

Brian C. Small, MBA, LEED AP, Florida Broker®

3948 3rd Street South, Jacksonville Beach, FL 32250 • 843.384.9333 • briansmall@gmail.com

OBJECTIVE

I am an energetic interdisciplinary problem solver with 26+ years of private and public Real Estate, Land Acquisition, Development, Home Building Construction, and Management experience. I will utilize my experience and professional network to work fairly for the City of Jacksonville's Mobility Plan Working Group.

EDUCATION

University of Florida, Hough Graduate School of Business; Gainesville, FL

Master of Business Administration; December, 2012

Winthrop University; Rock Hill, SC

Bachelor of Arts, Major: Political Science; Minor: Sociology, *cum laude*; May, 2007

PROFESSIONAL EXPERIENCE

Bird Dog

Managing Partner; April 2020 -- Present

- Founder and Managing Partner of Bird Dog Companies.

Dream Finders Homes; Daytona, Palm Coast, Jacksonville, Savannah, Hilton Head Island, Bluffton

Director of Land; June 2018 – April 2020

- Director of Land Acquisition for the Coastal Southeast; including: Daytona, Palm Coast, Jacksonville, Savannah, Bluffton and Hilton Head markets.
- Five (5) Division Presidents were direct reports.
- Presented market updates, pitch books, land and home-building updates weekly to C-level executives.
- Controlled 2,500 lots with 60+ active projects and 35+ in-pursuit projects.
- Underwrote and Acquired Village Park Homes in 2019. (\$15m)
- Managed all aspects of land for each market; including: identification, acquisition, development, model and home planning and market positioning.
- Launched the active adult (55+) Division for Dream Finders Homes

Blake-Wilder Strategies; Orlando, FL

Vice President of Land; April 2017 – May 2018

- Consultant for Lennar Homes to increase the Division from 1,600 to 2,500 home closings per year.
- Responsible for the management and growth of Lennar's five (5) year land pipeline.
- Presented 500M+ in land and lot opportunities in the Orlando MSA.
- Managed the Lennar Land Acquisition team.
- Underwrote properties, analysis of land comps, and negotiate favorable purchase terms.
- Created new relationships with attorneys, engineers, landowners, developers, municipal employee's, planners, broker's and flippers weekly to achieve client land requirements.
- Maintained control of each project from identification to corporate approval including; letter of intent, underwriting, comparative market analysis, contract draft, contract execution, and due diligence oversight.

Drees Homes; Jacksonville, FL

Land Acquisition Manager; August 2014 – April 2017

- 2014 to 2017 – Achieved 150% of Acquisition Goal.
- Responsible for the acquisition of residential lots to meet the current needs and planned growth of the Jacksonville Division.
- Met with landowners and developers to negotiate favorable purchase terms.
- Monitored all zoning, engineering, permitting, and project costs.
- Professionally represented the company before zoning boards, planning commissions, town meetings, inspection agencies, and engineering consultants and assume responsibility for obtaining all necessary project approvals.
- Managed all development schedules and ensure that projects are delivered on time.

KB Home; Jacksonville, FL

Land Acquisition Manager; August 2012 – August 2014

- Managed a \$100 million real estate portfolio with a forecasted 1,000 home deliveries by 2016.
- Acquired available land and undeveloped land to achieve aggressive company growth requirements.
- Identified acquisition targets and maintain current communities with a self-constructed geospatial database.
- Promoted project and community cohesion, vision and design.
- Managed multiple consultant's project requirements, communications and deadlines.
- Proven track record of punctual project deadlines and development schedules.
- Completed proforma financial analysis, land negotiations, legal contracts and purchase agreements.
- Managed the land use, zoning, administrative deviation, and variances applications for Florida and Georgia.
- Prepared legal and market underwriting packages for new acquisitions and current asset dispositions.
- Interfaced with numerous Municipal, Regulatory, County, City and State Departments.
- Established strong relationships with external sellers, clients, banks, attorneys, realtors, and developers.
- Managed the information gathering and data collection of MLS, competitor pricing, permits, new construction options, HOA's, taxes, CDD, concurrency impacts, and utility pricing.

