

Jeffrey Phillip Weinstein, AIA
353 Montana Road, Ojai, CA 93023
310-795-0652 cell; email: wenwilpc@aol.com; website: jeffweinsteinaia.com

BUSINESS DEVELOPMENT and OPERATIONS:

Target leads by market sector, including public agencies, private & public K-12, college and university, entertainment & media, cultural/museum/performing arts, mixed-use/transit-oriented, non-profit and charitable foundation, including affordable housing developers. Generate meetings with decision-makers for prospective clients. Establish trust and responsibility for outcomes. Maintain contact database by industry.

Assemble **DESIGN-BUILD** teams, building on relationships developed with architects, engineers, consultants, and contractors, partner designers with builders on singular projects based on quality and cost. Position firm to take advantage of developing opportunities. Apply critical analysis, experience and personal skills to pursue new work and move projects forward successfully.

Manage **RFQ/RFP** process, engage consultant teams, and coordinate proposal response for municipal and higher education projects. Maintain contacts within consulting industry and sources of public works and transportation-related projects. Work with marketing, advertising and public relations to distinguish firm as unique brand.

ARCHITECTURAL, ENGINEERING and CONSTRUCTION (A/E/C) PROJECT MANAGEMENT:

30 years of development, design and construction management experience in a broad range of building types, new construction and renovation, in the private and public sectors.

- High-rise residential and mixed-use developments
- Public/institutional
- Office buildings, corporate and tenant improvements
- Hospitals and medical facilities
- Multi-family, podium apartments and condominiums
- Retail/mall/big box/multi-store
- Hotels and casino resorts
- K-12 and university buildings
- Historical preservation

QUALIFICATIONS SUMMARY:

- Interface with owners, developers, client representatives, architects, engineers, specialty consultants, contractors, subcontractors, government officials, inspection & testing services, attorneys, accountants, and lenders.
- Design and construction management includes pre-construction planning, estimating/scope development, project scheduling and cost management, permitting, government approvals, bidding, procurement and close-out.
- Provide financial management, cost and quality control, contract negotiation, and conflict resolution; proven history of completing projects on schedule within budget and without claims.
- Assemble and manage project designers, consultants and construction teams; establish and maintain long-term working relationships.
- Creative problem-solver, project turnaround & reorganization specialist; goal-oriented leader with strong communication skills to address critical project issues quickly and effectively.
- Well versed in construction trades including excavation, sitework, structural systems, mechanical, electrical, plumbing, and fire protection systems, building enclosure, curtainwall, waterproofing and interior finishes.

PROJECT EXPERIENCE:

- **College of Business & Economics, California State University, Fullerton (CSUF)**- 5-story, 190,000 square foot building providing assembly and meeting facilities, various size classrooms, faculty and administrative offices, and a Starbucks, budgeted at \$84,630,000; HOK Architects & Turner Construction. Manage on-going construction by Turner and subcontractors, direct Owner-authorized changes to scope of work, provide contract administration and negotiate change order amounts, compile punch list and oversee completion, acquire State Fire Marshall approval and final occupancy permit. Manage the design and construction of \$1 million Starbucks café, as well as numerous mechanical, electrical, and finish upgrades requested by Client.

PROJECT EXPERIENCE (continued):

