



# MONTAVIUS JONES

Development Manager

## CONTACT



(414) 315-5759



mjones@narvartedev.com



5525 W. Notre Dame Court,  
Milwaukee, WI 53208

## SKILLS

- Real Estate Development
- Real Estate Services Management
- Land/ Buildings Purchase & Development
- Feasibility Analysis
- Market Research
- Project Management
- Tenant Relationship Management
- Buyer Relationship Cultivation
- Project Planning & Execution
- Economic Development Initiatives
- Equitable Development Strategies
- Comprehensive Research & Reporting
- Strategic Partnership Development
- Process Optimization & Implementation
- Policy Development & Enhancement
- Collaborative Stakeholder Engagement
- Contract Management & Facilitation
- Regulatory Compliance

## PROFILE SUMMARY

A seasoned Development Manager with a proven track record in land acquisition, negotiation, and strategic development, offering over a decade of expertise in driving high-impact economic and social returns. Demonstrated proficiency in conducting comprehensive site analyses and market research, identifying development opportunities, and mitigating potential obstacles. Adept at fostering collaborative relationships with municipal authorities and securing financial assistance for projects. Expertise extends to performing initial feasibility analyses and meticulously managing development budgets, proformas, and schedules to ensure project viability and success. Committed to leveraging expertise to transform the urban fabric.

## CORE COMPETENCIES

- Experience overseeing real estate services, including leasing, acquisition, and site development
- Demonstrated ability to research, plan, and manage projects that advance economic interests
- Skilled in coordinating efforts related to workforce development and property development
- Track record of identifying, developing, and implementing process and policy improvements
- Maintain relationships with developers, contractors, and key partners for compliance tracking
- Demonstrated proficiency in zoning and planning strategies, leveraging a comprehensive understanding of regulatory frameworks that shape the built environment
- Outstanding interpersonal skills with strong team spirit and great respect for diversity

## EXPERIENCE

### Development Manager | EMEM Group – Milwaukee, WI

Apr 2023 – Dec 2023

- Facilitate the selection, negotiation, purchase, and development of land and buildings, prioritizing high economic/ social returns.
- Generate RFP/RFQ responses as needed, ensuring accurate and persuasive communication of project requirements.
- Conduct thorough site analyses, identifying both development opportunities and potential hurdles for comprehensive planning.
- Perform market research to discern development trends and address current market needs effectively.
- Collaborate with municipal authorities, ensuring alignment with development plans and securing potential financial assistance.
- Conduct initial feasibility analyses for development projects, evaluating their potential for successful implementation.
- Prepare, manage, and monitor development budgets, proformas, and schedules, ensuring project financial viability and success.

### Development Associate | Cinnaire Solutions

Dec 2019 – Apr 2023

- Conduct analysis and identify business opportunities, cultivating relationships with stakeholders/developers/officials/partners.
- Work with Underwriting Analysts to ensure prompt, precise responses to customer inquiries, including LOIs and applications.
- Obtain signed commitments from customers, ensuring seamless progression in project development.
- Stay updated on real estate market trends, regulations, and policies affecting affordable multifamily development.
- Research and update customer lists and account details, supporting effective customer relationship management.
- Maintain the accuracy and integrity of the deal pipeline, aiding in due diligence for equity fund closings.

## KEY PROJECTS

---

- **LA Joya Gardens** | Detroit, Michigan | \$19MM 2023
- **Washington Park United Homes** | Milwaukee, Wisconsin | \$10.7M 2023
- **The Meadows at Darlington** | Darlington, Wisconsin | \$7MM 2021
- **Cannery Trail Residences II** | Eau Claire, Wisconsin | \$8MM 2021
- **Ikon Hotel** | Milwaukee, Wisconsin | \$36M 2021
- **Walnut Commons** | Milwaukee, Wisconsin | \$3M 2020

## EDUCATION

---

- **Associates in Commercial Real Estate** May 2017  
LISC- Milwaukee – Milwaukee, WI
- **Bachelor of Science in Business Administration** | Area of Focus: Commercial Real Estate Dec 2015  
Marquette University – Milwaukee, WI

## ACTIVITIES

---

- **Board Member** | City of Milwaukee Bicycle and Pedestrian Task Force June 2017 – 2019; Apr 2021 – Present
- **Member** | Congress for New Urbanism June 2021 – Present
- **Co-Host** | Urban Spaceship Podcast Oct 2020 – Present
- **Member** | Growing Mke Technical Advisory Committee March 2023 – Present
- **Co-Lead** | Rethink794 April 2024 – Present

### Economic Development Specialist

Apr 2016 – Feb 2019

Department of City Development – Milwaukee, WI

- Guided property and business owners through our grant application and compliance process resulting in over \$1 million in grants each year for commercial property renovations.
- Analyzed local economies, devised strategies, and implemented programs to stimulate growth, job creation, and investment.
- Conducted research, assessed policies, and provided recommendations to optimize resources.
- Devised strategies for the successful completion of 30+ commercial property renovations, ensuring project milestones were met.
- Collaborated with national and local financial institutions to establish and oversee grant funding for local businesses.
- Offered technical guidance to business improvement districts (BID), contributing to an annual raise of over \$11 million.
- Compiled comprehensive yearly reports on revenues and expenditures for all Milwaukee BIDs, presenting to the Common Council.

### Economic Development Intern

June 2014 – Aug 2015

Milwaukee Downtown, BID #21

- Established a comprehensive list of 30+ national site selectors, initiating the foundation for a downtown Milwaukee program.
- Enhanced the milwaukeedowntown.com business directory with 100+ detailed profiles, including photos and business information.
- Vigilantly maintained the investment map, ensuring current data and values were available for strategic marketing efforts.
- Applied meticulous updates to investment data and values on the investment map, optimizing marketing and recruitment endeavors.

### Brokerage Intern

Sept 2013 – May 2014

Cushman-Wakefield: The Boerke Company – Milwaukee, WI

- Created marketing collateral for office, industrial, and retail listings to enhance visibility and attract potential clients.
- Researched property details such as demographics, zoning, ownership, taxes, assessment, traffic data, and aerial mapping.
- Assisted in the preparation of property valuation reports, conducting thorough market analyses and property assessments.
- Identified trends and opportunities to inform strategic recommendations for property listings and acquisitions.
- Compiled sales and lease comparables for office, industrial, and retail properties, vital for quarterly report preparation.
- Developed marketing materials for sale or lease listings, conducted research on property info, and gathered sales and lease data.

### Real Estate Development Intern

Sept 2012 – Dec 2012

Community Preservation & Development Corp. – Washington, D.C.

- Conducted thorough rent rate research for nine properties, enabling well-informed decisions on potential acquisitions.
- Created detailed spreadsheets containing resident data, including income, age, and family size, to inform renovation plans.
- Assisted in financial analyses, evaluating project feasibility, budgets, and proformas to ensure optimal return on investments.
- Supported due diligence efforts, compiling, and organizing critical property information, facilitating smooth transaction processes for acquisitions.