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Via E-mail
jaburgess@acrel.org

John M. Nolan
Chair, Member Selection Committee
c/o American College of Real Estate Lawyers
220 N. Market Street, Suite 100
Frederick, Maryland 21701

Dear Mr. Nolan:

I am honored to nominate Danielle Howarth for election to the American College of Real Estate Lawyers. I have known Danielle since 2012 when she joined Ballard Spahr as an associate. She and I worked together extensively until she joined Wexford Science & Technology, LLC in 2015 as Senior Real Estate Counsel. While Danielle was with Ballard, she demonstrated a constant interest in learning more, honing her skills under the guidance of Ballard real estate partners and further developing her reputation as a smart, practical lawyer with an attention to detail and an ability to successfully negotiate and close very complicated transactions. During our time working together, Danielle was sought out, in particular, to help with construction law matters and joint venture agreements, in addition to myriad other real estate concerns. She also expanded her knowledge base of affordable housing and community development transactions.

Danielle is committed to community engagement through civic and charitable activities. She has been involved with the Urban Land Institute for several years, beginning with her membership on the Advisory Committee for the Partnership for Building Reuse in 2014. In that capacity, Danielle led meetings, organized discussions, synthesized notes and undertook extensive drafting responsibility for the final report. This report is included with the written materials as part of this nomination, together with a power point presentation she prepared regarding the Partnership. While the work is not solely her work product, it was possible and is as well done as it is because of Danielle's involvement.

She has also channeled her real estate interest and skills through membership on various housing and community development focused non-profit boards in the Baltimore community and is currently on the board of the Episcopal Housing Corporation, a Baltimore-based non-

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profit affordable housing developer. For nearly ten years, Danielle was a board member for One House at a Time, Inc., an organization focused on assisting Baltimore City with addressing the vacant housing issues through receivership. During her tenure, Danielle was very engaged, before and while serving as Vice President and President of the Board. Some of the more involved initiatives she undertook include:

- Addressing financial challenges to eventually ensure the organization build up a significant surplus and reserves through a strategy with the City that more strategically identified blocks and neighborhoods where houses were most likely to attract bidders and repurposing;
- Developing a system to track outcomes; and
- Revamping the bidding procedures and bidder education materials, including an improved website, thus increasing the number of bidders at property auctions and the prices realized to satisfy the City's unpaid bills.

Danielle has flourished at Wexford, becoming General Counsel and Senior Vice President, then adding Chief Operating Officer to her title. While some General Counsel tend to focus internally, Danielle has addressed the full spectrum of legal issues facing Wexford while remaining very engaged in development transactions. She has only grown more in her real estate lawyering skills since joining Wexford. While I do not represent Wexford, I often hear about Wexford matters from the Ballard Wexford team. Danielle is exacting and has high expectations for the lawyers who work on Wexford deals. These are the same expectations she has for herself. She and I also meet up for morning walks and will talk through some of the issues we face in the roles we play for our firms. She is passionate about what she does and loves it a great deal.

Electing Danielle to ACREL will benefit us all. She is collegial, smart, engaged. The enthusiasm and focus she brings to her work at Wexford will also carry forth to the College. Thank you for your consideration of this nomination.

Yours truly,



Amy M. McClain

AMM/ej