Conference center and hotel market analysis, re-use analysis and moth ball analysis
- Intrawest Resorts, Mountain Creek New Jersey: Retail and services market and programming
- Buckingham Hotel: Long term stay hotel reuse analysis
- Historic Brownstone Quarries, Portland, CT: Reuse analysis for quarries related to town revitalization
- Homeport Naval Station Waterfront Park and Mixed-Use Development, SI, NY: Complete feasibility analysis for highest and best use
- Blackstone Canal Heritage Corridor, Worcester, MA: Market and programming analysis for corridor reuse. The day lighting of the Canal will make the Canal District a catalyst for strengthening the Downtown, Canal area neighborhoods and encourage Smart Growth in conjunction with the redeveloped Union Station.
- The High Line elevated park, NYC Tourism and retail market feasibility

Programming, Financial Analysis and Market Analysis



- Orchard Beach, Bronx, NY: Market and economic analysis for programming of historic beach pavilion and adjoining facilities
- St. Luke's Roosevelt Hospital: Market analysis, and financial feasibility analysis related to the asset repositioning of two residential properties owned by the hospital
- Urban Space: Numerous financial feasibility studies and market research for Urban Space Management a NYC retail developer, including analysis for an east side pier redevelopment, a SOHO redevelopment and a 42nd street land site
- Tweed Court House Redevelopment: Financial feasibility analysis for multiple reuse scenarios from mixed-use, to moth ball, to mention a few

Corridor Studies:

- Old Saybrook Route 1 corridor study including programming of market supportable uses that do not complete with the downtown
- Route 229 Corridor in Connecticut between Bristol and Southington including market supportable programming
- Fulton County, Upstate NY, large scale corridor analysis that includes several small towns and the market analysis to support long term revitalization