

Real Estate Executive – Acquisitions, Business Development & Project Management

No one is more focused than Bob Simmons on making a project come together – securing difficult government entitlements, surpassing client and tenant expectations, and motivating teams to execute the vision and exceed goals. A master fixer, he tackles problems head-on, works smart and hard to develop winning solutions, and maximizes economic performance.

“As a project management leader, I always try to understand what someone else’s world looks like, why they are the way they are, and what drives their concerns and decisions.”

Bob tells it straight. He is driven by a fundamental belief in honesty – offering his employers, partners, and associates direct viewpoints on where the business stands; providing accurate feedback and evaluation to his teams; giving governmental officials the straight story to gain grants and approvals; and safeguarding the best interests of clients, owners, and tenants.

Despite his recent brief tenure at Cascade Development, Bob made significant strides identifying viable opportunities, evaluating the economics of deals, negotiating Letters of Intent to Purchase, and generating development proformas. In the first 6 months, he reviewed 105 properties, applying rough rule of thumb financial analysis to most of them and generating substantial financial proformas on 5, laying the groundwork for negotiations and planning to funnel these projects into Cascade’s pipeline for further consideration.

When he joined The Redwin Companies in 1997, overall company morale was low. Staff was bogged down by ineffectual weekly meetings which sometimes lasted 10 hours. No minutes were kept and critical tasks never followed completely through. Bob turned things around with efficient, purposeful sessions focusing on assigned responsibility meeting minutes, personally keyed agendas, and positive team reinforcement.

The immediate outcome – morale skyrocketed and teams were energized with a spirited “can-do” attitude. No issues fell through the cracks. Long term results: work output volume increased tenfold within 5 years.

Over his 10 years with Redwin, Bob helped land and lead multiple key development projects as large as \$450 million with over 2.4 million square feet of retail and mixed use construction. A project management powerhouse, his mission, as always, was grounded in building goodwill with all stakeholders, moving steadily forward, and creating a smooth harmonious experience for owners, despite unforeseen setbacks and behind the scenes chaos.

As an architect, he made his mark in his own firm tackling difficult building types and sizes of projects. Initially offered only single family residential work, he aggressively marketed the firm and worked his way into high density residential, medical, then small retail centers, and ultimately larger retail centers.

Armed with an intimate knowledge of building components and assemblies, combined with resourcefulness and creativity with data and ideas, Bob was a natural fit for President of MT Associates, an architectural firm specializing in commercial development and health care design.

He frequently draws from his base understanding of construction, structural, and electrical systems in larger facilities, gained from his college minor in structural engineering and early career assisting his Father, an electrical contractor, on several key industrial construction projects.

Bob and his wife Sherry, a neo-natal intensive care nurse, live in the greater Los Angeles area. They both enjoy sailing with neighborhood friends in the Bay of Los Angeles. Bob devotes some of his limited free time to drafting plans for their home remodel and is working on a short story about hunting with family in the mountains of eastern Oklahoma, his home state.

Bob Simmons can be reached at (555) 422 - 0234, or via email at rtsimmons@emailme.com.