



VIA EMAIL

January 4, 2024

Stephanie Marsnick Dickel  
Regulatory Supervisor, DownCounty Planning Division – Montgomery Planning  
2425 Reddie Drive  
Wheaton, MD 20902

RE: Bethesda IAC Committee Membership

Dear Stephanie,

This letter is to confirm my desire for appointment as a Committee Member on the Bethesda Implementation Advisory Committee. As an active member of the development community in and around Bethesda I believe that I would be a valuable addition to the IAC.

I look forward to hearing from you and working with Montgomery County Planning and the Committee

Sincerely,

Dave Yampolsky  
*Community Three*

# *David Yampolsky*

4522 Drummond Ave  
Chevy Chase, MD 20815

Cell: (301) 787-5764  
david.yampolsky@gmail.com

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## **Professional Experience:**

### **Senior Vice President/ Community Three, May 2020 – present**

- Responsible for the overall project management and execution of development projects in excess of \$500 million from inception to completion inclusive of contract negotiation, schedule creation, budget management, plan review, coordination and construction execution
- Procure, review and select proposals for project consultants inclusive of architect, landscape architect, MEP, civil and structural engineers and any other required project specific consultants
- Oversee and manage selected consultants to meet project schedule milestones from SD through IFC issuance
- Negotiate, structure, orchestrate and manage preconstruction and contract negotiations with General Contracting firm on a project by project basis
- Manage development and construction budget through design and preconstruction efforts via a strategically coordinated and consistent meeting process with subconsultants and GC
- Oversee and execute project construction from start to finish
- Manage and maintain monthly draw requisitions and banking relationships during construction execution phase.
- Provide detailed development and construction quarterly updates for Partners to share with project specific investors and stakeholders

### **Senior Development Associate – Development Director/ UIP, Feb 2017 – May 2020**

- Responsible for overall project management and execution of development projects in excess of \$150 million from inception to completion inclusive of contract negotiation, schedules, budgets, plan review and coordination.
- Oversee and manage the day to day coordination of architect, landscape architect, project specific consultants, MEP engineers, structural engineers, general contractor and ownership on development project(s).
- Manage and maintain monthly invoices for project bank draw inclusive of both hard and soft cost components.
- Oversight and management of RFI and PCO log reporting from general contractor inclusive of evaluating and executing potential change requests from GC.

### **Development Manager/ Ellisdale Construction & Development, June 2016 – Feb 2017**

- Oversee and manage the day to day coordination of architect, MEP engineers, structural engineers, general contractor and ownership on in-house development project(s) inclusive but not limited to: site meetings/visits, plan coordination reviews and bi-weekly development team meetings.
- Manage and maintain monthly invoices for project bank draw inclusive of both hard and soft cost components.
- Manage and review all third party/new client budget submissions with our estimating department to ensure proper bid coverage/depth and subcontractor scope review to mitigate ownership and GC risk.

### **Vice President of Business Development / UIP General Contracting, Inc., January 2013 – June 2016**

- Responsible for identifying and evaluating new markets and partnership opportunities through direct prospecting, networking, attendance at industry events and participation in applicable industry associations.
- Responsible for identifying, building and developing new client business by pursuing opportunities with strategic targets in related fields while continuing to cultivate relationships with existing clients.

- Responsible for the direct addition of over \$250 million of prospective pipeline business since starting in January 2013 with a closing rate of over 20%.
- Responsible for leading the development and preparation of RFP's, Pre-Qualification and formal presentations required for third party clients.
- Responsible for the oversight and maintenance of client relationship for the duration of the project cycle from contract negotiation to owner punch walks.

**Coordinator Credentials and Ticketing / National Hockey League, May 2011 – December 2012**

- Responsible for organization and management of NHL accreditation system for signature events including but not limited to the NHL Winter Classic, All-Star Game, Stanley Cup Final and Draft.
- Work closely with all NHL departments to ensure proper zoning for NHL employees with a working function at signature events.
- Manage on-site event team of four people to ensure smooth and efficient accreditation distribution at NHL signature events.
- Responsible for the overhaul and redesign of the NHL accreditation system to create more efficient accreditation application and distribution processes.

**Fan Experience Team / New Jersey Devils, March 2011 – May 2011**

- Member of Fan Experience Team responsible for daily outreach and communication with all New Jersey Devils season ticket holders
- Work closely with all facets of Devils organization to ensure quick solutions and answers for season ticket holder issues.
- Assist with game day customer service issues.

**Seasonal Employee / Events & Ticketing / National Hockey League, November 2010 – February 2011**

- Responsible for organization and management of ticket databases for three NHL signature events: 2011 Winter Classic, 2011 NHL All-Star Game, & 2011 Heritage Classic.
- Coordinate, manage and distribute ticket requests for all thirty NHL member clubs, NHLPA, NHL Alumni, NHL Sponsors and NHL Employees for all three signature events.
- Responsible for troubleshooting any and all game day issues at venue box office relating to ticketing.

**Senior Vice President / Property Manager, UIP Property Management, Inc, Washington, DC, January 2009 – October 2010**

- Responsible for the overall management of approximately 2,000 multifamily residential apartment units in and around the Washington DC Metro Area.
- Supervise and manage a staff of 15 individuals including community managers, leasing managers, maintenance dispatcher, maintenance technicians, accounting manager and administrative staff.
- Create, implement and maintain property management company policies and procedures including but not limited to rental guidelines and qualifications, late fee processing, pet policies, unit turnover procedures and apartment community house rules.
- Create, review, and submit annual property/community budgets to third party owners in an attempt to increase net operating income and return on overall investment.
- Responsible for the overall performance of multifamily residential properties/communities based on projected annual budgets and annual net operating income figures.

**Asset Manager / Urban Investment Partners (UIP LLC), Washington, DC, November 2004-December 2008**

- Responsible for the day-to-day asset management of a real estate investment and development firm with over \$200 million in portfolio assets under management.

- Regularly edit, review and negotiate property management contracts, enabling UIP to maintain the strongest available profit margins.
- Coordinate weekly reviews of tenant based materials to evaluate rent increases, control filings and lease terminations with all impacted parties.
- Create quarterly financial reports for current investors to ensure pertinent and timely information about their various investments with UIP.
- Create baseline models for prospective acquisitions in an attempt to grow UIP's investment portfolio with value-add projects.

**Awards Received:**

- Washington DC Apartment and Office Building Association (AOBA) Outstanding Leadership Award: Rising Leader – November 2010

**Technical Skills:**

- Proficient in Microsoft Word, PowerPoint, Excel, Publisher, Adobe Acrobat, Yardi Property Management Software, Procore Construction Management Software

**Education:**

**Dickinson College**, Carlisle, PA  
B.A. **Political Science** May 2004

**References Available Upon Request**