- **Children's Center, CSUF-** 1-story, 15,000 square foot facility on 2 acre site, designed by Carde Ten Architects, to provide day care for children of alumni, students, and local community. Project budgeted at \$9,300,000, including all site work, A/E and administrative fees. Manage design and construction documentation, obtain all government approvals from DSA, State Fire Marshall, CEQA, Seismic and HVAC Peer Reviews.
- **Wilshire Malcolm** ('The Californian')- \$80,000,000, 25-story, luxury condominium in Westwood; **Pasadena Collection-** \$19,500,000, 72-unit, mixed-use, residential/retail/office condominium project; **Del Mar Station-** \$120,000,000, 340-unit, mixed-use, transit-oriented village in Pasadena; **Gaslamp Square,** Phase I and II- \$75,000,000, 246-unit, mixed-use, condominium and retail development in San Diego; **Saint Vibiana Cathedral-** rehabilitation, preservation and reuse of 1200 seat assembly hall/performing arts venue in downtown Los Angeles. As Director of Operations, prepare fee proposals, Owner-Architect and Architect-Engineering Consultant Agreements, requests for additional services, and overall fiscal management.
- **Wilshire/Western-** 23-story, \$160,000,000, 192-unit condominium with ground floor retail and restaurants and 683 parking spaces on 6 levels under development adjacent to Metro subway station; **Market @ 9th & Flower-** 267-unit condominium complex above a 58,667 sf Ralph's Market with street level retail and 319 parking spaces; **iHope-** 15-story, 276-unit condominium tower atop 7-level parking/retail podium in downtown Los Angeles; **Aura-** 39-story, 270-unit concrete and glass condominium tower in Sacramento designed by Daniel Libeskind, estimated construction costs exceed \$150,000,000. Provide pre-construction and design phase management for all the above projects, including constructability review, value engineering, checking/coordinating construction documents for quality control purposes, construction cost estimates and scheduling.
- **Regional Mall** ("Laurel Commons")- \$175 million expansion and renovation of 800,000 sf enclosed mall in Laurel, MD, including new department store, multi-screen cinema, parking structure, and 440-unit residential component for third-party developer on behalf of private equity investors. Manage conceptual and schematic design, design development, and coordinate work of engineering consultants, including structural, MEP, civil, code and fire protection, traffic, security and signage.
- **ExxonMobil Service Stations-** 12 fully entitled, approved and built projects, incorporating convenience store, gas pumps and carwash, completed within 30-month period throughout southern California. Construction costs for each service center, excluding land costs, vary between \$1.5 million - \$2 million. Responsibilities include direct all development activities, including entitlement/CUP/land use processing and approvals, manage legal, environmental, architectural, engineering, bidding and construction. Prepare cost analysis, budget and schedule, meet with local community and political leaders, and obtain all government approvals and permits.
- **Hillside Villa Apartments,** \$10,000,000, 124 low and middle-income units in Chinatown; **Franciscan Villas,** upscale 96-unit planned unit development (PUD) in Santa Barbara, \$13,500,000; **Manhattan Village,** 32-acre, 522-unit, luxury town, court and estate homes in Manhattan Beach, **Harbour Island,** 242-unit luxury, ocean-front condominium project in Oxnard. **7800 Topanga Blvd.,** \$3,500,000, 144-unit earthquake rehabilitation project in Canoga Park; **Lindley Condominiums,** \$1,250,000, 72-unit seismic rehabilitation in Encino, **Sherman Way Townhomes,** \$9,000,000, 110-units renovated in Reseda and **Tarzana Villa,** \$11,500,000, 112-units are seismic upgrade and renovation projects. Project Manager and Owner's Representative for all podium-style, multi-family townhouse renovation and condominium earthquake rehabilitation projects.
- **Union Bank Center-** \$30,000,000, 325,000 s.f., 10-story office building and 1,000-car, 7-level parking structure near LAX. On-site Owner's Representative during 2 year construction period and tenant improvements.
- **Kaiser Permanente Medical Center-** 628 bed, acute care hospital and related medical facilities in Los Angeles. On-going \$20,000,000 renovation of existing complex; provide design and construction management, meet with doctors, nurses and hospital administrators, direct improvements to acute care, ophthalmology, surgical, and mental health departments within hospital and out-patient facilities.
- **Pasadena Unified School District-** Charles Eliot Middle School, \$1,689,000, Loma Alta Elementary School. **Los Angeles Unified School District-** 75th Street Elementary School (ES), Baldwin Hills ES, Corona ES, Hillcrest ES, Manchester ES, and Russell ES. Manage design and construction of multiple school facilities, including Modernization projects ('MODS'), HVAC/Plumbing/Electrical upgrades, Paving & Lunch Shelters, Safety & Technology projects, Communication & Data-Transmission systems at Freemont, Bethune, Miramonte and Edison High Schools.
- **Sofitel Los Angeles** (\$30,000,000), **San Pedro Sheraton** (\$12,000,000), **Harrah's Atlantic City,** **Las Vegas Excalibur** and **Aladdin/Planet Hollywood Resort Casino** (\$70,000,000)- project architect and construction manager for new and renovated hotels and casinos.

