

Resumé
WAYNE D'AMICO, CCIM
ESSEX, CONNECTICUT
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EXPERIENCE

Founder/President

July '05 – present

Wayne D'Amico & Co., Inc. aka PropertyPolitics.com, Essex CT

Real estate development and advisory firm specializing in complex real estate development, brokerage and consulting services to institutional, corporate, private and governmental clientele. Responsible for all aspects of business administration, sales and project execution. Founded in 2005, Property Politics is an evolution of over 25 years of experiences with varied real estate endeavors with personal involvement in nearly \$1 Billion in commercial real estate projects.

PropertyPolitics.com

Senior Advisor

April '12 - present

Lance Capital, LLC, New York NY

As a specialty real estate finance and investment company focused on both corporate and governmental activities, Lance provides cost-effective capital for Tenant Improvement Funding Solutions for tenants, landlords / developers, and their lenders. Lance acts as a lender and/or investor in the context of leasing, build-to-suits, and sale-leasebacks and other property acquisitions, as well as provides other credit tenant and net lease financing products and services. Responsibilities include business development across the U.S. as well as project analysis.

Lance-LLC.com

2013 President/Chairman

October '10 – December '13

The CCIM Institute of the National Association of REALTORS® – Chicago IL

Elected in 2010 as 2011 First Vice President, this position is a three year succession to President on the Institute's leadership and management team for this 14,000 global member organization serving the Commercial Real Estate industry since 1967. Subject to the direction and control of the Board of Directors, the President is responsible for the business and affairs of the Institute. The President also serves as Chairman of the Executive Committee and the Board of Directors. Of note, in 2008, the economic downturn caused this organization to shrink from \$18M to \$12M in annual revenues. My involvement hired the Executive Vice President and actively managed the turnaround that resulted in the first net positive operations in 2013 since the 2008 decline.

CCIM.com

Founder/President/Broker/Appraiser

Jan '89 - July '05

Real Property Consultants, Ltd., Meriden CT

Real estate advisory services firm providing Strategic Planning for Property Ownership & Development, Brokerage; Fee Appraisals & Reviews; Real Property Tax Assessment Analysis and Validation; Property Portfolio and Investment Analysis; Marketing and Development Consulting; Market Research and Economic Development Strategies to variety of clients from private and public sectors with emphasis on utilization of technology. Responsible for all aspects of business administration, sales and project execution.

Director of Operations

Jan '01 - Mar '05

Meriden Economic Resources Group, Inc., Meriden CT

MERG was a 501(c)(3) Not-for-profit economic development corporation founded in 1995. As sole contract employee to its seven member Board of Directors (BOD), responsibilities were to facilitate general business and operational matters including corporate and Directors administration; communications and public relations for the BOD including media; coordinate accounting related affairs and other corporate filings with applicable local, state and federal agencies; asset management including real estate; coordinated special projects including two phases of the City Center Initiative redevelopment project including raising of over \$2,400,000 in public and private funds, development of project specifications, RFQ and RFP for vendor selection, project administration and coordination of public participation.

Principal/Director of Sales/Designer/Programmer

May '98 - Aug '99

Web Solutions, Inc., Meriden CT

Creating and re-developing business enterprise web sites for small to mid-size companies. Specializing in complete web based marketing solutions through development of dynamic, database driven web sites utilizing cutting edge technologies available at the time. Responsibilities included customer and project development, project design, functionality and content management including programming.

WebSolutions.com

Co-founder/President/Treasurer

Jun '90 - '96

D'Amico Construction & Property Management Corp., Meriden CT

Real Estate Management firm catering to the needs of lending institutions, public agencies and corporate clients. Construction Management services specializing in owner representation designed to reduce costs and improve quality of end product. Asset and Property Management services for over 500,000 sq.ft. of commercial, industrial, high-tech and residential development with a division devoted to non-performing/problem real estate portfolios. Responsible for overall business administration, financial controls and employment. Designed and implemented programs designed for pre-workout analysis, workout, receivership, rent assignment through foreclosure and ultimate disposition.

EDUCATION**Graduate of 2003 Charter Class**

Jay W. Levine Leadership Development Academy
CCIM Institute, Chicago IL

CCIM Designation Program

Certified Commercial Investment Member June 1996
CCIM Institute, Chicago IL

Bachelor of Arts

February 1989 Major Field of Study: Real Estate Valuation and Finance
NEW YORK UNIVERSITY – Gallatin, New York NY

Diploma Program in Real Estate

Spring 1988 Concentration: Investment Analysis
NEW YORK UNIVERSITY – The Real Estate Institute, New York NY

BIRTH DATE

April 26th, 1967

References available upon request

PROFESSIONAL CREDENTIALS

CCIM Designation (#6198) · CCIM Institute (ccim.com) June 1996
Certified General Appraiser (CT Cert. RCG 145) issued November 1992
Licensed Real Estate Broker (CT Lic. REB 158921) issued November 1989
Licensed Real Estate Broker (NY UID #10351205616) issued June 2012
Expert Witness · State of Connecticut Superior Court
Instructor/Trainer · Site To Do Business Online Training (2006-2011)
Course Instructor · Commercial Real Estate Continuing Education
for Connecticut CCIM Chapter (2005 - present)

