David Pettit Economic Development, LLC. is an economic development firm offering a broad range of development expertise to public, private and institutional clients.

Formerly a partner at Bennet Benner Pettit architecture, David Pettit began his business with nearly 20 years of knowledge and know-how. Since 2013, DPED has worked on several high-profile projects and David’s name recognition contains substantial equity to potential clientele. With strategic guidance, we are able to help navigate public/private partnerships, local government policies, creative incentive financing, project/program management, and many more of the challenges facing our clients. We present an unsurpassed level of quality and commitment by providing sensible solutions that are customized to meet the shifting needs of today’s economy.
WE PROVIDE PREMIER ECONOMIC DEVELOPMENT SERVICES UPHOLDING OUR VALUES

INTEGRITY

We believe in respect, honesty and accountability. By holding ourselves to the highest standards in everything we do, we are able to provide outstanding results while adhering to moral principles.

EXCELLENCE

We believe in demonstrating the best practices in our field, combining expertise, experience and commitment. We are dedicated to the continual learning and improvement that spurs innovation and provides the highest level of quality.

LEADERSHIP

We believe in exemplifying both internally and externally the value of leading by example. By taking responsibility for our actions and providing a clear vision of success we are able to engage, inspire and challenge each other.
OVERVIEW OF
OUR SERVICES

RADIO SHACK HEADQUARTERS
FORT WORTH, TEXAS
PUBLIC ADMINISTRATION CONSULTING

We have an in-depth understanding of the important link between urban planning and economic development. Our extensive knowledge of economic development policy in combination with our understanding of local governance and policy issues provides a unique insight into developing effective economic development contracts and policies.

DEVELOPMENT CONSULTING

In today’s development world the phrase “public/private partnerships” always seems to be present no matter how big or small the project. We offer a unique blend of economic and real estate development services that simply makes public/private projects work, both for the developer and the community.

REAL ESTATE SERVICES

Our real estate services will help assess your needs and create a plan that will meet your development objectives. David Pettit Economic Development, LLC. assists in real estate acquisition plans and strategies, incentive identification, and site selection and evaluation.
SERVICE
PUBLIC ADMINISTRATION CONSULTING

ARLINGTON HIGHLANDS
ARLINGTON, TEXAS

TRINITY UPTOWN
FORT WORTH, TEXAS
At DPED, LLC we have an in-depth understanding of the important link between urban planning and economic development.

Our extensive knowledge of economic development policy in combination with our understanding of local governance and policy issues provides a unique insight into developing effective economic development contracts and policies. We have had the benefit of working with a large number of municipalities ranging from Amarillo to Corpus Christi and on projects as diverse as the creation of city-wide economic development policies to site specific projects such as Tax Increment Reinvestment Zones (TIRZ) and Public Improvement Districts (PID). We are known to bridge the gap between local communities and developers. Often we are brought in by local communities or developers to move community plans and projects forward because the plan or project is not market based and little to no private investment is occurring. We involve the private sector from the very beginning of our process to craft strategies and plans designed for market reality and real world investment and not simply generate plans that are plans on the shelf (“POTS”). We incorporate real estate industry experts in our process early to provide real time analytical data that bridges the gap between what is desired through a well-intended community plan and what is needed to facilitate new private investment that meets the goals and objectives of the community.

By having years of experience in the public sector along with numerous contacts in the private sector real estate industry, DPED provides not only the framework for leveraging public/private partnerships but also brings reputable private sector developers to provide real world feedback on what works and what does not work. As the old idiomatic expression goes “you cannot fit a square peg in a round hole” and what we at DPED like to say is “no amount of incentives can make up for a bad deal or make an unrealistic plan a reality.”

At DPED we partner with the best in the real estate business with years of experience to decipher whether plans are achievable with the right approach or need to be revised to recognize market realities. We bring experts in single family, multifamily, retail and office to the table to provide real world examples of how projects and markets work and then draft a plan and implement accordingly.
LOCAL GOVERNMENT EXPERIENCE
DPED HAS WORKED ON MULTIPLE ECONOMIC DEVELOPMENT AND PLANNING PROJECTS IN THE FOLLOWING TEXAS CITIES
In today’s development world the phrase “public/private partnerships” always seems to be present no matter how big or small the project. We offer a unique blend of economic and real estate development services that makes public/private projects work, both for the developer and the community. Our team possesses diverse professional experience and has a proven track record of project completion and implementation. We offer a continuum of services including application of local government policies, creative incentive financing, project/program management, and hands-on experience with developing owner-occupied and income producing real estate.

