

# Daniel J. Marinaro, AIA NCARB

Planning & Development Vice President

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Visionary, award-winning, and passionate with a strong track record of architectural expertise and operational excellence servicing a diverse client base. Proven ability as *blank sheet of paper* thinker who excels shaping project strategy and direction. Thrive in a state of flux and multitasks to achieve flawless execution. Results-oriented professional skilled in leading teams to deliver excellent customer service. Expert identifying root causes and translating complex processes into clear, actionable steps. Keen sense of observation, contagious enthusiasm, and natural empathy that favorably reflects company brand, fosters teamwork, and creates positive interactions. Cultivate an environment that leverages team strengths to crystalize customer need and guide teams to execute design solutions that exceed expectations.

## Areas of Expertise

- Comprehensive Master Planning
- Design Excellence
- Business Development
- Continuous Process Improvement
- Budget Administration & Control
- Community Development
- Land Planning & Development
- Team Leadership & Collaboration
- Staff Development & Mentoring

## Professional Experience

### Legacy Development, Buffalo, NY

President, Legacy Design Studio

Vice President, Planning & Development, Legacy Development

2019 – Present

Senior Leader of urban mixed-use development firm and urban design brainstorming think tank. Lead multiple multi-million-dollar projects by creating master vision alongside cross-functional development, construction, and design teams for private sector real estate developers. Coordinate internal real estate, design, and construction teams to perform due diligence, pro-forma analysis, financial investment and lending strategies, land planning, and site and building design. Guide internal teams to bring their best and develop into the next generation of leaders.

- Spearheaded \$500M project to develop 1.5-acre Main Gateway in core of downtown Buffalo on urban historic location consisting of reimagining 10 existing historic buildings to create dynamic urban mixed-use community.
- Chartered 25-acre suburban town center for Grand Island NY, with an array of housing, senior independent living, Airbnb, exterior recreational platforms, wellness center, and community center with water feature.
- Revitalized historic downtown by conceiving \$18M multi-use Theatre Place in home of famous Shea's Theater.

### Wendel, Buffalo, NY

Director of Multi-Family Design Studio, Principal Senior Design Architect

2010 – 2019

Unified regional operations and business development as Studio Director and Senior Principal Architectural Designer for Multi-family Housing line of business for nationwide architecture and engineering firm. Shaped account strategy and followed projects from concept to conclusion including post-project support. Crafted RFP responses and led negotiations with eye to developing long-term relationships and building reputation. Leveraged technology, infrastructure, and external resources to deliver against both project and corporate objectives.

- Spearheaded establishment of Phoenix regional office by cold-calling and turning prospects into valued clients.
- Studio delivered \$3M in sales and grew staff to 10+ employees within first year.
- Won \$135M bids for 15 major projects in 2-year timeframe by engaging clients, listening carefully to their dreams and fears and translating those into carefully-sited and eloquently-designed buildings on time and under budget.

Directed design and construction of custom-built, luxury homes with 50+ design team during regional building surge. Managed firm financial and human resources inclusive of internal multi-disciplinary team for planning and design and external subcontractors. Charted, analyzed, and negotiated all contracts. Served as main agency contact with city and environmental agencies. Ensured quality control for all architectural detailing, specification writing, and engineering requirements. Hired, trained, and mentored high-performing team.

- Planned 60-acre mixed-use retail, residential, and hotel development with Class-A office at One Scottsdale.
- Directed design and construction of two multi-million-dollar residential estates - Cownie Estate, 17,500 sq. ft. Mediterranean style home and Mendez Estate, 18,000 sq. ft. Spanish Mission style home.

Managed and founded firm offering distinctive architectural design and comprehensive project leadership for broad, unique client base. Headed business development and fostered client relationships. Provided leadership throughout project lifecycle to guide design concept, technical approach, and construction plan production to ensure client requirements are met and clearly communicated. Oversaw budget and resources, including managing consultants.

- Executed 5,000 sq. ft. \$1M historic preservation and renovation of first campus building to repurpose as Admissions Office and Conference Center for Medaille College.
- Constructed \$12M 5-story 175 bed residence hall and student activity center for D'Youville College in urban historic district.
- Designed Baywinde Senior Residential Community in Webster, NY with 28 patio homes.
- Oversaw Castle Pointe Apartment Homes \$12M project to build 120-unit, 110,000 sq. ft. senior living facility.
- Led design and construction of 84-bed Sage Harbor Assisted Living Facility inclusive of memory care unit.

**Additional Experience:**

Senior Project Manager, **Duschscherer Oberst Design, PC, Buffalo, NY**

## Education

**Master of Architecture**

State University of New York (SUNY) at Buffalo, Buffalo, New York

**Bachelor of Science Degree in Architecture and Planning**

State University of New York (SUNY) at Buffalo, Buffalo, New York

*Skilled in Revit, Vectorworks, Sketch Up, Microsoft Office, Microsoft Project, and Adobe Creative Suite.*

## Professional Registration & Certification

Arizona, Texas, Maryland, New York, Iowa – Registered Architect  
National Council of Architectural Registration Boards (NCARB) – Certificate Holder  
American Institute of Architects (AIA) – Member

## Publications & Awards

New York Real Estate Journal (NYREJ) — Embracing the Live-Work-Play Planning Paradigm in Buffalo NY, 2019  
Multi-Family Executive (MFE) – Shifts in Senior Housing Trends – Baby Boomers Come Home, 2018  
APTA – Staging and Phasing: Managing a Complex Bus Maintenance Facility Renovation, 2012  
PSMJ, Resources, Inc. — Redefining the Practice of Architecture, August 2010  
Best New Architecture in Western, NY - American Institute of Architects, 2001  
First Place New Construction Award - Western NY Brick-by-Brick – 2020