

**A RESOLUTION TO APPOINT MEMBERS TO THE DEVELOPMENT AUTHORITY
FOR THE CITY OF DUNWOODY**

WHEREAS, the City of Dunwoody is authorized by the City Charter to create boards, commissions and authorities as the Mayor and City Council deem necessary; and

WHEREAS, the Mayor and City Council have created the Dunwoody Development Authority by Ordinance 2009-01-11. The Authority consists of a seven-member board with staggered four-year terms; and

WHEREAS, the Mayor and City Council had previously appointed Robert Miller, Susan Mitchell, and Jonathan Sangster as members of the Development Authority to four year terms, expiring December 31, 2020; and

WHEREAS, the Mayor and City Council of the City of Dunwoody now wish to appoint Susan Mitchell, Jonathan Sangster, and Cheryl Strickland to the Development Authority for the following terms of office:

Susan Mitchell, 4-year term.....expiring December 31, 2024

Cheryl Strickland, 4-year termexpiring December 31, 2024

Jonathan Sangster, 4-year term.....expiring December 31, 2024

WHEREAS, this Resolution shall become effective upon its adoption.

NOW THEREFORE BE IT RESOLVED by the Mayor and City Council of the City of Dunwoody while in regular session on December 14, 2020 at 6:00 pm that the persons named herein are appointed as members of the City of Dunwoody Development Authority to serve for the designated terms.

Approved:

Lynn P. Deutsch, Mayor

Attest:

Sharon Lowery, City Clerk
(SEAL)



APPLICATION FOR APPOINTMENT

4800 Ashford Dunwoody Road | Dunwoody, GA 30338

Phone: (678) 382-6700 | Fax: (678) 382-6701

The Dunwoody City Council believes that citizens bring valuable insights and are a skilled resource in the community. The Council encourages all citizens to consider becoming involved in the city government by serving on a Board, Commission, or Committee. Applications are accepted throughout the year.

To be considered for an appointment to a municipal board, commission, or committee, please complete and submit the following application and send it with a resume to the City Clerk, Sharon Lowery. Applications and resumes may be submitted by e-mail to sharon.lowery@dunwoodyga.gov, by fax to (770) 396-4705, or by mail to 4800 Ashford Dunwoody Road, Dunwoody, GA 30338.

* Applicant Information

Name: Cheryl T. Strickland		
Address: 4506 Chardonnay Court, Dunwoody, GA 30338		
Phone:	Cell: [REDACTED]	
Email: cheryl@citihomesconsulting.com		
Place of Employment: Citihomes Consulting, LLC	Occupation: Principal/Senior Managing Director	
How long have you been a resident of Dunwoody?	24 Years	9 Months

* Board / Commission / Committee for which you would like to be considered

<input type="checkbox"/> Alcohol License Review Board	<input type="checkbox"/> Planning Commission
<input type="checkbox"/> Audit Committee	<input type="checkbox"/> Sustainability Committee
<input type="checkbox"/> Board of Ethics	<input type="checkbox"/> Urban Redevelopment Agency
<input type="checkbox"/> Construction Board of Adjustment and Appeals	<input type="checkbox"/> Volunteer Coordinating Committee
<input type="checkbox"/> Convention and Visitors Bureau of Dunwoody	<input type="checkbox"/> Zoning Board of Appeals
<input type="checkbox"/> Design Review Advisory Committee	
<input checked="" type="checkbox"/> Development Authority	
<input type="checkbox"/> No preference, I just want to volunteer!	

* Interest and Experience (Please also attach or submit a resume)

Why are you interested in serving on a board / commission / committee?
I am looking forward to contributing my professional experience to advance the future of the city where I live.
Post-Covid will lead to a host of new opportunities and challenges for the City and the region.
What experience do you possess that would be of benefit to a board / commission / committee?
30+ Years in Commercial Real Estate Finance and Investment roles. Leading a range of initiatives on behalf of private sector, public sector, and non-profit entities. Among other roles and perhaps most relevant, I formerly served as Managing Director-Redevelopment at Invest Atlanta for eight years.

* Terms & Conditions

I hereby attest that all statements and information provided in this application are true to the best of my knowledge. I understand that I may be interviewed prior to consideration for appointment.