**SERVICES INCLUDE:**

- Incentive Negotiations
- Strategic Planning
- Cost/Benefit Analysis
- Cash Flow Modeling
- Pro-forma Analysis
- Underwriting of Incentive Package
- Site Selection
- Disposition of Existing Real Estate
- Consensus Building
- City Council Representation
- New Market Tax Credit Consulting
- Historic Taxable Value Review
- Real Estate Appraisal Analysis
- Market/Financial Feasibility
- Zoning and Permitting
PROJECT EXPERIENCE

STOCKYARDS HERITAGE REDEVELOPMENT
25 Annual Grants
$67,000,000

WATERSIDE DEVELOPMENT
15 Annual Grants
$30,000,000

MONTGOMERY PLAZA
21 Annual Grants
10-year Tax Abatements from Other Taxing Entities
City Infrastructure Assistance
$22,800,000

WEST 7TH
15 Annual Grants
$32,000,000

FORT WORTH MIDTOWN
2 TIF Grants
$7,800,000

THE TOWER
15-year Tax Increment Financing Parking Lease
15-year City Program 380 Tax Rebate
10-year County, Hospital District, College, and Water District Tax Abatements Environmental Reimbursement Agreement
$16,900,000

TRINITY BLUFFS
20 TIF Grants
$12,000,000

WESTBEND
15 Annual Grants
$12,000,000

COURTYARD MARRIOTT
20 Annual TIF Grants
$2,000,000

LA PALMERA
20 Annual Grants
$23,000,000

LA GRAN PLAZA
20 Annual Grants
$26,000,000

TARGET SUPERCENTER
21 Annual Grants
$7,000,000

CHAMPIONS CIRCLE/TANGER
15 Annual Grants
$31,470,614
ECONOMIC DEVELOPMENT

Acme Brick Corporate Headquarters
Fort Worth, Texas

American Beauty Flour Mill Lofts
Dallas, Texas

Ashton Hotel
Fort Worth, Texas

Barfield Redevelopment
Amarillo, Texas

Bridges of Las Colinas
Irving, Texas

Cadillac Lofts
San Antonio, Texas

Cassidy Corner
Fort Worth, Texas

Convention Center Headquarters Hotel
San Antonio, Texas

Crockett Street Redevelopment
San Antonio, Texas

Deep Ellum Lofts
Dallas, Texas

Demilec Manufacturing Expansion
Arlington, Texas

Fisk Building Redevelopment
Amarillo, Texas

Hometown Phase Two
North Richland Hills, Texas

Houston Street Redevelopment
San Antonio, Texas

Joskes Building Lofts
Dallas, Texas

Kirby Building Lofts
Dallas, Texas

Klein Tools Relocation
Mansfield, Texas

La Gran Plaza
Fort Worth, Texas

La Grave Field Redevelopment
Fort Worth, Texas

Lancaster Avenue Redevelopment
Fort Worth, Texas

Midtown
Fort Worth, Texas

Montgomery Plaza–Weber Development
Fort Worth, Texas

McCommas Bluff Industrial Development
Dallas, Texas

Padre Staples Mall Redevelopment
Corpus Christi, Texas

Pecan Place
Fort Worth, Texas

Pier One Corporate Headquarters
Fort Worth, Texas

RadioShack Corporate Headquarters
Fort Worth, Texas

Stockyards Heritage Redevelopment
Fort Worth, Texas

Tandy Center Redevelopment
Fort Worth, Texas

Tarrant County College
Central City Campus
Fort Worth, Texas

Target Corporation - Montgomery Plaza
Fort Worth, Texas

The Tower Redevelopment
Fort Worth, Texas

Trinity Bluff
Tom Struhs/Lincoln Property Co.
Fort Worth, Texas

Waterside Development
Fort Worth, Texas

West Bend Mixed-Use Development
Fort Worth, Texas

West 7th Mixed-Use Development
Fort Worth, Texas

PROJECT MANAGEMENT/ADMINISTRATION

Amarillo Center City TIF Creation
Amarillo, Texas

Arlington Highlands TIF Creation
Arlington, Texas

City of Temple
Temple TIF #1 – Temple Industrial Park
Temple, Texas

Downtown TIF District
Fort Worth, Texas

Downtown Strategic Action Plan
San Antonio, Texas

East Abrams TIF Creation
Arlington, Texas

Glade Parks TIF and PID Creation
Euless, Texas

Glory Park TIF Creation
Arlington, Texas

Grapevine Mills TIF Update
Grapevine, Texas

Intown Housing Program
Dallas, Texas

Irving Boulevard TIF Creation
Irving, Texas

Las Colinas TIF Update
Irving, Texas

Lancaster TIF Creation
Fort Worth, Texas

Riverfront TIF Creation
Fort Worth, Texas

Trinity River Vision TIF Creation
Fort Worth, Texas

Tyler Downtown TIF
Tyler, Texas

Woodhaven TIF Creation
Fort Worth, Texas

Carter Burgess/Bass Hall Patron Parking
Fort Worth, Texas

City Center Public Parking
Fort Worth, Texas

BankOne Public Parking
Fort Worth, Texas

The Tower Public Parking
Fort Worth, Texas

The Santa Fe Building Lease
Fort Worth, Texas

Multiple Lease Transactions, including:
San Antonio Riverwalk Leases
Yanaguana Riverboat Operations
San Antonio Zoo
La Villita/HemisFair Park Leases
Market Square Leases
Tower of the Americas Leases
Rivercenter Mall Leases
