

Acquisitions, Business Development & Project Management
Physically and Economically Maximizing Tenant Retail and Mixed Use Real Estate Development

Value Promise ~ Top-level strategic decision-maker, supporting executive team in driving profitability and direction of firm; advancing qualified real estate and land opportunities; defining and closing lucrative new business opportunities; and building internal and external team consensus.

Leadership Brand ~ Energetic, collaborative, honest. Known for cleaning up problems, raising the bar with new standards for retail development, creating a “sense of place” congruent with the community, and seamlessly integrating all the pieces. Broad experience visualizing and pricing out multiple scenarios for new and redevelopment projects.

- **Landed and led projects as large as \$450+ million with over 2.4 million square feet of retail/mixed use construction**, building from the ground up, in-fill redevelopment, and revitalization – community, destination, big box, and mall retail projects. Former site planning architect and CEO of architectural firm specializing in housing, medical, and retail projects. *BA, Architecture / Licensed Architect, State of California / MBA.*
- **Keen listener and communicator** who considers all vantage points, translates complex processes into easily understood, actionable bites, and puts all stakeholders at ease. Expert at turning around resistant city officials and cementing positive, lasting working relationships with clients and tenants across sectors.
- **Pivotal Strengths** – Site feasibility analysis, government entitlement approvals, early optimal leasing strategies, professional consultant qualifying, contract negotiations, budget development, RFP development, preliminary tenant mix determination, and tenant coordination/liaison.

Project Leadership Milestones for The Redwin Companies

\$125 million, 355,000 SF Oahu Downtown Center (HI) luxury resort retail and entertainment center. Secured project 3 days after giving second presentation. *“The Center shows that Native Hawaiian culture and history can be effectively integrated into top businesses in a way that benefits both the business and the Hawaiian community.”* –A native Hawaiian.

\$150+ million, 1.2 million SF (74 acres) Estes Park (CA) Downtown major revitalization – regional mall, town center, and residential/lifestyle component. Transformed declining property integrating traditional closed mall development with open air center components, combining traditional and power center retailers with entertainment venues.

\$450+ million, 2.4 million SF (850,000 SF existing) Montgomery Hills Plaza (San Diego, CA) mixed-use enclosed regional mall with open air and movie theater, and town center with residential component. Mission – reposition MHP as a flagship urban mixed-use gathering place that echoes the vitality of the community.

1.35 million SF (112 acres) Los Olivos East (CA) retail and mixed-use property. Physical large scale site reconfiguration focused on underutilized land areas. Redevelopment strategy provided City with major new sales tax generators, strong retail uses (Costco and Lowe’s), and new major commercial draw.

Business Development & Project Management Experience

Business Development Partner
CASCADE DEVELOPMENT, Los Angeles, CA

2008 to Present

Execute strategies to expand the development project pipeline for this full service real estate development firm specializing in retail development, focusing on the tenant relationship and tenant-driven activities. Clients include McDonald’s, Starbucks, Taco Bell, CVS Drugs, Walgreens, Staples, Wendy’s, Jiffy Lube, and KFC.

- Create equity value leveraging relationships with brokers, tenants, owners, and cities; advance qualified opportunities; and identify, underwrite, close on, and execute new development opportunities.

THE REDWIN COMPANIES, Los Angeles, CA

1997 to 2008

Award-winning full service commercial real estate developer of retail and mixed-use properties, nationally recognized for its "Total Concept" approach, integrating deep expertise with strategic vision, creativity, and passion. Clients included The Goldman Sachs Group, Kamehameha Schools (HI), Capri Capital Advisors, Estate of James Campbell, Teachers Retirement System of Illinois, Faris Lee Investors, and Pritzker Realty Group.

Vice President of Development (2000-2008)

Benchmarked a seamless client experience leading teams for all development, entitlement, and construction projects, leading to strong client and tenant relationships in both public and private sector development for hire business. Innovated solutions and strategic planning for large scale urban redevelopment projects.

- Secured hard-won approvals in competitions with painstakingly crafted private and public sector RFPs.
- Festival's point person for all government approvals and funding, and with all partners, clients, and owners.

Landed and directed major complex projects including:

- \$170 million (1.2+ million SF) El Norte Park (CA) retail urban renewal project. (In-house).
- \$47 million (227,200 SF) Crandall Place (CA) mixed-use urban renewal project (In-house).
- \$21 million (210,000 SF) Elm Park (CA) Shopping Center with pad building (For Hire).

Development Manager / Project Manager (1997-2000)

Controlled construction budgets up to \$65 million, scheduling, government approvals (incl. EIRs, CUPs, Site Plan Reviews), planning, design, early leasing strategy, and construction for in-house and for-hire projects.

- Key point person with big box retail tenants in negotiating site plans, lease exhibits, store or pad cost, store layout, store design, construction schedule, build out, and store turnover.
- Drafted and refined preliminary soft and hard cost development pro formas and budgets.

Project management included:

- \$2.4 million for 3 new pad buildings for 45,000 SF El Norte Metro Center (CA).
- \$1.2 million Big Box upgrade/expansion for 203,000 SF, 27-acre Redwin at Hyannis (MA) retail center.
- \$1.8 million TGIF pad for 625,000 SF, 25-acre Heritage MarketPlace (CA) - open-air retail mall.

President, West Coast Operations

1993 to 1997

MT ASSOCIATES, INC., Los Angeles, CA

Improved firm's marketing strategy, identified long-term emerging market opportunities, and re-positioned this architectural firm specializing primarily in commercial and health care design for new revenue generation.

- Landed \$61 million Disney/TV project – the new West Coast facilities for KTIC-TV.
- Built lasting, profitable client relationships and formed collaborative alliances with other top firms for increased market penetration. Negotiated lucrative contracts with U.S. and international clients.
- Innovated esthetic design critique service for cities without full-time architectural staff.

Early career included President of TD/A Inc., a small architectural firm, and President of Robert T. Simmons & Associates, Architects, AIA.

Affiliations

Licensed Architect State of California
Member, American Institute of Architects (AIA)
Volunteer, Long Beach Rescue Mission
Member, Association of Commercial Real Estate
Member, International Council of Shopping Centers
Member, Urban Land Institute

Education

Completed 19 AIA Approved Continuing Education courses including Bio Mechanics, Green Building, ADA Guidelines, Cracking Building Codes, and Architect as Developer (2004-2009).

MBA Business Administration, University of California at Los Angeles
BA Bachelor of Architecture (5 year degree), Oklahoma State University