

WILLIAM RIDENOUR

Newport Beach, CA

Cell: 805-895-6067 • Email: w.c.ridenour1212@gmail.com

COMMERCIAL REAL ESTATE SERVICES EXECUTIVE

Results driven Senior Commercial Real Estate Development Professional, with an extensive large-scale project leadership background in construction, contract management and administration, commercial real estate leasing and development, asset / property management and renewable energy projects. Proven ability in leading and managing top performing project teams, delivering high value projects, on time and within budget. Skilled communicator in establishing and maintaining strong internal and external investor and end user relationships. Successfully managed, supervised and developed highly profitable and successful projects within various development industries across the United States.

AREAS OF EXPERTISE

-
- ◆ Contract Management
 - ◆ Site Acquisitions
 - ◆ Feasibility Studies
 - ◆ Contract Administration
 - ◆ Construction Management
 - ◆ Due Diligence
 - ◆ Land Use / Zoning
 - ◆ Tenant Improvements
 - ◆ NNN Properties
 - ◆ Development Process
 - ◆ Asset Management
 - ◆ Collection / Legal Notices
 - ◆ Land Acquisition
 - ◆ Entitlements / Permitting
 - ◆ Cost Management
 - ◆ Title Research / Curative
 - ◆ Documentation Management
 - ◆ Bid Bonds
 - ◆ Utilities/Interconnection
 - ◆ Inspections/Remediation
 - ◆ Multi Family Real Estate
 - ◆ Underwriting/Finance
 - ◆ Subdivisions / Homebuilding
 - ◆ Investors/Joint Ventures
 - ◆ Right of Ways Agreements
 - ◆ Change Orders
 - ◆ Master Service Agreements
 - ◆ Site Management
 - ◆ Bid / Proposal Process
 - ◆ Retail Real Estate
 - ◆ Inspections/Studies/Reports
 - ◆ Industrial Real Estate
 - ◆ Bonds & Bonding Process
 - ◆ Renewable Energy Projects
 - ◆ Subsurface Land Rights
 - ◆ Repairs / Maintenance
 - ◆ Leasing/Tenant Negotiations
 - ◆ Project Development
 - ◆ Leases/SNDA's/Estoppels
 - ◆ Easement Negotiations
 - ◆ Marketing / Networking
 - ◆ Insurance
 - ◆ Lien Waivers & Releases
 - ◆ Building Permits
 - ◆ Tenant Relations
 - ◆ Hazardous Materials
 - ◆ Vendor Negotiations
 - ◆ Governmental Contracts
 - ◆ Property Management
 - ◆ Project & Construction Mgmt.
 - ◆ Site & Market Assessments
 - ◆ CAM, Taxes, Insurance
 - ◆ Flow Down Contract Analysis
 - ◆ Subcontracts
 - ◆ Governmental Approvals
 - ◆ Staff & Team Leadership
 - ◆ Consulting
 - ◆ Environmental Considerations
 - ◆ Lease Administration
 - ◆ Phase ii Environmental
 - ◆ Military contracts
 - ◆ Office Demolitions
 - ◆ Real Estate
 - ◆ Transaction Management
 - ◆ Proformas & Budgets
 - ◆ Compliance / Presentations
 - ◆ Geotechnical Testing
 - ◆ Solar & Wind Energy Projects
 - ◆ Self-Storage Facility Development
 - ◆ Invoices / Payments
 - ◆ Mapping & Plats
 - ◆ Financial Reporting

PROFESSIONAL EXPERIENCE

Asset Manager/Acquisitions

The Khoshbin Company · Costa Mesa, California

2018 - Present

Directly reports to the President, Manny Khoshbin of Khoshbin Company. Executive position managing all physical and business aspects of Owner's private portfolio of investment properties. These investment properties include office buildings, retail properties, restaurants, executive suites, marina dock slip and mixed-use properties. Comprehensive and elevated contractual review of all aspects of construction, demolition, maintenance, property upgrades, legal, leasing and property management. Provides Owner with project overview, financial and legal analysis of potential acquisition, disposition and operational considerations of various potential investment property opportunities.

