

GARY J. SMITHSON

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CHIEF OPERATING OFFICER



Superior ROI through focused leadership for key development / investment opportunities

Strategic & Operational Leader for Real Estate Investment / Master Planning & Execution
Land Development Expert: Pro Forma, Taxation, Environmental, & Legal

SPAN OF EXPERTISE

- Property Valuation & Analysis
- Multi-Unit, Themed, & Mixed-Use Developments
- Rezoning, Annexation, Site Analysis, HOA, & Entitlement
- Public Approvals / Tax Districts
- Land Development Manager, Superintendent, and Project Manager at Rembrandt
- Environmental Abatement – EPA & Army Corps of Engineers
- Executive Master of Science in Real Estate and Construction Management

■ Visionary leader skilled in repositioning assets for profit through comprehensive physical, financial, and legal analyses.

■ Concept-to-execution driver & turnaround specialist for award-winning projects delivered with zero defects to tight budget constraints. Expertise in feasibility analysis, P&L, budgeting, financial reporting, vendor oversight, equity sources, and asset acquisition/disposition.

■ Negotiator and advisor to high-profile developments of significant environmental, community, and financial impact; accustomed to addressing boards and stakeholders.

"A 100% success rate of approvals for commercial & residential projects... able to see the big picture as well as the details." – Director, TR Development

"Gary's honesty and integrity are the shining example. As a Builder's Representative for all my projects, he has a reputation as an extremely capable, successful leader." – Owner, Fairmount School

LEADERSHIP CAREER HISTORY

Operations Development Company, Charlotte, North Carolina, 2006–Present
Broomfield Investments, Charlotte, North Carolina, 2004–Present & 1999–2003

Capitalized on development and planning leadership expertise, taking VP-level role to deliver pro forma and financial models impacting multimillion-dollar projects; drove strategies for development feasibility, managed entitlement, and served as owner's representative for large-scale construction initiatives.

COO — DEVELOPMENT CONSULTING EXECUTIVE

Multiplied profits for resort, land, mixed-use, and multi-unit development projects, directing planning for architecture, engineering, land use, and product mix; retained Broomfield Investments as client after overseeing \$60M+ in parcel developments. Assess opportunity ROI based on targeted legal, community, and environmental analysis. Supervise architects, brokers, planners, and engineers during planning. Expert witness to federal projects and consultant for environmental matters as NPDES Compliance Officer. Create HOA agreements meeting complex requirements.

■ Profit / Revenue Maximization

- Administered creation of metropolitan district, obtaining *\$53M in municipal bond financing* for Canyons South project infrastructure using valuation analysis and projections.
- Attained 2% budget variance for all post-2005 development projects.



■ Real Estate Feasibility & Master Planning

- Instrumental in formulating concepts for profitable Villas at Highlands Park project *winning Best Multifamily Product* for City of Westchester; supervised horizontal and vertical design integration.
- Planned 80-acre town center plans plus 20 acres of commercial programming for Promenade Park regional development encompassing 500,000+-square-feet of integrated commercial and office space.
- Key advisor to large-scale development/construction projects of up to \$50M; guided road and infrastructure planning for 2,200-acre developments. Gauged development feasibility with analysis of environmental, financial, community, and pre-development specifications.
- Facilitated delivery of *extensive parks and recreation facilities* for 380-unit Villages at Fieldstone project, producing Conditional Letter of Map Revision (CLOMR) and handling sensitive environmental requirements.

■ Tax Districts and Community Administration

- Shaped Wolfbrook Trails development, rezoning and annexing 370 acres to City of Asher. *Managed \$26M in capital efforts* through municipal bond financing, directing creation of districts and managing bond analyses.
- Cut agricultural tax liabilities \$1M+ annually as principal negotiator working with appraisers, assessors, and tax professionals to maintain appropriate use of long-term development properties.
- Processed and approved 2 tax districts, collaborating with judges, attorneys, banks, and political groups.

■ Land Development

- Drove start-to-finish land development hailed for quality by communities and clients, managing raw land analysis, pro forma process for highest/best-use identification, and HOA creation.
- *Multifamily design expert* for 3,000-unit mixed-used Promenade Park project, producing noise mitigation upgrades, accessibility plans for open space regional trail system, and drainage improvements.

■ Construction Project Oversight

- Turned around \$3.8M commercial project, *remedying 18-month delay* to achieve on-track status in 90 days by replacing general contractor and working with master developers, attorneys, banks, and city/county staff.
- Delivered site amenities and overall project vision for Villas at Highlands Park, managing all on-site construction and serving as HOA President. Mentored homeowner group to ensure ongoing success.
- Supervised \$5.3M in off-site construction, plus on-site projects for Villages at Fieldstone; executed design of pool and recreation facilities, sound walls, gates, landscaping, nature trails, and bridges.

■ Regulatory & Environmental Requirements

- Managed *collaboration with 9 government agencies* to deliver \$2M district-financed, off-site Wyndham Street improvement project winning design awards and noted by EPA for aquatic preservation techniques.
- Consulted to prominent county, airport, and transportation projects as stormwater management and development expert. Negotiated up to 90% in fine abatements with EPA, federal officials, and inspectors.
- Led Army Corps of Engineers involvement for multimillion-dollar project to clean up unexploded ordnances.
- Conserved infrastructure costs with *resolution to stormwater quality issues* at Marinas South, implementing cutting-edge plant-based solution in collaboration with developers.

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Brookstone / Rembrandt Homes, Miami, Florida, 2003–2004

Turned around pre-construction lot shortage issues during high-intensity development phase, and launched new community by accelerating concept-to-construction process.

LAND DEVELOPMENT MANAGER

Brought in to support exponential growth needs, assess pre-sales challenges in Ocala market, and contribute land development planning expertise. Oversaw permits, entitlements, environmental concerns, and engineering document creation for land development/planning. Processed and maintained all bonds and development agreements.

■ Turnaround Achievement & Planning

- Quickly produced 600+ lots within 6 months, *exceeding original projections 100%*.
- Simultaneously completed 1,200-unit master planned community, creating overall design and secured county approvals. Completed PUD zoning/annexation within 4 months and remedied airport proximity issues.
- Designed \$40M in amenities and civil improvements.

■ Profit Generation & Pre-Sales

- *Intensified division profitability* while averting supply issues to capitalize on high-growth market period.
- Outperformed revenue expectations at Fore Ranch with 6-month construction starts representing 50% increase over projections by building cooperation among city officials. Beat market with accelerated schedule.

Tedstrom / Wilson Construction Company, Dover, North Carolina, 1998–1999

Delivered multi-unit Deer Creek Apartments project to aggressive budget and schedule specifications.

PROJECT SUPERINTENDENT

Leveraged production and custom development expertise to complete multi-family rehabilitation and new-build work including demolition and construction of amenities, pool, and fire suppression system. Managed 4 direct reports.

Additional Experience:

Banner Homes, PROJECT SUPERINTENDENT; Richards Homes, ASSISTANT SUPERINTENDENT

EDUCATION & CREDENTIALS

EXECUTIVE MASTER OF SCIENCE – REAL ESTATE AND CONSTRUCTION MANAGEMENT
University of North Carolina – Ford College of Business, Westchester

BACHELOR OF ARTS IN POLITICAL SCIENCE, University of North Carolina, Charlotte

Professional Training: Urban Land Institute (*Multiple Courses*); OSHA Concepts

PROFESSIONAL AFFILIATIONS

BOARD MEMBER, Southern Metropolitan District; MEMBER, Urban Land Institute