

Richard R. Jacobs



77-564 Country Club Drive, Suite 100 ♦ ♦ Palm Desert, CA 92211 ♦ United States
Phone 714-508-0941 ♦ Fax 714-508-0942 ♦ Email jacobs@equitydirections.com

PERSONAL

Over 25 years experience in Real Estate Finance, Real Estate Development, Real Estate Sales & Marketing, Land Sub-division, Construction Management, Design Build Construction, Cost Estimating, Project Management, Property Management, Lease Negotiation, Built to Suits, Contract Bidding, Mortgage Banking, Joint Venture, Syndication, Partnerships. Experienced in Industrial, Commercial, and Income Producing Properties from land acquisition, negotiations, permit & entitlement process, development, financing and construction. Have built, supervised and/or developed in excess of 1 Million plus square feet of Commercial/Industrial, Business Park, Mini Warehouse, Multi-Family Residential, and Office product.

EDUCATION

- 1973-1977 Bachelor of Science, University of Southern California
Real Estate Finance, Appraisal
- 1972-1973 Saddleback Junior College- Deans List
Business Finance
- 1969-1972 Foothill High School- Santa Ana, CA

EMPLOYMENT

- 1984- Present *Senior Vice President, Equity Directions, Inc.*
With a background in Real Estate Finance and Construction, initially responsible in the Project Management of a \$17 Million Apartment Project in Lancaster, CA totaling 416 Units. The project built in Four Phases included two Recreation Buildings, Managers Office, Pools and common area grounds. The project was extremely successful.
- Country Club Business Park- A 40 acre Light Industrial Business Park located in Palm Desert in which I was responsible for all Infrastructure estimating, construction and Project Management for this 32 lot sub-division. Also headed the Sales and Marketing efforts for all Land Sales which included Pricing, Negotiating, Escrow, Marketing and Design Build. Responsible for all Permit and Entitlement Process. Responsible for all Scheduling, Coordination of Design and Design Consultants. Worked with Engineers, City Officials and Prospective Buyers and Investors.
- Parc Center Office Building- A 66,000 square foot Mediterranean Office Complex, two Story. Negotiated all Pre-Leasing for two Major Tenants to occupy 50% of the project prior to breaking ground. Responsible for all Estimating and Loan Packaging of this \$4.5 Million Project. Worked hand in hand with the Architect, City Officials, Owners, Tenants and Lenders that when completed was AWARDED a Beautiful Recognition Building Award by the City of Palm Desert and County of Riverside. Built the project on budget and on time.
- Corporate Plaza- A Planned Unit Development of Nine Buildings on 3.5 acres. Concrete tilt up construction, Designed Build with Architect and Land Planner. Responsible for all Construction from Estimating, Entitlements to Occupancy Permits. Responsible for leasing and Marketing of the project.
- Lakeview Office Building- a 15,000 square foot, two story Office Building overlooking a 3 acre lake. Responsible for all Estimating, Project Management, Construction and Leasing.

Negotiated with Chiropractic Center, Law Firms, Design Companies, Electrical Engineers. Tenants have remained in the building for over 15 years.

Tenant Improvements- Office Buildings- Estimated, Constructed and supervised approximately 500,000 square feet of tenant improvements ranging from Dentist Offices, Medical Facility, Governmental Offices, Legal Firms, and executive offices.

1994-2002

President, Desarrollos Todos Santos S.A. de C.V.

Responsible for overseeing and implementing the Master Planning of an 1150 acre Resort Project in Mexico. Packaging and negotiating equity financing for various Hotels, Spa, Golf Courses and Infrastructure aspects of the project. Overseeing entitlement process for land use approvals, Environmental Approvals, Design Planning and Economic Benefit Analysis. Currently negotiating additional Joint venture and acquisition for approximately 1800 acres for a 250 slip marina, 3 hotel sites, 2 golf courses and 1000 residential homesites.

1979-1984

Vice President, RJCO, Inc.

Between 1979 to 1984 constructed approximately 500,000 square feet of multi-tenant industrial, office and residential developments within the Coachella Valley. Responsible for Land Sales on a 30 acre industrial park, Contract Bidding and Leasing of portfolio buildings.

1977-1979

Loan Analyst, Mason McDuffie of Southern California.

Worked as a Commercial/Industrial and Income Producing Loan Analyst for Mason McDuffie of Southern California. Represented institutional investors, insurance companies and pension funds to place loans on all Income Producing Properties in Orange County, CA. Required experience in methods of Appraisal and Loan Underwriting, packaging and marketing of existing and proposed Commercial Buildings. Represented Metropolitan Life, Occidental, Standard of Portland, Travelers Insurance on a correspondence relationship. Placed approximately \$30 Million in Financing per year.

COMPUTER SKILLS

- Well verse in all Computer Skills, Excel Spreadsheets, Auto CADD, Microsoft Project, Scheduling, Photoshop, Quicken, Microsoft Powerpoint, Microsoft Publisher, Designed Web Pages.

CALIFORNIA REAL ESTATE LICENSE

- Active Real Estate License since 1977

COUNTRY CLUB BUSINESS PARK

- Elected to the Board of Directors

REFERENCES UPON REQUEST