- Property Management / Asset Management, lease management, maintenance, repairs, tenant and vendor negotiations, legal and contractual review, and financial analysis of company portfolio and potential acquisition of investment properties.
- Construction Management / Project Management, site and project management of negotiations of construction contracts, subcontracts and master service agreements,
- Executive, Investor and Financial reporting and relations.
- Commercial property analysis, review and recommendations.
- Project and Market review, analysis and reporting for new property acquisition and performance.

Contract Manager

The Legal Network · Costa Mesa, California

2016 - 2017

Reported directly to the CFO and CEO of Penhall Company. Executive position managing 40 offices and 2 national divisions of a premier nationwide concrete construction company. Comprehensive and elevated contractual review of all aspects of construction, demolition and hazardous materials remediation projects. Provided executives with project overview, financial and legal analysis of potential contract agreements throughout the United States.

- Management, review, analysis, revisions and negotiations of construction contracts, subcontracts and master service agreements,
- Ordering, managing and reviewing Payment, Performance and Bid Bonds.
- Provided executives with review, analysis and recommendations regarding their signature of contracts and documents.
- Lien waivers and releases.
- Commercial properties lease management, review and negotiations. Forty (40) offices, lay-down yards and industrial real estate sites across the United States.
- Prequalification, management and analysis of legal, financial and business documentation, pertaining to new customers, clients, partnerships and joint ventures.

Land Agent

Infinity Renewables LLC · Santa Barbara, California

2015 - 2016

Reported directly to the COO. Executive with a comprehensive understanding of all aspects of wind and solar energy development and subsurface ownership rights affecting oil, gas and minerals. Proven leadership and site management competencies, pertinent to wind and solar energy development projects across the United States.

- Sourced title and ownership of large-parcel land owners vis-à-vis public records.
- Educated and influenced landowners regarding benefits of building revenue generating wind and solar projects on their land.
- Identified, negotiated and implemented legally binding wind and solar project easement agreements.
- Interfaced with municipalities in identifying and resolving permits and entitlement issues.
- Outstanding knowledge of complete project development process: analyzing to acquisition of sites; construction; design & layout; project management; power curve testing; site control; collection systems, interconnection and transmission. Projects included:
 - 122 wind turbines across 25,000 acres: Estimated at \$183 million
 - 109 wind turbines across 20,000 acres: Estimated at \$164 million
 - 200 wind turbines across 46,000 acres: Estimated at \$300 million

Consultant / Commercial Real Estate Management & Development

Newport Beach, California / Nashville, Tennessee

2009 - Present

- Generated a profit of \$500,000 per project for investors from three several Tractor Supply company retail locations.
- Relationship builder with the expertise to generate capital from large-scale investors. Influenced numerous private investors to fund on-going retail development projects, including Dollar Tree, generating an average profit of \$200,000 each.
- Expertise in property management, development and leasing to investment property owners.
- Specialize in the acquisition, property management, leasing and construction of single tenant; Net, Net.Net; and retail development opportunities, partnering with investors on lease, purchase and sales agreements.
- Originated and underwrote financing; negotiated all real estate purchase and sales contracts.
- Managed the sale and disposition of the completed asset; developed property management program; led efforts in marketing presentations for each project.
- Collaborated with engineers, architects, contractors and other consultants on environmental site assessments, Geotechnical reports and traffic impact studies.
- Led property management, leasing and development activities for The Columns Shopping Center, approximately 1 million square foot retail shopping center featuring The Home Depot, Best Buy, Hobby Lobby, Kohls, Gander Mountain, etc.

Director of Development

The Parkes Companies, Inc. · Franklin, Tennessee

2007 - 2009

Reported directly to the President and Executive Vice President. Executive with expertise in full-development process. Sourced and acquired properties as retail development opportunities ranging in size from 100,000 to 800,000 square feet for potential future shopping center sites.

- Projects included generation of income between \$10 million to \$60 million by developing 8 shopping centers and mixed-use development projects.
- Developed relationships with retail tenants from anchors to large boxes and smaller strip center sized tenants.
- Sourced and partnered with investors to secure funding for major projects.
- Managed underwriting of each transaction, including financial models, market surveys, tenant credit analyses, cost management, budgeting and tenant representative reporting.
- Collaborated with attorneys to review, administer and close various land purchase agreements, extensions, feasibility studies and due diligence activities.
- Led full-development construction projects including, budgeting timelines and environmental site assessments.
- Managed teams of employees, contractors, sub-contractors and vendors on multiple ongoing projects.