Acme Brick asked for assistance to help their company understand the opportunities for developing properties surrounding their corporate headquarters in the City of Fort Worth.

Located just three blocks from the Cultural District and a ten minute walk from downtown, Acme Brick was interested in being a participant in the revitalization of this part of the city. DPED helped study the area and made recommendations for a new mixed-use district, with revitalized retail, office development, and a new residential neighborhood.

After reviewing the subsequent feasibility analysis, Acme determined that it was in the best interest of the corporation to relocate their headquarters. DPED helped identify a new site for their relocation and helped find a buyer for the existing site.

As part of the relocation efforts, DPED negotiated an economic development agreement with the City of Fort Worth. The economic development agreement consolidated all of the corporation's sales tax statewide within the City of Fort Worth and provided a rebate of 100% of the City's $0.01 sales tax rate. These incentives, which will be paid in 32 annual economic development grants, is expected to total over $28 million dollars.
This new mixed-use project enjoys a prime location along Fort Worth’s booming West Seventh corridor and across University Drive from the renowned Modern Art Museum. DPED has been involved in all phases of the project including developing the initial master plan, securing economic incentives and re-zoning of the property. Incentives totaled up to $32 million dollars over fifteen years.
Working for Raymond Group and with the City of Fort Worth and the Southside/Medical District TIF, a public/private partnership was initiated to facilitate the development of two new hotels, medical office space, a parking garage, and retail on an underutilized brownfield site near the heart of downtown Fort Worth. Incentives included more than $7.8 million worth of public infrastructure assistance.
With over 25 years of experience, David Pettit oversees economic development and real estate development projects for David Pettit Economic Development, LLC. David focuses on public/private partnerships for medium to large size real estate projects. His efforts include conducting feasibility analysis, contract negotiations and financing mechanisms such as TIF, abatements, and rebates, for both public and private sector clients. David’s extensive experience with multifaceted complex projects provides him with unique insight and creative solutions for complex problems. His previous projects include the successful development and redevelopment of The Tower, Midtown, Montgomery Plaza, West 7th and corporate headquarters for RadioShack, Pier One, and Acme Brick in Fort Worth. Additionally, he has both managed and created multiple tax increment reinvestment zones and public improvement districts addressing a wide range of issues throughout the state of Texas.
EDUCATION

Master of Public Administration
University of North Texas, 1995

Bachelor of Arts, Political Science
Texas Tech University, 1993

REGISTRATION

Former Texas Real Estate Salesman,
License #0463070 (Expired)

PROFESSIONAL AFFILIATIONS

Council of Development Finance Agencies
International City Managers Association
International Council of Shopping Centers
(Texas Private Sector Co-Chair)
International Downtown Association
International Economic Development Council
Urban Land Institute
(Technical Advisory Panel Member)

CIVIC AFFILIATIONS

Greater Fort Worth Real Estate Council
Board of Directors
Campfire First Texas
Cystic Fibrosis Foundation
Fort Worth/Tarrant County Chapter
Board of Directors
Fort Worth Habitat for Humanity
First Presbyterian Church Fort Worth

PROFESSIONAL EXPERIENCE

David Pettit Economic Development, LLC.
Principal and Managing Member
2013-Present

Bennett Benner Pettit Inc. Fort Worth, Texas
Principal and Director of Economic Development
2003-2013

Downtown Fort Worth, Inc.
Downtown Development
Director
2000-2003

Downtown Fort Worth, Inc.
Downtown TIF District
Director
1999-2000

City of San Antonio
Parks and Recreation Department
Contract Services and Special Facilities Division
Special Projects Coordinator
1998-1999

