

T. Lee Weyland



Summary

Results oriented professional with extensive experience in real estate development, operations, and leasing and sales functions. Utilizes a real estate license and the CCIM designation to evaluate and analyze future real estate opportunities and lead the sales and leasing team for the existing portfolio at Weyland Ventures. Proven ability to directly manage project teams, lead cross-functional teams, coordinate all phases in the product development cycle, and oversee the integration of individual components in complex developments. Experience in budgeting, scheduling, contract negotiations, and interfacing with contract manufacturers and general contractors. Builds relationships with project consultants and tenants. Excellent organization, work ethic, and communication skills demonstrated through past work experience.

Professional Experience

Weyland Ventures (formerly CITY Properties Group), Director of Business Development (2016 – Present)

- Primary responsibilities are the sales and leasing services for the real estate in the Weyland Ventures portfolio, which encompasses over 15 properties and approximately one million square feet of space.
- Assist the company in sourcing new leasing, investment, and development opportunities, utilizing the CCIM training to identify the highest and best opportunities.
- Coordinate and direct the companies marketing and social media efforts to raise brand awareness and spread the mission of the company to target audiences.
- Focus on building and maintaining relationships with current clients, key stakeholders and investors, and with new prospects.

CITY Properties Group, Director of Development (February 2014 – 2016)

- Responsible for leading a cross-functional development team in the planning, design, and construction of real estate development projects.
- Projects were focused in downtown Louisville, Dayton, OH, and Hastings, MN and include the Edison Center, the East Oregon Lofts, and the Great Rivers Landing Projects, and various historic renovations.
- Involved in master planning, preparing pro-formas, contract negotiations with consultants and contractors, and managing design to achieve construction cost objectives.
- Interacts with banks and public agencies such as Louisville Planning and Zoning, Public Works, and Inspections, Permits, and Licenses to achieve appropriate project financing and approvals.
- Completed market research, marketing, and promotional materials for firm and projects
- Led selection and fit-up processes for condo buyers and commercial tenants

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- Coordinated Historic Tax Credit review and cost segregation processes for projects

CITY Properties Group, Operations Manager (May 2007 - February 2014)

- Responsible for managing 500,000 square feet of multi-use urban properties
- Develops and implements commercial and residential leasing and sales strategies to maintain 6% vacancy rate or lower.
- Negotiates and oversees maintenance budgets and preventive maintenance schedules for building systems
- Integrates the operation of corporate office space, tourist attractions, parking facilities, event spaces, restaurant venues, and residential units to provide comfortable living and working environments
- Ensures compliance with local and federal building and fire codes

Education/Certification

- **Vanderbilt University**, Nashville, TN
Bachelor of Arts in European History
Graduated: May 2007

Community Involvement

- The Healing Place Board of Directors (2018 – Present)
- Kentucky CCIM Chapter, Vice President (2019), Member (2012- Present)
- Philanthropy Chair, Young Real Estate Professionals Group (2014- 2017)
- Chair, Louisville Downtown Management District Board of Directors (2012-2014), Member 2018 – Present)
- Executive Committee for the Louisville Chapter of Building Owners and Managers Association (2011-2014)
- Soccer coach with Javanon Soccer Club (2007 – 2014)
- Vice President, Main Street Association (2011-2012)
- Member of Louisville Lightning Professional Indoor Soccer Team (October 2009-March 2012)