



DOUGLAS M. DAVIS, JR.

SENIOR VICE PRESIDENT, ACQUISITION AND DEVELOPMENT

FLETCHER MANAGEMENT COMPANY

JACKSONVILLE BEACH, FLORIDA

Douglas Davis serves as Senior Vice President for Fletcher Management Company's acquisition and development group as well as a principal partner of the company. His background includes 20 years of experience in the residential and commercial real estate industry, with the latter 10 years focused on Fletcher projects. His responsibilities include evaluating the feasibility of potential new projects/deals; negotiating terms and conditions of contracts for acquisitions and joint ventures; determining and implementing development and planning concepts to maximize land values while considering political, market and regulatory forces; negotiating complex concurrency matters such as transportation, utilities, schools, etc.; planning, designing, constructing, and community management; and working with local, regional and national builders for parcel/lot disposition.

Current projects that Davis manages and directs include three large developments at stages ranging from permitting through construction and sales – they total almost 12,000 homes and 4 million square feet of commercial and industrial uses.

Davis' unique skill set, which includes a comprehensive understanding of each of the elements in community planning, design, construction and management, was borne out of his diverse career and educational background, which began in 1990 when Davis was introduced to vertical construction, while working for a local commercial contractor. He later accepted a position with a site work and utility contractor to better understand the principles of horizontal construction. It was during this time period that Davis worked his way through college, graduating from the University of Central Florida in 1996 with a degree in Civil Engineering.

Afterwards, Davis joined QORE where he worked on projects all over the southeast. For almost five years he gained experience while serving as Owner's Representative, Project Manager, and/or Engineer, providing oversight during the design and construction aspects of projects ranging from resorts (Sea Island, Amelia Island, The Players Club, and Charleston); institutional facilities (University of North Florida, Georgia Southern University, Baptist Hospital, South East Regional Medical Center); commercial complexes (Deerwood One, Merrill Lynch, Bank of America, and Lowe's); and governmental facilities (Jacksonville Port, Kings Bay Naval Base, Mayport Naval Facilities, Camp Blanding Army Facilities, Federal Law Technical Training Center, and Florida Department of Law Enforcement).

Later, Davis then went on to become a Principal and Partner at Prosser Hallock, a Northeast Florida company, and for more than six years he led the Construction, Marketing, and IT divisions.



In addition to his corporate responsibilities of strategic planning and business development, Davis spent much of his time evaluating the feasibility of projects through extensive due diligence study, mock layout/design, and prospective scheduling and cost estimation. For many of the large, mixed use, master planned communities that were acquired by his clients, Davis' role continued through the establishment of project entitlements, construction and community management – many of which were Fletcher projects.

Davis and his wife Angela live in St. Augustine, Florida with their three children. Davis serves many civic and community organizations and is a licensed Professional Engineer in the State of Florida.