



## **Charles Whatley**

Economic Development Advisory  
Managing Director - UrbanIS USA and Citinomic

### **Education**

Yale University - Bachelor of Arts Economics 1984  
Georgia Institute of Technology (Master's coursework completed)

### **Representative Projects Experience**

- Public-Private Finance modeling, and structuring for the Master Developer of the 165-acre of Assembly (former GM plant) in the city of Doraville, Georgia
- Modeled the structure for issuing the first Community Improvement District (CID) bond deal in Georgia for over \$50 million for infrastructure installation
- Advising the Development Authority of Douglas County on the \$130 million Foxhall Resort hotel and conference center project
- Public funding modeling and predevelopment services for Emerald Corridor Partners for implementation of the Proctor Creek Greenway Trail project
- Performed Owner's Rep services for a non-profit including RFQ/RFP and MDA negotiations for a mixed-use industrial site and job creation project
- Develop a sustainability/resiliency master plan for the Atlanta University Center under a Kresge Foundation grant
- Structured Bonds for Title transactions of property tax savings for apartments, industrial, and mixed-use projects
- Wrote and presented a successful business plan for a start-up company developing electronic clinical trial data capture software seeking MSC-Status from Malaysia's Multimedia Development Corporation
- Successfully supported developer applications for Affordable Housing Tax Credits for two multi-family projects that received awards representing over \$30 million in construction value

### **Economic Development Experience**

- Modeled financing and incentives packages with corporations locating in Atlanta, such as Porsche, Wipro, Novelis, and College Football Hall of Fame
- Structured conduit financing transactions and Bonds for Title totaling over \$1 billion dollar for commercial, institutional, industrial and residential projects
- Director of Commerce and Entrepreneurship for the Atlanta Development Authority (Invest Atlanta)
- Co-authored successful New Market Tax Credit application for Imagine Downtown, Inc. that resulted in \$60 million in allocation as a first-time applicant
- Co-led City of Atlanta effort awarded nearly \$2 million in US Environmental Protection Agency grants – Assessment, Brownfield revolving loan fund, and EPA Area-Wide Brownfield Planning Pilot grant
- Created the EPA Brownfield Revolving Loan Fund for DeKalb County, Ga
- Committed EPA Brownfield Loan Fund monies for remediation of the Eastside Trail section of the Atlanta BeltLine
- Coordinated studies for Urban Industrial and the creation of Tax Allocation Districts and Urban Enterprise Zones in Atlanta
- Created four Tax Allocation Districts (TAD) in the City of Atlanta that included Turner Field, Fort McPherson, Greenbriar Mall, and transit-oriented development at four MARTA stations
- Experienced in modeling economic incentives and conduit financing, developing start-up pro forma financials, business model design, and scenario planning