I hereby agree that if appointed to serve as a member of a City of Dunwoody Board, Commission, or Committee, I will spend my time, skills, and energy on the goals and mission of the Board, Commission, or Committee including preparation for meetings. Furthermore I agree that, if appointed, my term will be governed by the By-laws of the Board, Commission, or Committee to which I am appointed.

I understand that if appointed, I will make an effort to attend all meetings and must attend at least two-thirds of the scheduled meetings in order to remain a member in good standing.

Applicant's Name: Cheryl Thomas Strickland
Applicant's Signature:
Date: December 5, 2020

Submit!

Packet page:...

CHERYL THOMAS STRICKLAND, CFA

cheryl@citihomesconsulting.com

www.linkedin.com/in/cheryltstrickland

REAL ESTATE LEADER

UNIQUELY EXPERIENCED IN PUBLIC, PRIVATE AND NON-PROFIT SECTORS

Real estate finance and community investment professional with successful track record at Fortune 50 financial service firms, nonprofit and government sectors. Knowledgeable and experienced across broad range of property types, economic development tools and public incentives. Created successful new business units and platforms, utilizing strategic planning and tenacity. Known as talented communicator and highly-effective team builder. Recognized for accomplishments based on skills in generating results, building consensus and advancing new initiatives. Proven creative problem solver, “out-of-box” thinker and transformative collaborator.

**New Business Development | Public-Private Partnerships | Real Estate & Project Finance
Leadership & Communication | Team Building & Staff Development | Financial Analysis
Multi-Family & Commercial Mortgage Loan Production | Asset & Portfolio Management
Account & Relationship Management**

PROFESSIONAL EXPERIENCE

CITIHMES CONSULTING, LLC, Atlanta, GA

Current

Principal/Founder

Launched consulting entity to advance the success of clients’ commercial and residential real estate initiatives. Focus areas include: Social Impact Investment and Fund Management, Project Finance and Loan Underwriting, Community Redevelopment, Affordable and Mixed-Income Housing Strategies, Economic and Civic Development, and Public-Private Partnerships.

WESTSIDE FUTURE FUND, Atlanta, GA

2017 – 2019

Executive Vice President, Real Estate

Leadership of all real estate activities at new community redevelopment organization, focused on the redevelopment of four historic Atlanta neighborhoods. Established inaugural 20-year, 5-year and 18-month work plans and obtained critical buy-in from board governance and investors. Closed on critical debt funding and led investment activities including single-family, multi-family and mixed-use property acquisitions and redevelopment. Initiated implementation of various investment strategies and underwriting protocols, incorporating private debt, equity and public finance tools, to increase the stock of decent affordable housing. As the #2 ranked staff member, facilitated internal department activities and external partnerships. Quickly established high-performing team with the hire of two seasoned, well-respected real estate professionals. Drove momentum and first year results that exceeded goals and expectations with the acquisition or control of a significant number of single-family properties and multi-family units. Directly responsible for five team members, leveraged by a range of third-party vendor relationships.

STIFEL, NICOLAUS & COMPANY, INCORPORATED, Atlanta, GA

2012 – 2017

Director, Public Finance Investment Banking

Established new Atlanta office to advance firm’s expansion into Southeastern U.S. and generate new municipal bond business. Target audience included cities, counties, development authorities, improvement districts and large private developers. Obtained and maintained security licenses, including Series 50 (Municipal Advisor Representative), 52 (Municipal Securities Representative) and 63 (General Securities Representative).

- Devised new marketing plan and led business development activities designed to introduce firm’s capabilities to new geographic market.
 - Strategy included data mining, cold calling and referrals leveraging pre-existing relationships.
 - Accessed publicly available data to prepare and present unsolicited analysis, demonstrating potential value to government jurisdictions in Georgia, North Carolina, South Carolina and Tennessee.

