SUMMARY: 20+ years of industry experience, 12+ at builder/developer project management.

Award-winning, results-driven real estate professional with a proven track record in residential land planning, design, construction, development, legalities, management, and investment. **Experienced in project forecasting, budgeting, scheduling, negotiations, risk management, and strategic decision-making to drive successful outcomes meeting business metrics. Adept at distilling complex challenges into clear, actionable strategies.** Brings extensive expertise across the full real estate lifecycle, including **due diligence/feasibility analysis, entitlements, regulatory compliance (CEQA), site planning, design and engineering of vertical and horizontal elements, and construction management**. Experience spans thousands of residential lots (single-family and multifamily), including recreation centers, parks, and amenities. **Consistently achieves approvals within 2-3 review cycles through a methodical review of plans/comments, clear communication, and urgency.** Leverages diverse experience across multiple firms to curate best practices and optimize project operating models. A career shaped by exposure to top industry mentors has cultivated deep knowledge, **reducing risks and enhancing project certainty**. Known for professionalism, work ethic, resourcefulness, attention to detail, and a sense of urgency and duty. Author of *Land Planner's & Developer's Guidebook*.

CORE SKILLS & ACCOMPLISHMENTS: (Tasks, skills, and responsibilities done across multiple roles)

- **Strategic Management**: Manage to business plan targets in a fast-paced, dynamic environment.
- **Process Optimization**: Development and enforcement of company/division wide standard operating procedures (best practices), including **architectural standards, landscape plan standards and processes/forms**, ensuring consistency and quality across projects.
- **Developed** multi-tasking trackers to streamline reporting, establish team efficiency, keep with cadence
- **Project Scope/Scale**: Management of project sites ranging from **55 - 1,045 lots**, with a **250 lot** average.
- **Budget Oversight**: Creation, management, and operation strictly within **$4MM–$20MM** budgets.
- **Schedule Management**: Development and adherence to comprehensive schedules encompassing planning, engineering, plan checks, construction, and project openings.
- **Land Acquisition Due Diligence**: Feasibility/entitlements analysis, risk identification/mitigation, budget & schedule development, engagement with city officials & sellers, and drafting corporate presentations.
- **Land Planning / Entitlements**: Leads projects from concept design through municipality approval, including presentations to decision-making bodies on **maps, site design, and conditions of approval**.
- Comprehensive **reviews of architectural designs, civil engineering improvement plans & landscape architecture** to value engineer, optimize constructability & align elements with the market & the City.
- **Product & Site Design Leadership**: Directed engineers, landscape architects & product design teams through **site & park/amenity design, value engineering, constructability review, conflict avoidance**.
- **Special District Formation**: Coordination with third parties on **SCIP & CFD** formations & annexations.
- **Regulatory Compliance**: Ensuring adherence to **CEQA** requirements and regulatory agencies.
- **Procurement & Vendor Management**: Developed clear scopes of work per project and oversaw **RFPs, bid analysis, contracting** for civil/soils engineers, landscape architects & vendors/contractors.
- **Government & Vendor Relations**: Established trusted relationships with governing agencies and municipalities, including the **Cities of Menifee, Riverside, Wildomar, Jurupa Valley, and San Jacinto**.
- **HOA Management**: Engagement within **HOA's & with property managers.**
- **Legal Compliance**: Management of DRE & FHA Approval process, generated Disclosures & CC&RS.
- **Leadership**: Provided coaching to underperforming employees toward performance recovery.
- **Team Management**: As **Director**, recruited and led teams of up to **six** employees.

Roles: (Durations listed on Pages 2 onward)

- *Director of Forward Planning,* ***Century Communities*** *(Southern California)*
- *Director of Planning,* ***Monte Vista Homes*** *(Southern California)*
- *Land Development Manager,* ***LGI Homes*** *(Southern California division)*
- *Project Manager II,* ***Richmond American Homes*** *(Inland Empire division)*
- *Project Manager,* ***KB Home*** *(Inland Empire division)*
- *Project Manager,* ***K. Hovnanian Homes*** *(Southern California division)*
- *Director, Project & Account Management/Business Development,* ***Specialty Steel***
- *Assistant Project Manager,* ***Centex Homes*** *(Inland Empire)*

Curriculum Vitae

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

DETAILS: RELEVANT EXPERIENCE & SKILLS

DIRECTOR, FORWARD PLANNING/PROJECT MANAGEMENT 08/2023 – 4/2025
Century Communities *Southern California*

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

Reason for leaving: Position eliminated due to a company-wide reduction in force.

DIRECTOR, PLANNING/PROJECT MANAGEMENT 01/2022-07/2023
Monte Vista Homes *Southern California* (San Bernardino, Riverside & Los Angeles counties)

- Leadership of the **Department**, overseeing an Assistant Project Manager.
- Developed and implemented a **SmartSheet-based Timeline/Tracker**, now serving as the primary tool for **managing and guiding all project activities**.
- Established and enforced **company-wide Standard Operating Procedures**, including **architectural, landscape and improvement plan standards**, establishing consistency and efficiency.
- Play a key role in **shaping strategy**, impacting **acquisitions, sequencing, product development**.