EMPLOYMENT HISTORY:

- Office of Design & Construction/Business Development Consultant, September 2009 – Present
Identify and contact market sector and industry leaders in entertainment & media, civic and community organizations, lobbyist and land use consultants, K-12 schools, colleges and universities, non-profits and affordable housing providers, healthcare and biotechnology, building owners, developers and commercial real estate brokers for business development purposes. Generate verifiable leads and face-to-face meetings with decision makers to discuss prospective projects. Partner design/build teams between nationally recognized contractors and architects, with engineering and specialty consultants for City, County and State projects via the RFQ/RFP process. Clients include architects (The Albert Group, Anderson Kulwiec Architects, SPF:architects), engineers (Walter P Moore), general contractors (Snyder Langston), CM firms (S.L. Leonard & Associates), developers (Laguna Pacific), LEED consultants (Green Dinosaur), and community groups (Bishop Paiute Tribal Council).
- California State University, Fullerton- Special Consultant/Senior Project Manager, April 2008 – August 2009
At California's largest state university campus, a 225-acre site in North Orange County, manage major and minor capital building and improvement projects. Direct architectural design, engineering services, and construction of educational and support facilities, including College of Business and Economics, Children's Center, Faculty Club, Starbuck's Café, and new campus gateway entrance. Obtain all project approvals from State Agencies, including DSA, State Fire Marshall, CEQA, Seismic and HVAC Peer Reviews. Complete work with City of Fullerton, Orange County Transit District, and CalTrans on Highway 57 and Nutwood Avenue roadway improvements.
- Callison Architects- Senior Project Manager, March 2007 – March 2008
For leading retail architect in US, manage conceptual and schematic design, design development and construction documentation with in-house staff and consultants, including structural, MEP, civil, landscape, lighting, signage, elevator, code, parking and land use, for mixed-use retail projects in Northern California, Maryland, Utah, and India. Largest project was 800,000 sf expansion and renovation of regional mall, with department store, multi-screen cinema, parking structure, and 440 apartment units on 21-acre site in Laurel, Maryland for General Growth Properties (GGP).
- Tishman Construction Corporation of California- Senior Project Manager, October 2005 – February 2007
With top ten construction management firm in US, provide pre-construction and design phase services for high-rise, mixed-use condominium projects, between 7 and 39 stories tall. Projects include Aura in Sacramento, Wilshire/Western, Market @ 9th & Flower, iHope, and Olive Street Lofts in Los Angeles each with ground floor retail/restaurants and subterranean/above grade parking. Provide constructability review, value engineering and checking/coordinating construction documents for quality control purposes. Manage shoring, excavation, and dewatering activities; prepare bid packages and construction schedules, cost estimates; coordinate with government officials. Manage input and efforts of various consultants, including environmental, geotechnical, civil, structural, MEP, acoustical, glazing and curtain wall, waterproofing, telecommunications, life safety, smoke control, landscape, and signage, security and traffic.
- Nadel Architects, Inc.- Director of Operations, February 2003 – September 2005
Business Manager of Commercial Division for third-largest architectural firm (based on annual revenues) in Los Angeles County, designing high-rise, multi-family residential, mixed-use, office and interior design projects. Oversee business operations in 4 satellite offices and corporate headquarters, with 15 Project Managers. Coordinate marketing efforts, establish fees, collect payments, negotiate contracts, additional services and settlement agreements, as needed. Prepare fee proposals and contracts, including Owner-Architect and Architect-Consultant Agreements. Manage legal and accounting matters, and draft correspondence relating to insurance, indemnity, claims, and on-going litigation. Work with Accounting Department and collect past due accounts. Perform due diligence, zoning and entitlement investigation and analysis for developer clients. Initiate quality control procedures and practices. Address personnel issues in Commercial Division, including reviews and salary adjustments; mentor and support employees. Participate in strategic planning with principals regarding business, legal, marketing and direction of firm.

