

Summary of Major Client Work – Outstanding references and further details upon request

Brookfield Residential (2017-Present)

Advising the Vice President for Business Strategies on infill projects throughout the Bay Area, with a particular focus on large infill/redevelopment/re-use projects in Mountain View, San Mateo, and San Jose. Positioning all of Brookfield's development entities (rental, commercial, For-Sale and asset mgmt.) to take advantage of new housing-focused legislation in 2017-18.

Nexus Real Estate Investments (2017-Present)

Helping a small ground-up SFD builder expand into multi-family infill projects in high-barrier-to-entry residential neighborhoods such as downtown Mountain View. My consultancy is bringing together architects, site planning, legal advice, permit expediting, and gov't/community relations as a single service.

Los Altos Community Investments - LACI (2015-2017)

Worked full-time in-house for a family office that needed major organizational attention. Created a new LLC, oversaw re-branding and major marketing roll-out (see www.LosAltosCommunityInvestments.com); audited portfolio and created an asset manager role and hired for it; created accounting and P&L standards for \$35M retail and commercial portfolio; assembled a 1.2-acre development site for office/residential redevelopment. LACI work included organizational, entitlement, business, and community relations advising on a weekly basis, and as Owner's Rep to the commercial project which was managed by SRGNC.

Federal Realty Investment Trust – Park Valencia Retail and Plaza (2015-2016)

Worked in-house as project director for [two new retail buildings and a major public plaza redesign](#). Managed design and delivery of tenant spaces, including lease commitments and TI budgets for Poke Bar and Smitten Ice Cream. Hired architects, landscape architects, GC (FRIT does not self-perform), all subs and completed entitlements and construction management until grand opening. Drafted all Investment Committee reports, and managed budget and pro forma to hit all thresholds.

Washington Holdings Mission Park (2015-2016)

Provided day-to-day project management on an [industrial property that converted to retail and hotel](#). 8-acre site in Santa Clara (across from Intel) entitled to provide a Dining Hub and select-service hotel. Unanimous approval in under a year, requiring substantial negotiations with County on Montague Expressway ROW take and PG&E high-tension wire easements.

Anton Development (2015-2016)

600+ rental units adjacent to new BART station. Fast-paced design and entitlement management for an aggressive project that wanted to beat the market and get out of the ground: <http://antondev.com/project/anton-milpitas/>

DR Horton (2013-2015)

Worked in-house as a project manager on attached housing projects in Newark ([Prima](#)); Sunnyvale ([Sandalwood](#)); and San Jose ([Huntington](#)). Ran all pro formas, financials, hired architects and subs, all entitlement and government relations to commence construction (DR Horton has a separate construction management division).

Meta Housing, LLC (2014)

Pre-acquisition and due diligence in Hayward (Tennyson Ave.) adjacent to Montana-Wittek “South Bart Housing” project. Conforming with city’s unique Form-based zoning code and trying to time approval with Cap-and-Trade funds from state.

City Ventures, LLC (2014)

Due Diligence on a proposed General Plan Amendment (GPA) and Urban Village “Signature Project” at Gimelli Road in San Jose. Subsequently traded to Pulte homes.

Integral Communities – Pacific Commons South (2013)

Led initial tenant explorations for 1M s.f. of Class-A with tenants such as [Samsung](#), [Google](#), and [LAM Research](#). Managed design and entitlement efforts for vertical mixed-use buildings in new phase construction adjacent to one of the most successful Power Centers on the west coast.

2000-2013: Details of selected projects with employers

2011-2013**SummerHill Apartment Communities**

Managed acquisition, design, development, and production of multi-family rental properties, some with retail components, in numerous Bay Area jurisdictions, including 300 units on 5 acres at Brio (Walnut Creek); 250 units on 3 acres at 481 on Mathilda (Sunnyvale); and pre-development and design for several hundred units at Anson (Burlingame).

2008-2009**Sand Hill Property Company – Sunnyvale Town Center**

Managed 200 attached condominiums and also cold shell design and construction on 3 podiums (Type V). Difficult CAM and CC&R issues as there were layers of master association regulations and financing districts governing each parcel. Coordinated construction activities (Devcon) and CAM reductions in stay-open clauses for [Macy’s](#) and [Target](#). Developed the branding and multi-channel marketing strategy for the condo units with Linda Berman and Polaris Pacific.

2004-2008**Toll Brothers, Inc.**

Project management and entitlement from pre-acquisition on a multi-family attached project (Willow Glen Place). Project manager on 2 entitlement projects that were sold off in 2009. Today known as “Main Street Cupertino”, at that time I led a JV with Keenan-Bariteau retail,

including non-binding LOI's with high-end grocery anchor and a partnership with Bridge Housing for low-income senior apartments. In Mountain View, "Mayfield" was entitled for 635 attached homes on the site today known as Google X and owned now by Four Corners Properties.

2001-2004**SJ Redevelopment Agency**

Represented Owner in development of "The 88" with CIM Group (later Wilson Meany Sullivan) as development partner. Also lease deals with House of Blues and Lucky Strike Lanes. Managed buildout and TI's for Black Sea Gallery. Managed all lease negotiations and Owner's Rep responsibilities with Adobe Systems, Inc. for Class-A campus construction Tower 3.

1999-2001**Federal Realty Investment Trust – Santana Row**

Project Manager for design and buildout for the 4,000-s.f. Marketing and Leasing Center, used as the homebase for the entire leasing and development investment operation. Owner's Rep/Project Manager for the Bovis and Terranomics retail design and leasing teams.

Managed portions of retail design plans, tenant demising and space planning, owner TI allowances, and cold shell build-out. Space planning and lease negotiation for tenants including: Hotel Valencia, Chanel, St. John, Cole Haan, Tommy Hilfiger, Crate & Barrel, Aveda, Ben & Jerry's.