

ROBERT ZACHMANN

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CHIEF EXECUTIVE OFFICER – CHIEF OPERATING OFFICER

STRATEGIC PLANNING ♦ ASSET ACQUISITION ♦ KEY FUNDING SOURCES

Driving unprecedented profitability as real estate investment expert focused on ROI

Broad Leadership & Operational Expertise - \$300M+ in Prominent, Large-Scale Developments

Accomplished CEO & President with distinguished career as **Top 5-ranked developer** and driving force behind lucrative projects, with solid reputation for spearheading growth and long-term value. **Visionary, engaging leader** with proven qualifications in capital allocation, asset/property management, financing, forbearance/foreclosure, master planning, risk management, site improvement/funding, and community relations. Able to relocate.

- Strategic Planning & Land Acquisition
- Investor & Lender Relations
- Marketing & Sales Performance
- Wetlands & Environmental Protections
- Venture Capital Management
- Full P&L Responsibility
- Pro Forma Projections
- Project Management & Delegation
- Investment Alternatives & Due Diligence
- Equity & Debt Capital

Executive Highlights & Milestones Include:

- ▶ **As CEO and President for real estate development companies**, directed all phases of site selection, land purchase, design, site improvements, road installation, and sale of residential/commercial developments totaling 3,000+ housing units, 150 acres in commercial land, and 60 miles of new roads and infrastructure.
- ▶ **Generated up to 700% ROI for investors**; secured own venture capital from banking and private investors based on track record of profitability and high returns.
- ▶ Navigated state, federal, and environmental regulations by gaining knowledge of **wetlands, preservation, and sustainability legislation**. Developed Environmental Protection Statements in accordance with property requirements; completed numerous attorney-level courses in real estate law, preservation, and contracts.
- ▶ **Headed all corporate office operations**, with leadership of up to 8 management and administrative staff; held chief responsibility to confer with attorneys and partners.
- ▶ Assessed planning needs with input and collaboration at Development Advisory committees, **with involvement in arbitration, transaction management, and deal structuring**.

LEADERSHIP CAREER HISTORY

PRESIDENT, Quad Cities Holdings, Inc., Urbana, Illinois, 2008–Present

Collaborate with developers, banks, and attorneys to mitigate losses through forbearance contracts.

Averted foreclosure actions for debtor clients, taking central role throughout multimillion-dollar default situations to assess properties and designing optimum alternatives to mutually benefit institutions and developers. Structure terms to avoid bankruptcy and default situations after review of debtor cases. Secured up-to-date valuations.

CEO & PRESIDENT, Zachmann Real Estate Corporation, Champaign, Illinois, 1984–2008

Directed all phases of commercial and residential buildouts as developer for prominent communities.

Capitalized on development expertise in multi-unit projects, procuring land assets, conceptualizing development, and spearheading 23+ major communities. Identified acquisition opportunities and formed joint ventures with building companies. Drove planning for strategic, capital, debt/equity financing, architectural planning, housing design, and sustainability considerations. Met with city, county, and environmental preservation entities. Directed all office and development operations.

CEO & PRESIDENT – Zachmann Real Estate Corporation – *Continued...*

▶ **Strategic Planning & Operations Leadership**

- Took key leadership roles as CEO and/or President for 10 firms engaged in various phases of development; served as acquisition partner to Grossman & Zachmann, LLC to orchestrate acquisition, funding, site planning, and sale of improved lots to builders/other developers.
- Set financial objectives and managed corporate resources in development completion; evaluated real estate investment pricing and acquisition costs, and applied hands-on approach to operations oversight.
- Averted significant competition by selecting top-quality, prime assets for development based on market trend analysis and demand for custom projects.

▶ **Property/Asset Acquisition & Development**

- *Pinery Lot Estates; Village Greens; Mountain Ridge; Springfield, Illinois*: 8-phases completed of 600-unit development with \$13M+ net profit.
- *Fairlawn, Illinois*: 7 communities totaling 325 lots.
- Completed 50+ total developments, including 800 waterfront lots, 150 acres of commercial property, 700 multifamily units, and 3,000+ new single-family home sites.

▶ **Partnership Alliances**

- Fulfilled requirements for project buildouts, creating alliances with more than 35 building contractors.
- Supplied documentation for funding and plan approvals, working in tandem with civil engineering firms on site layout, technical land drawings and maps.

▶ **Sales & Profit Performance**

- Built strong record of property sales, ranking #1 among state listing agents in 2001 and within Top 50 nationwide during tenure with Coldwell Banker. Generated consistent volume of closings, and won numerous sales awards for profit achievement.
- Consistently attained President's Club status for outstanding sales performance. Promoted property sales by creating mass marketing materials; appeared in Century 21 Real Estate radio/TV ad campaigns.
- Supervised and managed 3,000+ paid commission transactions throughout real estate career.

▶ **Community Relations/Sustainability**

- Managed communications with civic groups including Tree Preservation Society, the Pollution Control Agency, and the Environmental Protection Agency; dealt with ordinances and legislative mandates through creation of Environmental Impact Statements.
- Met legal and hearing participation requirements for eminent domain proceedings.

EDUCATIONAL BACKGROUND

BACHELOR OF SCIENCE IN ARCHITECTURE, MINOR IN ENGINEERING

University of Illinois, Peoria, Illinois

PROFESSIONAL TRAINING:

Zig Ziglar; Mike Ferry; Numerous Courses in Mediation, Environmental Science and Law, Contracts, Real Property Law, Real Estate Transactions, Commercial Financing, Arbitration, Appraisal

JOURNEYMAN CARPENTER