City of San Antonio
Economic Development Department
Economic Revitalization Division-Downtown
Special Projects Officer
1996-1998

City of Dallas
Department of Planning & Development
Intown Housing Program
Management Analyst
1994-1996

AWARDS/RECOGNITION

Spirit of Enterprise Award, Fort Worth Chamber of Commerce, 2009

Firm of the Year Award, Texas Society of Architects, 2007

‘40 under 40,’ Fort Worth Business Press, 2002

Award, City of San Antonio, 1998
PROJECT CONSULTANT

LUCAS MEEKER-HARRY

EDUCATION

Oklahoma City University
Masters
Dec 2002

- GPA: 3.86 of a maximum 4.125
- Honors: Cum Laude
- Major: Administration
- Graduate level mathematic and statistic courses.

Oklahoma City University
Bachelor Sociology/Criminology
Dec 2000

EXPERIENCE

NE Development
Project Specialist

- Conduct feasibility studies proposed for proposed projects.
- In house underwriter HUD, USDA and Conventional loan products.
- Work with lenders to ensures the correct financing is in place.
- Coordinate with regional and national agency officials regarding NE Development projects and national policy.
- Review assets in portfolio and acquisition for cost saving opportunities such as TPA, A7 refinance and sale.
- Work with state and local government economic development offices to ensure TIF Money, 380 grants and tax abetment, if available.
- Developed over 2500 multifamily units

US Department of Housing and Urban Development
Government Affairs Coordinator
Multifamily Hub Director Regions VI and VII (Departed as GS15-3)

- Managed a nine-state jurisdiction comprised of Texas, Louisiana, Arkansas, New Mexico, Oklahoma, Missouri, Kansas, Nebraska and Iowa.
- Oversaw 14 programs offices throughout the two regions.
- Managed 200+ employees through 14 subordinate managers.
- Managed an average production of 2.7 billion dollars.
- Oversaw total IIF of 11.8 billion dollars.
- Chaired Regional Loan Committee with signature authority to 55 million dollars.
- Presented weekly to National Loan Committee with a 100 percent success rate.
- Developed and implemented many agency wide processes and documents.

Spirit Bank
FHA Production Manager

- Managed production staff in Oklahoma City and Edmond.
- Average monthly production of 75 million, with a 25% increase during my time at Spirit Bank.
- Loan committee member with lending authority of 10 million.
- Commercial lending consultant for rental and commercial property.
- Selected as one of five Spirit Bank Ambassador to the Oklahoma Legislature in order to track and influence state law impact on the banking industry.
- Reported to Board on a monthly basis.
- Worked with Realtors, builders and commercial / multifamily developers to originate new projects.
- Maintained relationships with developers, contractors, state and federal agencies, and project sponsors to ensure customer satisfaction and repeat business.
- Spoke to industry groups about mortgage financing and the condition of the housing and financial markets.
EXPERIENCE

Wells Fargo Home Mortgage
Branch Manager Operations
Oklahoma City, OK
June 2005–Sep. 2006

- Managed three Wells Fargo branches.
- Managed branch profitability through profit and loss statements, general ledger management, loan economics, and secondary marketing and expense management reports.
- Responsible for travel, expense and training budgets for three branches.
- Coordinated outreach inside and outside the office, regarding Wells Fargo internal policy and external offerings.
- Responsible for in debt knowledge of all HUD FHA, Veterans Administration (VA), Fannie Mae (FNMA), Freddie Mac and Wells Fargo mortgage products.
- Liaison between local office and Wells Fargo underwriting center in Denver, CO.
- Worked closely with Human Resources during all personnel actions including hiring, performance improvement plans and, if needed, dismissal.
- Processed and reviewed commission and expense reports for accuracy.
- Maintained contact and reported branch budget activity and profitability to upper management through scheduled bi-weekly conference calls and monthly managers’ meetings.
- Conducted yearly performance appraisals of all employees.
- Developed quarterly work plans and protocols to ensure delivery of goals while maintaining the highest ethical standards.

