

SUMMARY: Award winning residential project manager with **20+ years** experience in entitlements, acquisitions, land development & building construction for **thousands of Single Family & Multi-Family units** and amenities. In addition to my experience, I have developed systems & methods that have led to approvals in 2–3 review cycles, effective budget stewardship of budgets ranging from \$4MM–\$20MM, and efficient critical path scheduling multiple projects at a time. My track record is proven, in building agency trust, de-risking projects, and establishing standards & project trackers, to drive cadence, speed, communication, certainty, and management toward Company/business plan metrics.

SKILLS & EXPERIENCE

Forward Planning & Entitlements: CEQA compliance; tentative maps; specific plans; conditions of approval; plan check coordination; final map approval; plotting; public hearing presentations

Land Development & Construction: Oversight of horizontal improvements & offsite improvements; dry/wet utility coordination; points of connection verification; inspector coordination; bond exoneration

Acquisitions & Due Diligence: Site feasibility; entitlements risk identification/mitigation; underwriting inputs; schedule & budget creation; municipal & seller engagement; corporate investment presentations

Project Operations: Multi-project portfolio management of up to 20 at a time; Project sizes have ranged from 55-1045 lots (avg. 250 lots); Established & enforced **Standard Operating Procedures**, including **architectural, landscape & improvement plan standards**, toward consistency & efficiency

Project Controls: Created project/priority tracking systems managing toward business plan metrics & communicative reporting; Management of regular Division staff meetings; Utilization of MS Excel & Outlook workflows (email/calendar/notes, categories/flags)

Product & Site Design Leadership: Site planning, comprehensive **reviews of architectural designs, civil engineering improvement plans & landscape architecture** to value engineer, constructability review, conflict avoidance, & align elements with the market & the City

Special Districts & Financing: CFD formation & annexations; SCIP coordination; agency negotiations

Procurement & Vendor Management: Scopes of work; RFPs/solicitation; bid analysis; contracting/award; scheduling/managing: civil & soils engineers, landscape architects, LD subcontractors, vendors

Government, Stakeholder & Community Relations: City/county/state/federal agency coordination; school districts & utilities; HOA interactions & property management

Regulatory & Legal Documentation: DRE & FHA approvals; public report & disclosure packages; CC&Rs development; conditions tracking from start to project closeout

Leadership & Teaming: Department leadership of 6 at a time; hiring & coaching incl. underperformers

Relationships: Established trusted relationships with governing agencies and municipalities, including the **Cities of Menifee, Riverside, Wildomar, Jurupa Valley, San Jacinto** and more.

EDUCATION

BACHELOR OF ARTS, SOCIOLOGY w/ Business Management emphasis 03/2003

University of California, Riverside

- Student Speaker, 2003 Commencement Ceremony
- Accepted to Honors Program, Alpha Lambda Delta Honors Society & Golden Key Int'l Honors Society

University of Sussex at Brighton (England): Business Management & Strategy 2001-2002

HONORS

- *Building Industry Association Baldy View* – 2021 Volunteer of the Year
- *National Association of Homebuilders California* Finalist, 2020 Young Professionals Award

EMPLOYMENT HISTORY

DIRECTOR, FORWARD PLANNING/PROJECT MANAGEMENT 08/2023–04/2025

Century Communities Southern California

- Leadership of the Department, overseeing a team of two employees & four consultants.
- For an extended period, served as the sole Project Manager, alongside an Assistant Project Manager, managing all division projects simultaneously.

RUBEN “RJ” HERNANDEZ

Reason for leaving: Position eliminated in a nation-wide RIF as division de-prioritized new entitlements & prioritized deliveries (existing finished lots) as rates held elevated & sales continued to drop.

DIRECTOR, PLANNING/PROJECT MANAGEMENT

2022-2023

Monte Vista Homes Southern California (San Bernardino, Riverside & Los Angeles counties)

- Under my direction, my team and I achieved what the *County of San Diego* called a "miracle" with respect to saving the entitlements for TM5350-1.
- For TTM74990, *City of Glendora*, despite receiving a commitment date for plan check, 30 days later the City had not yet started the plan check. I met with the Director and was able to negotiate a no bid process, to get the plan check started toward making up lost time.
- For *Gallery Park*, a multifamily apartment project in Riverside, I received praise from the Planner who stated (to paraphrase) that my submittal was the best she had seen. We subsequently secured Approval in time to avoid an Inclusionary Housing policy.
- For two projects in the *City of San Bernardino*, the City was guiding us toward annexation into CFDs that we were unconditioned. With support from a consultant and Attorney, I was able to abate the matter.
- Regulatory & Stakeholder Management: Successfully resolved a volatile compliance issue involving a Native American Tribe, restoring public confidence.

Reason for leaving: Position eliminated in a restructuring as rate/cancellation volatility and tighter AD&C lending/credit drove financing issues, takedown deferrals and paused entitlements.

LAND DEVELOPMENT MANAGER

2020-2021

LGI Homes Southern California Region | homebuilder/developer

Territory: Southern California including the County of Kern, San Bernardino, Riverside, Orange, San Diego

- **Desert Willow Village:** Inherited budget was significantly short, in response value engineered several plans to realize a cost savings to offset the shortfall.
- **Desert Willow Village II:** On a hunch, engaged third party to re-review the dry utility points of connection to discover no POC's exist to the tract. Fortunately, identified issue in advance of the need.
- **Harvest Grove:** Inherited schedule impacted by Seller's failure to perform on time, in response re-sequenced the land development plan in order to make up for 80% of the lost time.

Reason for leaving: At the time, I was based in Menifee. Following a change in management, a new protocol was put into effect no longer allowing use of consultants for projects located 3+ hours away which created travel demands incompatible with my responsibilities as a parent of, at the time, two toddlers.

PROJECT MANAGER II

2018-2020

Richmond American Homes Riverside County division | homebuilder/developer

Reason for leaving: Recruited for an advancement opportunity to play a key role and first local office hire, in launching a new Southern California division for an expanding builder.

PROJECT MANAGER

2017-2018

KB Home Inland Empire division | homebuilder/developer

Reason for leaving: Departed amid a second RIF as division shifted from long-range planning to backlog /closings (finished lots) and option takedowns deferred indefinitely.

LAND PLANNING SPECIALIST (PROJECT MANAGER)

2014-2017

K. Hovnanian Homes Southern California division | homebuilder/developer

Reason for leaving: The company undertook downsizing and a debt restructuring, financial constraints, specifically lack of capital, paused the acquisition & entitlement pipeline.

ADDITIONAL INFORMATION

- **Work Samples:** Available upon request, including self-designed Trackers, Forms, SOPs, etc.
- **D.I.S.C. Assessment & Strengths Finder's Profiles:** Available upon request
- **Video & Audio from Public Hearings** showing RJ at work: Available upon request
- **References:** Available upon request
- **Project List:** Available upon request