Vice President of Leasing & Development

GBT Realty Corporation · Brentwood, Tennessee

2000 - 2007

Reported directly to the Managing Director. Executive with expertise in acquisitions, leasing and development of regional shopping centers. Generated between \$10 million and \$50 million income per project. GBT Realty has completed over 8 million square feet of development totaling several hundreds of millions of projects costs in 17 states.

- Managed 12 employees, including leasing agents, marketing team and support staff.
- Developed and leased 24 regional shopping centers, including influencing big box anchor tenants such as Lowe's, Walmart, Home Depot, Target, Publix, Kroger, etc.
- Originated, underwrote and negotiated real estate purchase and sale agreements.
- Managed all tenant construction requirements and delivery specifications.
- Lease negotiator for all major national retailers maximizing tenant retention, occupancy rates and rental revenues.
- Sourced and identified new development opportunities.
- Developed and executed marketing strategy and merchandising plan for each property.
- Promoted to Development Executive.

Partner, Development / National Tenant Leasing Manager

AIG Baker Shopping Center Properties, LLC · Birmingham, Alabama

1997- 2000

Executive with expertise in ground-up development, acquisitions, leasing and management of retail centers in 17 states. Projects included grocery-anchored neighborhoods, community, power, entertainment, specialty, marina, mixed-use, and outparcel centers.

- Generated income between \$80 million and \$100 million by developing 12 regional shopping center sites.
- Led all acquisition, leasing, development and property management logistics for retail shopping centers.
- Managed all tenant construction requirements and delivery specifications.
- Negotiated leases with all major anchors, big box and small national tenant retailers.
- Developed and implemented marketing strategies and merchandising plans for numerous properties.
- Negotiated agreements and leases with The Home Depot, Ralph's, Albertsons, Publix, etc.
- Promoted to partner after first twelve months; managed leasing agents, marketing team and support staff.

EDUCATIONAL

- Chabot College
- Diablo Valley College

PROFESSIONAL LICENSES & ASSOCIATIONS

- State of California Department of Real Estate Broker License 0090724
- ICSC International / Council of Shopping Centers Membership 1356305

PARTIAL EXPERIENCE LIST OF RETAILERS & RESTAURANTS

I have acquired, leased, and developed several million square feet of project space and countless sites for the following tenants.

- Costco
- Old Navy
- Ross
- Nordstrom
- Bank of America
- Chase Bank
- Wells Fargo Bank
- Bath & Body Works
- Fresh Market
- GNC
- Great Clips
- Barnes & Noble
- Books A Million
- Borders
- Babies R Us
- Buy Buy Baby
- Toys R Us
- JC Penney
- Kohl's
- Macys
- Sears
- Target
- Wal Mart
- TJ Maxx
- Marshalls
- Home Goods
- Big Lots
- Dollar Tree Stores
- Bed, Bath & Beyond
- Family Dollar
- Dollar General
- CVS
- Walgreens
- Rite Aid
- Best Buy
- Game Stop
- Circuit City
- T Mobile
- Verizon
- Hobby Lobby
- Jo-Ann Stores
- Party City
- Einstein Bagels
- Starbucks
- Peets Coffee and Tea
- DSW Shoe Warehouse
- Famous Footwear
- Off-Broadway Shoes
- Rack Room Shoes
- Shoe Carnival
- Aaron Brothers
- Ashley Furniture
- Container Store
- Cost Plus
- Ethan Allen
- Kirkland's
- La Z Boy
- Safeway
- Albertsons
- Sprouts
- Trader Joes
- Restoration Hardware
- William Sonoma
- Lowe's
- Home Depot
- Applebee's
- Bonefish Grill
- Buffalo Wild Wings
- Cantina Laredo
- Chevy's Mexican Rest
- Cozymel's
- Cracker Barrel
- Jason's Deli
- Carabba's Italian Grill
- Macaroni Grill
- Maggiano's
- P.F. Changs
- Red Robin
- Wolfgang Puck
- Olive Garden
- Outback Steakhouse
- Red Lobster
- Pei Wei
- Panera Bread
- The Melting Pot
- T.G.I.Fridays
- Genghis Grill