EMPLOYMENT HISTORY (continued):

- Trammell Crow Company- Manager of Project Development, November 1999 – January 2003
With Global Services division of nationally prominent real estate company, providing complete development services to ExxonMobil for construction of 3,900 s.f. convenience store, carwash, and pump facilities on approximate 1 acre sites off freeway, at major intersection, or in a shopping center under development. Direct all development activities, including entitlement/CUP/land use processing and approvals; manage legal, environmental engineering, architectural, bid and construction services. Retain and manage teams of consultants, develop final site plan and permit strategy, prepare cost analysis, budget, and schedule, manage multiple contracts and state licensing. Meet with local community and political leaders to acquire all entitlements, government approvals and permits to build.
- CCL Construction Consultants, Inc.- Forensic Architect, Construction Expert, and Senior Construction Manager, July 1990 – October 1999
Project Manager and Owner's Representative for multi-family townhouse and condominium earthquake rehabilitation projects. Seismic upgrade and rehabilitation of nearly 1000 residential units in ten (10) projects. Advise Architects, Contractors, Developers, Insurance Companies, Lenders and Homeowner Associations during multi-million dollar construction defect cases. Provide professional services for preparation, analysis and resolution of construction claims and disputes. Market construction consulting services for CCL in southern California following the Northridge Earthquake.
- Kaiser Permanente- Project Manager, December 1985 – June 1990
Provide design development, project management and contract administration for major hospital, out-patient clinics and surgical facilities. Develop program with physicians and administrative staff, provide interior design, and obtain all project approvals from OSHPD.

EDUCATION:

Bachelor of Arts, Major in Architecture, Washington University, St. Louis, Missouri.

Bachelor of Architecture, Southern California Institute of Architecture (SCI-ARC), Santa Monica, California.

Master of Real Estate Development, School of Urban and Regional Planning, University of Southern California, Los Angeles, California.

PROFESSIONAL LICENSES/CERTIFICATES/AFFILIATIONS

- California Registered Architect, License #12822
- AIA Certified in Construction Management, Contract Administration and Specifications
- Member, American Institute of Architects, Urban Land Institute, Construction Specification Institute, and Society for Marketing Professional Services

PUBLICATIONS:

- *Tips to Survive Testing*, Condo Management Magazine, September 1993.
- *Moisture Problems Plague Flooring/Concrete Slabs on Grade*, Condo Management Magazine, October 1993.
- *The Water Below*, Common Ground Magazine, March/April 1994.
- *Apportioning Liability for Construction Defects*, Management Topics Seminar, April 1996.
- *Manhattan Village Solves Sites Drainage and Water Intrusion Issues with Professionalism*, Condo Management Magazine cover story and photo, May 1996.
- *Managing Risk During Project Delivery*, AIA/LA Professional Development Seminar, May 7, 1996.
- *Common Sense Strategies for Avoiding Construction Litigation*, Western Real Estate News cover story, April 1999; Builder and Developer Magazine feature article, May 1999; Condo Management Magazine, October 1999; and The Practical Real Estate Lawyer, November 1999.
- *What's Brewing in the Real Estate Market - 'Conversion Fallout'*, by Sheila Muto, The Wall Street Journal, February 25, 2004.