

Daniel Blanchard

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Education

- MBA** Master's in Business Administration for Managers. University of Florida, December, 1998.
ΒΓΣ - Beta Gamma Sigma, National Honor Society for business schools
- BSBA** Marketing, College of Business Administration. University of Florida, August, 1993.
Florida Academic Scholarship Winner, four consecutive years

Work Experience

President - Southern Impression Development, Ewing Real Estate, Blanchard Land Company Jacksonville, Florida. (January 2004 – present)

A multi-disciplined real estate consulting and investment company specializing in property acquisition analysis, financial strategies and construction process efficiency consulting. Working with regional banks, home builders, land bankers and investors to create development and disposition strategies for area properties. Working with attorneys, banks, land owners, engineers, surveyors, appraisers, construction teams, Realtors, lenders, City of Jacksonville staff, geotechnical scientists, and environmental consultants to acquire, entitle, develop land and build throughout Northeast Florida.

Entitlement experience includes Comprehensive Plan Amendments, Rezonings, Fair Share Applications, wetland permitting, bid reviews, demolition, easement negotiations, DRI's, PUD's, right-of-way expansions, FDOT permitting, and JEA utility capacity analysis. Property types include single-family and multi-family residential communities, apartment homes and mixed use developments. Experience includes entitlements and development of over 10,000 single family lots, 5,000 multi-family units, and 3,000 apartment units.

Lead consultant for the City of Jacksonville's Housing and Neighborhood Development Department's NSP program. Created and implemented a project framework for \$26 million in federal funds deployed to efficiently acquire property, design, construct, market and close affordable residential homes throughout Jacksonville's targeted communities.

Vice President - KBHOME Jacksonville Northeast Florida. (December 2000 – January 2004)

Overseeing the new home sales, marketing, design, mortgage, daily units processing, permitting, land acquisition and closing departments for construction of over 700 new homes annually in North East Florida.

Preparing complex business plans for division sales and marketing growth strategies. Recruiting, hiring and mentoring Sales Counselors using positive reinforcement with aggressive sales goals and strategies. Expanding Realtor relations, negotiating with advertisers, directing the marketing group, and approving allocations for a marketing budget of two million dollars annually. Overseeing new home architectural design and implementation specific to target markets and area demographics.

Working with land owners to identify, research and acquire suitable future developments while securing all necessary entitlements with local government. Representing the company at all public relations events, maximizing our image with area media and fostering relationships with Realtors, land developers, property owners and area governmental leaders.

Creating efficiency in new home permitting and internal processing and tracking. Working with local lenders to expedite sales growth through down-payment assistance and affordable housing programs including Head Start to Homeownership H2H, SHIP, and Florida Bond. Closely monitoring the closing processes to ensure accurate finances while providing a positive customer experience.

**Regional Manager – BM II, Wells Fargo Home Mortgage
Northeast Florida / Southeast Georgia. (July 2000 – December 2000)**

Responsible for achieving and maintaining profitable production goals and managing all branch lending and operations staff. Recruiting, coaching and mentoring quality loan officers while developing aggressive marketing programs. FNMA, FHA and FHMC lending for first-time buyers including down-payment assistance programs, DPA, from the City of Jacksonville. Implementing a comprehensive business plan targeting relationships with builders, Realtors and referral sources. **Increased production from 1.5MM per month to 5MM per month reaching profitable levels for the first time in 3 years.**

**V.P. - Bank of America Mortgage Corporation / Barnett Bank
Gainesville / Jacksonville, Florida. (July 1995 – July 2000)**

Real estate lending throughout Northeast Florida. Soliciting mortgage loans through relationships with Realtors, builders, bank customers and the local community. Working with numerous borrowers from origination through closing, while coordinating with attorneys, Realtors, inspectors, surveyors and appraisers.

Performing complex financial analysis for risk based underwriting through credit analysis and scoring as well as complete tax-return review. Managing an extensive pipeline with the help of an assistant, a loan processor and loan closer. Conducting homebuyers' seminars and teaching classes for low-to-moderate-income borrowers. Experience includes extensive construction-perm, planned unit developments, soft second mortgages, condominium approval, REO, FNMA, FHA, VA, H2H, SHIP, Bond, HOME, lines of credit, and portfolio lending.

Graduate – Barnett Mortgage University -Formal Credit Training– 1995

Top Producer in the Company of Equity Lines of Credit - 1997

Top Producing Mortgage Loan Specialist in the Company – 1997

President's Club Member - Top Producer - 1998

**Real Estate Specialist. Gulf Atlantic Land & Timber
Northern Florida. (November 1993 - December 1995)**

Marketing real estate as a licensed salesperson for a regional land developer. Procuring a client base, creating inventory promotion, closing sales and originating loans for large parcels of land. Negotiating with diverse groups of buyers to increase sales while explaining and examining land use plans, encumbrances and protective covenants. Working with various property types from individual lots to tracts of several hundred acres for rural development. Examining surveys, plans and plat divisions while completing thorough property inspections. Reviewing the marketability of potential bulk-development acquisitions while performing due diligence.

Top Sales Producer in the Region – 1994

Related Previous Experience, Community Activities and Technical Training

Commissioner / Past Chairman - Jacksonville Planning Commission

Past President 2014 – North East Florida Builders Association – Good Government Award Winner

Commission Member - Jacksonville Housing and Community Development Commission

Harvard Business School – Real Estate Development Strategies, Capital Markets and Compliance

US Green Building Council – Neighborhood Development Committee Member

Licensed Real Estate Broker – Active License since 1993

Resource Management Team – Housing and Human Services – United Way of Northeast Florida

Instructor – Home Buying Seminars – City of Jacksonville HOME program.

Instructor – Home Buying Basics – Santa Fe Community College – Gainesville

Sheriff's Advisory Council – Jacksonville Sheriff's Office

Volunteer –HabiJax, Beaches Habitat for Humanity, Builders Care and other charities

Chairman – Atlantic Circle Leadership Committee – United Way

Judge – Parade of Homes, Polk County, Duval County, St. Johns County, Clay County

Scotty's Contractor Construction School – Orange Park

Guest Author / Contributor – Builder's News Magazine

CSAII Designation – Advanced Certified Site Agent – Sales and Marketing Council

CSP Designation – Certified Sales Professional – National Association of Home Builders