City of Jacksonville, Jacksonville Fire and Rescue; Jacksonville, FL

Emergency Preparedness Planner; June 2011 – August 2012

- Project Manager of the City's \$350K Situational Awareness Tracking System, which is designed to capture, display and interact with real-time utilization data in multiple formats. This project requires complex algorithms to analyze information from multiple data sources and identify real-time correlating patterns. Responsibilities include: review and selection of the consultant, contract evaluation, project budgeting, establishing a work plan and timeline, reviewing deliverables, and preparing a "lessons learned" report.
- Principal Administrator for the \$500k WebEOC program for the City of Jacksonville and the Northeast Florida Region. WebEOC is an online portal that enables multiple users, agencies and departments to communicate online and in real-time for crisis incident management.
- Public Speaker for executive meetings, disaster training sessions, and neighborhood preparedness events.
- Project Manager for Jacksonville's Fire and Rescue's Training and Outreach Program. Responsibilities include: clear coordination, logistics, budgeting, communication, planning, timeline, and tracking of the JFRD Headquarters, 54 Fire Stations, Hazmat Team, Emergency Responders and Liaisons to affiliated entities.

City of Jacksonville, Planning and Development Department; Jacksonville, FL

City Planner II; January 2008 – June 2011

- Analyzed the needs and impacts of proposed land development and constructed staff reports recommending approval or denial of future land use map amendments, as well as text amendments to the Comprehensive Plan. Recommendations are based on impact analyses using the following considerations: property dimensions, aerial

imagery, legal descriptions, land use and zoning analysis, environmental and airport-related designations, flood zone locations, and property uses.

- Reviewed Site, Landscape, Drainage, Signage and Architectural Plans as well as Planned Unit Developments for compliance with City building and design regulations.
- Presented current and future plans, programs, and policies to community organizations and facilitated table discussions at community workshops.
- Project Manager for the City's \$100K Low Impact Development Manual, which provides an alternative approach to stormwater capture and treatment. Responsibilities included the review and selection of the consultant; providing technical expertise; evaluating and negotiating the contract; budgeting the project; developing a work plan and timeline; reviewing deliverables; and constructing a "lessons learned" report.
- Collaborated with the City of Jacksonville's Sustainability Team in order to effectively update policies within the City's Comprehensive Plan and helped the City achieve "Gold" status from the Florida Green Building Coalition's Green Local Governments program.

Lanal Construction Company (Executive Home Builder); Hilton Head Island, SC
Construction Apprentice; May 1999 – May 2007

- Acquired comprehensive knowledge of Project Management and scheduling for residential and commercial construction including hands-on experience, risk assessment, building efficiency and code compliance procedures, and document preparation for building occupancy.
 - Gained experience and exposure to real estate and site development skills such as land appraisal, fair market value evaluations, site plan interpretation, and zoning consistency.
 - Interpreted architectural, electrical, plumbing, mechanical, engineering, surveying and topographical plans for both residential and commercial buildings.
 - Planned for commercial and residential site design elements such as landscaping, lighting, drainage, utility easements, aesthetics and transportation.
-

PROFESSIONAL DEVELOPMENT

- Graduate of the City of Jacksonville's Leadership Development Academy; June 2009
- Graduate of the City of Jacksonville's cross-training program including: Zoning, Site and Landscape Design, Transportation, Development Services, Drainage, Building Inspections, Addressing, Concurrency and Procurement; August 2010
- Serve as the Florida/Caribbean Representative on the US Green Building Council's (USGBC) National Emerging Professionals Board; March 2009 – 2012.
- University of Florida Certificates of Achievement: Ethics for Florida's Planners, Florida Planning Officials Training Program, Zoning Administration, and Conserving and Restoring Biodiversity in Urban Areas.
- Serve as the Chair on the Young Executive Society (YES) Board at the University Club (July 2009 – Present), which has raised more than \$100k for local charities.
- Florida Realtor ® 2012 | Florida Broker ® 2025
- Mason's Voice - Spina Bifida Awareness - 2016 - 2020
- St. Jude - 2018 - 2020
- American Heart Society - Executive Cabinet - 2020
- Northeast Florida Builders Association Government Affairs Council.
- Boys and Girls Club of Northeast Florida Advisory Board.

TECHNICAL SKILLS

- Proficient in Microsoft Office Suite, Adobe Photoshop, Crystal Reports, Adobe Acrobat, ArcView, JD Edwards, Google Earth, Land Vision, AS-400, and Microsoft Maps.
- Excellent written and oral communication skills.