Harry Mortgage Company
Senior Vice President
Oklahoma City, OK
Mar. 2000–June 2005

- Approved USDA 538 Underwriter.
- Originated and processed HUD multifamily project loans for apartments 221 (d) (4), 223 (f), nursing homes, assisted living centers 232/223 (f) and A7 refinance.
- Average 4-6 HUD projects per year with an average loan amount of 5 million, lower average due to a high volume of 232/223 projects in rural areas.
- Determined project and applicant’s and phase one environmental reports to determine feasibility project feasibility and eligibility.
- Originated and closed loans in Oklahoma, Kansas, Nebraska and New Mexico. Traveled extensively in this region to establish and maintain relationships.
- Serviced combined portfolio of $300 million.
- Responsible for placement of loans with investors in the secondary market pipeline average of 20 million.
- Closed one of the first historic hotel to apartment conversion projects in Oklahoma City using a combination of several grants, tax credits and HUD financing.

SERVICE AWARDS

Regional Administrators Award for Service Excellence 2013 from Mark Berezina, one of ten given in the nation.

Recognition of Service Award from Regional Administrator C. Donald Babers for cross-collaboration efforts training with USDA, VA and HUD.

Recognition or Service Letter from CPD Director Shirley Henley for cross-collaboration training of CPD industry partners.

MEMBERSHIPS

Texas Real Estate Commission Certified Instructor
Oklahoma Bankers Association
Fort Worth Real Estate Commission
2007 President Oklahoma Mortgage Bankers Association
Fort Worth Academy Board of Trustees

JOB RELATED TRAINING

Certified MBA Originator, Processor and Underwriter 2003
HUD Multifamily Accelerated Processing (MAP) Certification 2004
PROJECT MANAGER

NATALIE MOORE

EDUCATION

Texas Christian University  
MBA, Corporate Finance

Texas A&M University  
BBA, Management

EXPERIENCE

David Pettit Economic Development LLC.  
Project Manager  
Fort Worth, TX  
Jan. 2018–Present

- Utilize ArcGIS to analyze potential development project’s efficacy
- Perform taxable value analysis and taxable value history
- Compose ordinances, resolutions and public hearing notices for clients throughout North Texas
- Research and benchmarking of economic development incentives
- Produce presentations for developers as well as different taxing jurisdictions
- Act as liaison between developers and city staff regarding development projects

City of Fort Worth, Economic Development  
Business Development Coordinator  
Fort Worth, TX  
Aug. 2015–Jan. 2018

- Communicated with consultants, real estate brokers, and company representatives throughout the site selection process.
- Coordinated due diligence, conducted analysis, negotiated terms of the incentive contract, and administered annual compliance.
- Worked closely with real estate developers and engineers to facilitate property development,
- Leveraged relationships with numerous partners to gather information to ensure timely and professional responses to Request for Proposals
- Utilized interpersonal skills to engage partners and stakeholders via roundtables and workshops for the city’s first Economic Development Strategic Plan.
- Established and managed professional development speaker series
- Implemented business recruitment and retention strategies in partnership with the Fort Worth Chamber of Commerce.

Integra Realty Resources (now JLL)  
Analyst  
Fort Worth, TX  
Jun. 2014 –Aug. 2015

- Prepared commercial real estate appraisals for banks, attorneys, CPA’s, developers, builders, and investors.
- Utilized ARGUS software for property valuation. Analysis included thorough review of leases, letters of intent, and sale contracts.

CBRE  
Associate - Brokerage Services  
Fort Worth, TX  

- Executed office/industrial site selection assignments and evaluated options based on client needs and true occupancy cost.
- Prepared Requests for Proposals, negotiated terms of lease, and ensured expeditious execution of final contract.
- Completed 12 month training program on leasing, tenant representation, investment sales, and property management.

ECONOMIC DEVELOPMENT COURSEWORK

IEDC - Real Estate Development and Reuse, Basic  
Economic Development

Oklahoma University EDI - Business Retention and Expansion
Derived from the MacLeod clan, our motto “Hold Fast” represents the initiative and leadership at David Pettit Economic Development, LLC. Through determination and a commitment to success, we can achieve the realization of our purpose.

MACLEOD CLAN

David Pettit’s family lineage dates back to the 1200 AD and the Chieftan Leod. Dunvegan Castle on the Isle of Skye off the West coast of Scotland is the seat of the MacLeod Clan. Dunvegan is the oldest continuously inhabited castle in Scotland.

About 1330, during the time of the clan’s third Chief, a MacLeod was visiting a friend when he saw a poor man thrown in the bull ring for sport. MacLeod leaped in to help the man and grabbed the bull by the horns. “Hold Fast” shouted the crowd. He held fast and threw the bull so hard one horn broke off. According to legend that is the horn from which the cup was made which MacLeod Chieftains must drain at a single swig to show they are man enough for the job. “Hold Fast” is the clan’s motto still.