PROFESSIONAL ASSOCIATIONS & AFFILIATIONS

2013 International President/Chairman (2011-2013) · CCIM Institute, Chicago IL
Executive Committee of Board of Directors (2008-2010) · CCIM Institute, Chicago IL
Board of Directors (2004-present) · CCIM Institute, Chicago IL
Region 11 Vice President (NY, CT & New England) (2003-2004) CCIM Institute, Chicago IL
President (2002) · Connecticut CCIM Chapter, Inc.
Member · International Council of Shopping Centers (ICSC.org)
Member · National, Connecticut & Greater New Haven Association of REALTORS®
Chairman · Commercial Investment Committee ('92) Central Conn. Board of REALTORS®
Board of Directors · Central CT Multiple Listing Service, Inc. ('92-'93)
Course Instructor · Real Estate Career Institute, Inc.-"Intro. to Commercial Real Estate"

CIVIC ACTIVITIES & AFFILIATIONS

Trustee · Essex Savings Bank, Essex CT (2012-present)
Commissioner · Essex Housing Authority, Essex CT (2005)
Board of Governors & Community Advisory Committee ·
MidState Medical Center , Meriden CT(2003-2007)
President · Meriden Economic Resource Group, Inc. (2000)
Board of Directors · Meriden Economic Resource Group, Inc. [MERG]('98-2000)
Board of Directors · Meriden Economic Development Corporation [MEDCO] ('92-2005)
Vice President · Meriden Economic Development Corporation ('97-'99)
Board of Directors · UNISON Club of Meriden, CT ('96-'00)
Member · Rotary International ('89 – '14)
Member · Rotary Club of Essex CT (2004- '14)
Board of Directors · Rotary Club of Meriden, CT ('93-95)
Board of Directors · Meriden Boys Club ('92-'98)
Corporator · Meriden Boys Club ('92-present)
Corporator · Girls Incorporated, Meriden CT ('94-2000)
Alumnus · Sigma Phi Epsilon Fraternity ('86) NY Gamma Chapter - NYU

PARTIAL CLIENT LIST

Services retained by a clientele of professionals including Law Firms, Developers, Lending Institutions, Municipalities as well as individuals and companies in both the public and private sectors.

Corporate & Institutional

Wal-Mart Stores, Inc., Bentonville, AR	Tarragon Corporation, New York, NY
Rushford Center, Inc., Meriden CT	MIDAS International Corporation, Itasca IL
Hackman Capital Partners, LLC, Los Angeles CA	Burger King Corporation, Walpole MA
Hartford HealthCare, Hartford CT	Mid State Medical Center, Meriden CT
Tedeschi Realty Corporation, Rockland MA	The Miller Company, Meriden CT
Rex Lumber Company, Acton MA	Miller-Johnson, Inc., Meriden CT
Charles H. Kaman, CEO	Hunter's Ambulance Service, Inc., Meriden CT
Kaman Corporation, Bloomfield CT	CenterPoint Management Co., Middletown CT
Batista Cos.- Dunkin' Donut Franchisee, Meriden CT	United Concrete Products, Inc., Yalesville CT
Willow Capital Group, LLC, Centerbrook CT	Lance Capital, LLC, New York, NY

Municipalities, Public & Quasi-public Agencies

City of Meriden Connecticut	Meriden Economic Resources Group, Inc.
Meriden Redevelopment Agency	Housing Authority of the Town of Wallingford
Meriden Economic Development Corp.	

Lending Institutions & Federal Banking Agencies

Castle Bank & Trust Company, Meriden CT	The Bank of Southington, Southington CT
First Union Mortgage Corp., Wilmington, NC	City Savings Bank of Meriden, CT
Hudson United Bank, Hamden CT	J.E. Robert Co. of New England, Milford CT
Dime Savings Bank of Wallingford, CT	RECOLL Mgmt Corp., E. Hartford CT
Connecticut National Bank, Hartford CT	Central Bank, Meriden, CT
Shawmut Bank, Hartford CT	Willow Capital Group, LLC, Centerbrook CT
Federal Deposit Insurance Corporation (FDIC)	The Equity Bank, Wethersfield CT

Law Firms & Attorneys

Robinson & Cole, LLP, Hartford CT	Weigand, Mahon & Adelman, P.C., Meriden CT
McEleney & McGrail, Hartford CT	Solomon, Krupnikoff & Wyskiel, P.C., Meriden CT
Day, Berry & Howard, LLP, Hartford CT	Alan M. Solomon, Esq., Waitsfield VT
Mayo Crowe, LLC, Hartford CT	Dean Baker, Esq., New Haven CT
Luby, Olson, P.C., Meriden CT	Tonkonow & Kendzior, Meriden CT
Brown & Welsh, P.C., Meriden CT	Jacobs & Jacobs, P.C., Meriden CT
Tobin & Melien, P.C., Madison CT	James W. Abrams, Wallingford CT
John F. Stanton, Esq., Meriden CT	Gennaro Martorelli, Esq., Meriden CT
Ceneviva Law Firm, Meriden CT	Bruce A. Fontanella, Esq., Meriden CT
Christopher L. Morano, Esq., Essex CT	