



Chartered 1708

Office of the Mayor
Gavin Buckley, Mayor
160 Duke of Gloucester Street
Annapolis, MD 21401-2517

AP-39-23

November 14, 2023

To: Alderpersons, City of Annapolis

From: Mayor Gavin Buckley

Re: Alcoholic Beverage Control Board Appointment

Pending your approval, I would like to appoint Mr. Christopher Sheehan to the Alcoholic Beverage Control Board. Mr. Sheehan is a resident of Ward 8 and this appointment fills a vacancy on the commission.

Christopher Sheehan.
304 Adams Street
Annapolis MD 21403

A copy of his resume is attached.

Thank You.

GB/hrr

Reviewed by: <u>Economic Matters Committee</u>	
<u>✓</u> Favorable	Unfavorable
<u>[Signature]</u>	<u>[Signature]</u>
Committee Chair	<u>12/6</u> Date

Application Form

Profile

Christopher O Sheehan
First Name Middle Initial Last Name

chris.sheehan@mesirov.com
Email Address

304 Adams Street
Home Address

Annapolis MD 21403
City State Postal Code

Are you a resident of the City of Annapolis?

Yes No

What ward do you live in? *

Ward 8

Home: (617) 905-9570
Primary Phone Alternate Phone

Which Boards would you like to apply for?

Alcoholic Beverage Control Board: Submitted

Interests & Experiences

Are you an employee of the City of Annapolis?

Yes No

Do you do business with the City of Annapolis?

Yes No

Are you currently serving on any city boards or commissions?

Yes No

Work experience (please answer here or attach resume or CV)

See attached.

Educational background (Please answer here or attach resume or CV)

See attached.

Other experience (volunteer experience, memberships, etc.)

Member, Annapolis Yacht Club Member, West River Yacht Club Serving on Multiple Boards Volunteer with the SPCA as well as Capital Area Food Bank

Why are you interested in serving on a board or commission?

Community engagement is paramount in my family and I'm now at a point in my life where I have the time to serve my community. As a 13 year resident of the City of Annapolis and a business owner in the City of Annapolis, I want to be of service for my community.

[Christopher O. Sheehan - Resume.docx](#)

Upload a Resume

References

Nathan Betnun, 202 Melvin Road Annapolis MD | 443.994.1941 Julie Mussog, 1105 Miami Ct Annapolis MD | 202.962.3362 Ryan Chitwood, 912 Van Buren Street, Annapolis | 443.995.9285

Demographics

Ethnicity

Caucasian/Non-Hispanic

Gender

Male

Sexual Orientation

Straight/Heterosexual

09/10/1977

Date of Birth

Christopher O. Sheehan

Chris.sheehan@mesirow.com • 617-905-9570 • Annapolis, MD

Financial and operational executive with 20+ years of progressive leadership implementing financial, tax, and business strategies. Adept at collaborating with municipalities, investors, developers, and clients on high-profile, major development projects and financings. Acknowledged authority in infrastructure financing and demonstrated expert in strategic planning, business development, and regulatory compliance.

Areas of Expertise include:

- Structured Finance
- Operational Excellence
- Risk Mitigation
- Pro Forma Models & Forecasting
- Credit Analysis & Underwriting
- Capital/Real Estate Markets
- Presentations & Public Speaking
- Collaboration & Partnership
- Mentor-style Leader

Professional Experience

Mesirow Financial, Incorporated • Annapolis, MD

Managing Director/Investment Banking • 2021 to present

Head of high yield team focusing on originating non-rated, high-yield debt financing projects. Facilitate financing for major real estate and economic development projects such as student housing, land development, workforce housing and residential developments.

Highlighted Financing Projects:

- **Great Pond Improvement District:** underwrote \$30+ in no-recourse bonds for infrastructure financing of 300-acre, 15 million square foot mixed-use development. Built pro forma models for each use and created techniques to identify potential office tenants.
- **Morgan State University:** Morgan State approached Mesirow to assist them with a refinancing of their outstanding Series 2012 Bonds in their entirety based on our deep background and experience with student housing. Mesirow coordinated an extensive pre-marketing effort across all classes of municipal investors which allowed the underwriting team to pursue aggressive pricing due to excess demand and produced a strong refinancing result.
- **Maryland Economic Development Corporation:** Mesirow acted as the placement agent on the Maryland Economic Development Authority Student Housing Revenue Bond financing. This financing presented some unique credit and structuring challenges with respect to enrollment, outstanding payment deficiencies and prior issues related to the management of the asset. Mesirow led the restructuring efforts to structure a financing that stabilized the project while addressing outstanding issues with the City of Baltimore related to deficient payment obligations.

Stifel Nicolaus & Company, Incorporated • Baltimore, MD

Director/Investment Banking • 2012 to 2021

Promoted from Vice President role to Director to lead structured non-rated, high-yield debt financing projects. Facilitate financing for major real estate and economic development projects such as multi-family housing and industrial, retail, and residential developments. Generate forecast models using quantitative analyses. Employ strategic planning capabilities, negotiation skills, communication proficiencies, and extensive building-development knowledge to execute financings.

Highlighted Financing Projects:

- **Port Covington, Baltimore, MD:** underwrote \$140M+ in no-recourse bonds for infrastructure financing of 265-acre, 1.3M square foot mixed-use development. Built pro forma models for each use and created techniques to identify potential office tenants.
- **Tradepoint Atlantic LLC:** secured \$80M in non-recourse financing for improvements of former headquarters of Bethlehem Steel. Partnered with corporate owner, Baltimore County, and Maryland Economic Development Authority on identifying potential funding options, inter-creditor and development agreements, and funding sources. Stress-tested development scenarios via financial models and pro formas.
- **Howard Hughes Corporation:** underwrote \$50M in non-recourse bond financing for 14M square foot planned development in downtown Columbia, MD. Initiative required extensive public infrastructure and redeveloping downtown area into six neighborhoods with parks and walking trails. Based on development construct, developed financing strategy to optimize results for both corporation and Howard County. Led negotiations on bond documents and development/funding agreements.
- **Rock Row Project:** achieved \$80M in County tax increment financing for infrastructure improvements of 65-acre rock quarry pit into 2M+ square foot mixed-use development. Collaborated with development team and cities of Westbrook and Portland for a portion of development's infrastructure. Assessed state statutes to identify funding approaches and sources; established inter-creditor and development agreements.

Bachelor of Arts, Boston College • Chestnut Hill, MA

SEC Licenses

FINRA Series 50, Series 52, Series 63

Professional Affiliations & Speaking Engagements

Council for Development Finance Agencies, Former Board of Directors

Truxton Park Penguins, Board of Directors

Rebuilding Together, Board of Directors

Council of Finance Agencies, Speaker, "Understanding Bond Financing" and
"Using Bedrock & Targeted Tools to Facilitate Housing Development"

National Municipal Buyer Summit, Speaker, "Trends in Economic Development"

Council of Development Finance Agencies, Speaker, "Game Changing Revitalization
Approaches" and
"TIF and the Capital Markets"