Results

- 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.
- 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.
- After a former employee had violated a Condition of Approval related to a Native American Tribe, I successfully calmed the matter which had become heated prior to my involvement.

Reason for leaving: Position eliminated due to company restructuring.

LAND DEVELOPMENT MANAGER 11/2020-12/2021
LGI Homes Southern California Region | homebuilder/developer
Territory: Southern California including the County of Kern, San Bernardino, Riverside, Orange, San Diego

- **Solely managed all aspects** of approximately **2,000+ lots across 8+ projects**, while overseeing **Land Planning, Land Development, and supporting Acquisitions**.
- **Director of land planning/entitlements** from concept design toward approval, including presentations to decision making bodies on maps, specific plans, site design, Final Map approval, plotting, Conditions.
- **Director of land development**, as the "boots on the ground" worked in the office & field, regularly conducting inspections, coordinating with inspectors, supervising site work vis-à-vis plans/standards.
- **Purchasing and management responsibilities** included RFPs/solicitation, bid packages, analysis, negotiation, contracting & scheduling for civil/soils engineers, landscape architects & subcontractors.
- **Established trust & relationships** with local, state & federal agencies, cities/counties, school districts & utilities including Victorville, San Jacinto, Bakersfield, Indio, among others.
- Mentored under performing co-worker through idiosyncratic management, toward recovery.

Reason for leaving: At the time, I was **based in Menifee**. Following a **change in management**, restrictions on engaging consultants for **projects in Bakersfield** significantly impacted **workflow efficiency**, making the **distance and workload unsustainable**.

Some Victories/Highlights

***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 (POC) 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.

PROJECT MANAGER II 08/2018 – 10/2020

Richmond American Homes *Riverside County division* | homebuilder/developer

Senior most project manager under the Department Head. Management of 14+ projects, start to close out.

- **Land acquisition** due diligence/feasibility site analysis, budget & schedule creation, City & Seller coordination, entitlements review, & helping to draft corporate presentations.
- **Direction of land planning/entitlements** from concept design toward approval, including presentations to decision making bodies on maps, specific plans, site design, Final Map approval, plotting, Conditions.
- **Purchasing responsibilities** included RFPs/solicitation, bid analysis, negotiation, awarding/contracting & scheduling for civil/soils engineers, landscape architects, & other vendors.
- **Established trust & relationships** with local, state & federal agencies, cities/counties, school districts & utilities including Menifee, Perris, Elsinore, Beaumont, among others.

Reason for leaving: Recruited for an advancement opportunity to play a key role in **launching a new Southern California division** for an expanding builder, joining a **small, high-impact team of 2**.

PROJECT MANAGER 06/2017 – 08/2018

KB Home *Inland Empire division* | homebuilder/developer

- **Land Development,** closely worked with partner Land Development manager in executing land development from plan to reality, supervising vis-à-vis plans/standards, sequencing site work & engagement with inspectors.
- **Purchasing responsibilities** included RFPs/solicitation, bid packages, analysis, negotiation, contracting & scheduling for civil/soils engineers, landscape architects, & land development subcontractors.
- **Established trust & relationships** with local, state & federal agencies, cities/counties, school districts & utilities including Chino, Ontario, Wildomar, among others.

Reason for leaving: Departed due to **company downsizing and significant personnel turnover** resulting from **layoffs and voluntary departures**, seeking a **more stable and growth-oriented opportunity**.

LAND PLANNING SPECIALIST (PROJECT MANAGER) 07/2014 - 05/2017

K. Hovnanian Homes *Southern California division* **|** homebuilder/developer

- Contributed to the development of a national plan / permit tracker.
- **Land Development,** as the "boots on the ground" handling inspections, supervising vis-à-vis plans/standards, and inspector engagement for active projects & bond exoneration.
- **Purchasing responsibilities** included RFPs/solicitation, bid packages, analysis, negotiation, contracting & scheduling civil/soils engineers, landscape architects & land development subs.
- **Established trust & key relationships** with staff at local, state and federal agencies, cities, counties, school districts, and utility agencies including Beaumont, Indio, among others.

Reason for leaving: Departed due to **company downsizing and financial instability**, as the firm faced a **lack of new projects and an uncertain future**. Sought a **more stable and growth-oriented opportunity**.

METHODOLOGIES

- **Project/Schedule Tracking:** Maintained real-time, cloud-based project trackers accessible by the full team—listing/monitoring conditions, schedules, and metrics in alignment with business objectives.
- **Team Communication:** Weekly project meetings, with all internal & external stakeholders.

- **Tool Utilization:** Use of *MS Outlook* email, calendar & notes features, including categorization & flags.

HONORS

- *Building Industry Association Baldy View* – 2021 Volunteer of the Year
- *National Association of Homebuilders* California Finalist, 2020 Young Professionals Award
- Passed, Homebuilding Field Manager Technical Training, *Centex Homes*, 2007

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