

# GEORGE CONNERS

2245 Brookview Lane — Spokane, Washington 73551  
963.555.1212 — Mobile: 960.555.3346 — gbconn2425@gmail.com

---

---

## VP / DIRECTOR, LAND DEVELOPMENT & ACQUISITION

### *Envisioning & Driving Raw Land Concepts Through Full Development Phases*

HIGH-PROFILE COMMUNITIES | DEVELOPER OVERSIGHT | BUDGET ACCURACY | PROJECT PROFITABILITY

**Well-respected real estate development executive** offering expertise in meticulous ROI analysis, civil engineering, entitlement, due diligence, budgeting, capital raising, and construction management for 3,500+-unit developments throughout volatile market conditions. **Exceptional risk manager and land acquisition strategist** credited with deflecting financial crises through expert zoning, project viability, and land use evaluations.

### *Signature Achievements & Leadership Competencies*

Land Acquisition/Disposition

Legal & Contract Research

Strategic & Tactical Planning

Rezoning & Approvals

Development Entitlements

Pro Forma Analyses / Budgets

Land Planning & Engineering

Amenities & Infrastructure

Project Management

- **Instrumental in \$100M+, 3,500+-lot golf** course feasibility analysis package, with development audit oversight at Clayton Development request.
- **Former David Weekly Homes VP Land Development** handling asset disposition and horizontal infrastructure projects.
- **\$7.5M in bond releases** requiring due diligence on 10+-year contracts.
- **Multimillion-dollar/multi-state entitlement**, construction, scheduling, budget preparation, and management for high-profile projects.
- **\$20M+ profit** generated by facilitating Portland division's 1,200+-unit sale.
- Due diligence for acquisitions including **Summerfield PUD**.
- **Richmond Homes project/engineering** residential development manager.

---

## CAREER HISTORY

**CONSULTANT & VICE PRESIDENT, 2005–2008 & 2010**

**Wallace Development, LLC**, Summerton, Oregon

**MIXED-USE DEVELOPMENT PLANS | MUNICIPAL APPROVALS | BUDGET ANALYSES | ASSET ACQUISITION**

**Handpicked to join land development firm as principal, capitalizing on development and engineering background** to handle acquisition, entitlement, and land development/pro formas for new/JV opportunities (mixed-use retail, residential, golf course, multi-family). Led bond release and coordinated development for David Weekly Homes assets in Portland; consulted on feasibility studies for residential parcels under contract.

- **Ensured target ROI with feasibility studies** on potential acquisitions, identifying optimum projects requiring rezoning and entitlement approvals for development.
  - ✓ Delivered presentations before County Planning Commission Boards of Supervisors.
  - ✓ Maintained relationships with community, public agency, and public officials.
- Evaluated 2,000-unit mixed-used Traditional Neighborhood Development (TND) of apartment, commercial, single-family, and townhome units during rezoning process.
- **Averted multimillion-dollar budget issues**, re-estimating project schedule and funding needs by leveraging engineering background. Conducted due diligence through research of filings, plans, county regulations, and consultant input—**alerting development executives and investors to potential for negative ROI**.
- Completed due diligence for golf course joint venture, analyzing developer plans for second-home market.
- **Maximized potential profit/density** via raw land analyses and rezoning processing through county agencies.

VICE PRESIDENT, LAND DEVELOPMENT, 2001–2005

David Weekly Homes, Portland, Oregon

DIVISION PERFORMANCE | ENTITLEMENTS | CONSTRUCTION | BOND RELEASE | BUDGET PLANNING

Chosen as senior management team member chartered with land development oversight, directing and conducting due diligence, bond release, entitlements, construction, and operational systems improvements. Handled division sale offering package and buyer queries. Maintained development budgets and schedules.

- **Negotiated \$7.5M, multi-jurisdiction bond release**, avoiding early call with contract cleanup.
- **As Lansdowne Land Committee member**, met with developer to ensure budget controls and schedules.
- **Added value to asset sales**, developing lots to complete projects including single-family detached, townhome, and other residential construction, including community amenities and infrastructures.
  - ✓ Managed asset turnover to developers, conducting due diligence and supplying data to buyers.
- Investigated land acquisition opportunities, producing budget, pro forma, and feasibility analyses.

DIRECTOR OF COMMUNITY DEVELOPMENT, 1999–2000

Clayton Community Development, Crosstown, Oregon & Pueblo, Colorado

LAND DEVELOPMENT | FEASIBILITY ANALYSES | PUD BUILDS | LAND DEVELOPMENT LAUNCH

Recruited from Richmond connection to direct all developments in Oregon and Colorado, working closely with owner on land deals, verifying developer activities, and starting up Land Department team.

- **Attained strict budget compliance for prominent championship golf course** under Clayton Development; led feasibility analysis and served as developer audit control verifying line item completion/contract fulfillment.
- **Completed feasibility analyses for large-scale developments**; coordinated entitlements, construction, contracting, scheduling, budgets, and management and conferred with municipalities/agencies on permits.
- Administered clubhouse and pool house construction, plus entitlements, permits, and field work for **2,500+ lots**.

PROJECT MANAGER | ENGINEERING MANAGER, 1994–1999

Richmond Home Corporation – Southwest Division, Reno, Nevada

PERMITTING PROCESS | EFFICIENCY IMPROVEMENT | CUSTOMER RELATIONS | DEVELOPMENT

Managed residential development, coordinating community planning, engineering design, permits, contractor bid processes/negotiations, field development, bond release, and budgeting. Served as Board of Directors and Architectural Control Committee member, and directed preparation of HOA and Condominium documents.

TEAM LEADER: Clarkson & Associates | PROJECT MANAGER / PROJECT ENGINEER: Stellan-Anderson, Inc.

---

EDUCATION

BACHELOR OF SCIENCE IN CIVIL AND ENVIRONMENTAL ENGINEERING

University of Washington, Seattle

LICENSED PROFESSIONAL ENGINEER

---

PROFESSIONAL AFFILIATIONS

Nevada National Capital Building Industry Association | Northern Oregon Building Industry Association