



2020 Ones to Watch: Dave Carswell, Largo Capital

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Name: Dave Carswell

Company: Largo Capital

Title: Managing Director, NYC / Long Island

Education: University at Buffalo, B.A. Communication / Medaille College, MBA

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

Prior to opening Largo’s NYC office, I asset managed a 2.5 million s/f portfolio and championed development projects in Upstate NY. My most rewarding moment came with the \$40 million conversion of a 150-year-old horse livery (six-story parking structure pre-automobile) into a state-of-the-art high school for culinary students within the city of Buffalo. It included Brownfield and Historic tax credits, adaptive re-use construction, a two-year long RFP and lease negotiation, sourcing a construction to perm financing and structuring a three partner JV agreement. The lessons learned throughout continue to inform my work in structuring capital for my clients.

What do you like most about your job?

In this business there is plenty of room for hard work, creativity, and great relationships. I love the freedom I have to work and build those relationships in my own style as a mortgage broker. We’re not all the same!

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