

# DONOVAN JAMES VISSER, J.D.

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## EDUCATION

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### **Juris Doctorate - Cum Laude (2007)**

Michigan State University College of Law

Jurisprudence Awards in: Admiralty Law & Negotiations for the Closely Held Corporation

### **Bachelor in Business Administration, Finance Concentration - Summa Cum Laude (1997)**

Seattle Pacific University

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## PROFESSIONAL EXPERIENCE

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**VISSER AND ASSOCIATES, PLLC - Kentwood, Michigan**

**2007 - Present**

### *Attorney*

Of counsel attorney at a full-service law firm with experience in: secured transactions, commercial loan workouts, litigation, real estate taxation, bankruptcy, land contracts, commercial and residential leases, commercial real estate funding, business funding and development, mergers and acquisitions, commercial and residential contraction liens, contract drafting, negotiations, telecom contracts and regulations, alternative energy projects including tax credits and contracts, condominium formation and litigation, evictions, business formation, business consulting, shareholder and operating agreements, insurance contract review, insurance claims and litigation, Michigan Consumer Protection Act, garnishments, commercial collections, financing, mortgages, deeds, Fair Credit Reporting Act, real estate option contracts, economic analysis of litigation and commercial ventures, due diligence on behalf of lenders, residential and commercial real estate closings, title insurance, creditor's rights, Uniform Commercial Code, buyer's and seller's agency, and equitable relief.

**RIETBERG REALTY COMPANY/MILLENNIUM MANAGEMENT - Grandville, Michigan 2002 - Present**

### *Commercial Real Estate Sales Associate / Property Manager*

Embrace opportunities to orchestrate commercial real estate transactions and oversee property management services for Class A commercial property portfolio. Position encompasses steering business operations, negotiating landlord/tenant contracts, negotiating/financing and managing construction projects, overseeing leased space build out efforts, and collaborating with Fortune 500 tenants to ensure satisfaction.

- ◆ Consistently deliver projects on time and within budget by providing hands-on project management, developing positive relationships with contractors, and utilizing financial expertise.
- ◆ Solidify client relationships by working diligently on clients' behalf to negotiate significant reductions in purchase price of commercial real estate and develop innovative ways to meet sellers' requests for flexibility of lease terms in sale/leaseback transactions.

**CYBERSTREAMS, INCORPORATED** - Seattle, Washington

1999 - 2002

*Vice President of Finance and Operations*

Principal and key member of executive leadership team for company specializing in computer network consulting and VOIP telephony. Led efforts in the areas of contracts, corporate financing, bidding, installations, maintenance, project management, human resources, accounting, and customer financing.

- ◆ Generated incremental, recurring revenue streams by developing and writing annual maintenance contracts for technical support to satisfy customers' needs.
- ◆ Instrumented in securing key contracts with clients such as Microsoft, various law firms, employment and recruitment firms, Cascadia Capital, Anderson Hay, high-end consulting companies, commercial real estate firms, and others.
- ◆ Recruited high-performance employees and eliminated underperforming team members by establishing sound operating policies and procedures for the human resources department.
- ◆ Positioned company for success by leading a company restructuring effort, renegotiating company financing, participating in project rollouts, and modifying staff workloads to ensure continued customer satisfaction and confidence immediately following the burst of the dot com bubble.

**ALASKA AIRLINES** - Seattle, Washington

1998 - 1999

*Manager of Economic Analysis (1998 - 1999)*

- ◆ Led development of creative tax saving strategies for the airline and consortium of other air carriers servicing SeaTac International Airport when faced with the implementation, financing and management of an underground tank farm and fuel servicing company to replace fuel tanker vehicles.
- ◆ Researched and negotiated terms on major new software initiatives for new customer reservation system and data mining package.
- ◆ Cross functional team member on various major projects including launch customer rollout of Boeing 737-800.
- ◆ Spearheaded the purchase of GE aircraft engines to be outfitted on Boeing's Next Generation 737 line of aircraft by creating a contractual methodology and negotiating for the pro-rated payment of engine thrust rating based on usage.
- ◆ Optimized profitability by analyzing existing and forecasted routes for economic and strategic viability.
- ◆ Provided senior management with accurate financial models, which allowed them to make decisions based on sound financial data.

*Manager, Finance (1998)*

Joined organization to provide financial leadership and develop strategic financial plans to ensure the economic success of the airline, including the negotiation and implementation of leveraged lease finance agreements for \$228 million in commercial aircraft sale/leaseback transactions.

- ◆ Ensured negotiated positions were accurately reflected in executed transaction documents by liaising with corporate counsel, treasury department, Boeing Corporation, large foreign and domestic banks and financial institutions, and investment bankers.
- ◆ Complied with all contractual deadlines and compliance concerns by reviewing all existing aircraft fleet transactions and developing and maintaining tickler system and term sheets for each contract.
- ◆ Protected company from loss by generating an evaluation of a target acquisition's economics using discounted cash flow analysis prior to purchase to eventually recommend against acquisition.
- ◆ Created and managed a comprehensive fuel markets analysis program including analysis of complex hedge and derivatives positions.
- ◆ Proposed an innovative strategy to generate millions of dollars in investment income and create a natural hedge against rising fuel prices by investing the company's cash position in integrated oil companies in lieu of entering into forward contracts for the purchase of fuel and oil.
- ◆ Reviewed, analyzed and recommended action on multiple acquisition targets.

**DONOVAN JAMES VISSER, J.D.**

**BANK OF AMERICA** - Seattle, Washington

**1997 - 1998**

*Intern*

Worked within Bank of America's Pension Fund Management Unit analyzing primary offerings and open-market purchases and sales of US equities.

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**L I C E N S U R E   A N D   A F F I L I A T I O N S**

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Attorney - State Bar of Michigan

Licensed Real Estate Salesperson - State of Michigan

National Association of Realtors

Michigan Association of Realtors

Grand Rapids Association of Realtors

Commercial Association of Realtors

Michigan Bar Association

Sections:

Insurance & Indemnity

Real Property

Taxation

Young Lawyers