- Increased name recognition and competitive posture as frequent speaker on bond financing and redevelopment tools to key real estate, public finance and trade associations, including: Urban Land Institute, Council of Development Finance Agencies, Georgia Finance Officers Association, Georgia Economic Development Association and International Economic Development Council.
- Demonstrated expertise in development-related and economic development project funding, as well as public infrastructure and other capital asset financing, including civic facilities and government buildings, leading to new client relationships and sales growth, totaling approximately \$550M in new government and development-related municipal bond financings.
 - Served as member of City of Atlanta's financing team for 1st time in 2013; re-engaged by City as lead transaction banker in 2014 and 2016.
 - Awarded senior banker role for high profile major metro Atlanta development district financing in 2016.
 - Served as 1st time financial advisor for North Georgia development authority, establishing financing tools to facilitate redevelopment of aging downtown and regional mall areas, which facilitated investment by new mall owner.
 - Hired as 1st time financial advisor for metro Atlanta city, resulting in significant economic savings due to refinancing of older, higher priced debt. Led process of obtaining investment grade credit rating for previously unrated financing. Subsequently re-engaged for another refinancing.

ATLANTA DEVELOPMENT AUTHORITY (DBA Invest Atlanta), Atlanta, GA**2004 – 2012****Managing Director**, Redevelopment | **Board Chair**, Atlanta Emerging Markets Inc.

Established new redevelopment department and drove results associated with all aspects of the City of Atlanta's tax allocation district financing (TAD) and New Markets Tax Credits program to redevelop and revitalize targeted communities. Reported to President and Chief Operating Officer as member of senior management team. Hired and managed 7-member staff and significantly expanded organizational capacity.

- Built new economic development department. Responsible for P&L and generated \$9M+ in revenues by developing and implementing economically sustainable business plan. Led team's issuance of \$550M+ in bonds in 6 separate transactions and leveraged \$4B+ in private investments, including \$78M transaction voted 2009's "Best Bond Deal of the Year" nationally by Council of Development Finance Agencies ("CDFA") for Atlanta BeltLine project.
- Provided essential gap funding for 35+ projects in targeted communities, adding 1.5M+ square feet of office space, 2.1M square feet of entertainment / retail space, 6,900 single and multifamily residential units (including 2,400 affordable housing units) and 800 new hotel rooms.
- Identified national best practices and spearheaded implementation of policies, plans and procedures, promoting redevelopment in underserved markets, resulting in rating agency credit upgrades and positive brand recognition among peer agencies due to sound underwriting and portfolio management.
- Provided guidance and generated consensus among policy makers and elected officials on redevelopment strategies, ultimately resulting in broadly supported and transformative economic development projects that incorporated interests of business, civic and philanthropic community leaders.

ADDITIONAL PROFESSIONAL EXPERIENCE**PRUDENTIAL GLOBAL INVESTMENT MANAGEMENT**, Chicago, IL / Newark, NJ / Atlanta, GA*A division of Prudential Financial, Inc.***Principal / Managing Vice President and Product Specialist**, Portfolio Management Assignments**Vice President**, Underwriting Assignments**Vice President**, Problem Loan Management**Director / Manager / Investment Analyst**, Loan Production Assignments**EDUCATION**

- **Chartered Financial Analyst (CFA)**, designation awarded by CFA Institute
- **Master of Business Administration (MBA)**, University of Chicago, Chicago, IL
 - Finance, Marketing and International Business concentrations
- **Bachelor of Science (BS)**, Northwestern University, Evanston, IL
 - Mathematics and Education

PROFESSIONAL DEVELOPMENT

- Executive Women’s Forum, Center for Creative Leadership, San Diego, CA
- Commercial Real Estate Women Leadership Program, CREW Atlanta, Atlanta, GA
- Proficient in major software programs including Microsoft Office

KEY PAST AND CURRENT AFFILIATIONS

- CFA Institute and Atlanta Society of Financial Analysts
- Commercial Real Estate Women of Atlanta, 2013 President; Past Presidents’ Advisory Board; Inducted in Hall of Fame in 2019
- CREW Foundation, National Board of Trustees
- Council of Development Finance Agencies, National Board Member
- Urban Land Institute, Atlanta Livable Communities Council; National Urban Development Mixed-Use Council
- Atlanta Women’s Foundation, Grant Making Committee
- National Black MBA Association
- National Center for Civil and Human Rights, Inaugural Board Member
- Atlanta Neighborhood Development Partnership, Advisory Board
- DeKalb Library Foundation Board
- New City YMCA Board (Chicago)