

EXECUTIVE PROFILE

25+ years of senior-level management experience with retail, office, mixed use, and industrial development projects valued in the hundreds of millions of dollars. Extensive experience in redevelopment of brownfield sites. Plans and manages all financial, entitlements, and design aspects of projects. Uses strong leadership and influence skills. Certified Project Management Professional (PMP).

- **Executive Project Management:** Manages all aspects of the development process using a solid technical background and project management skills. Maintains overall team leadership responsibilities in the development of various retail and mixed use projects. Full profit and loss accountability for key client projects involving leasing, scheduling, cost accounting, cash flow analysis, purchasing, and professional relations.
- **Technical Expertise:** Real estate background encompassing development, strategic planning, marketing, and project management. Has participated at every level in the creation process of more than 10 million square feet of real estate projects. Began career in construction supervising building contractors on large (\$10-\$20 million) office, industrial and retail projects. Transitioned to development of projects. Proven critical thinking ability to plan, analyze, design, and execute projects. Deep understanding of architectural and engineering design decisions that have to be made. Obtained Civil Engineering Technology degree from Purdue University.
- **Cost-Conscious Sales Achiever:** Reputation for excellent sales presentations. Develops innovative cost-saving programs. Specializes in permitting, design, and financing activities in the creation of large office and industrial complexes. Typically able to evaluate early in the planning stages if a project will be financially successful, allowing the company to effectively use financial resources and plan projects that will likely be successful. Maintains high credibility from history of successful projects. Deep understanding of construction process and related cost implications. Able to prepare pro forma models early in the process and make leadership decisions about projects.
- **Skilled Negotiator / Communicator:** Uses interpersonal skills to influence and satisfy client and stakeholder needs at all levels of the process. Deals successfully with corporate representatives, community leaders, and contractor negotiations. Able to sell a project's benefits to the community where it is planned. Talented in building consensus among various stakeholders.

Areas of Expertise Include:

- Full Scope Project & Program Management
- Client & Stakeholder Interface And Influence
- Technical & Computer Skills
- Financial Management & Analysis
- Team Building & Leadership
- Public Presentation & Consensus Building
- Site Selection & Pre-Development
- Strategic Planning
- Marketing Methodology
- Budgeting & Monitoring
- LEED & Environmental Analysis
- Market Acquisition Strategies
- Concept Strategies
- Revitalization & Renovation
- Acquisition Due Diligence
- Real Estate Investment
- Economic Development
- Financial Performance
- Place-Making
- Brownfield Sites
- Highest & Best Use Analysis
- Development Advisory Services
- Zoning & Entitlements
- Networking & Sourcing

PROFESSIONAL EXPERIENCE

Principal

Tippmann Management, LLC
Cincinnati, OH (2008 – Present)

Owner of the consulting firm providing a full range of real estate services to third party clients throughout the country. Current efforts include overall financial responsibility for several large brownfield developments through their predevelopment phases. Additional efforts include property acquisition and future reuse evaluations.

Accomplishments include:

- Securing project entitlements for 70-acre mixed use project in Denver, CO.
- Lead and direct project entitlement team through the rezoning and Comprehensive Plan Amendment process for a 247-acre mixed use development to be constructed on a closed municipal landfill in St. Petersburg, FL.
- Evaluation and guidance to client for the future use of 600-acre land holding in Cincinnati, OH.
- Property identification and evaluation for several industrial property acquisitions involving a national client.

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Vice President of Development, Development Partner

Bear Creek Capital, LLC
Cincinnati, OH (2003 – 2008)

Vice President of Development with total responsibility for development projects including retail, office and mixed use/ town center developments in four states. Responsibilities include site acquisition, project entitlements, project budget management and end user interface. Currently creating and overseeing the initial planning, financial pro forma evaluation and project team implementation of projects with total values in excess of \$1-billion.

Accomplishments include:

- Obtaining a rapid understanding of **vertically integrated mixed use developments** and environmentally impaired (**brownfield**) development projects.
- Using excellent **financial analytical skills** and **computer abilities** to guide the company's efforts and design of very complex projects.
- Using knowledge of all aspects of the business to oversee projects away from the company's principal location.
- Conducting company affairs at **remote locations** with **professionalism and integrity**.

Major projects include:

- **CVS Stores, Minneapolis, MN and Cincinnati, OH (\$2.5+ million fees earned)** – Fee based development of 12 stores over a two year period. Responsibilities included land acquisition, permitting and entitlements as well as budgeting and cost supervision of all aspects of each project from land acquisition through construction. All projects completed within budget.
- **Lowry Vista, Denver, CO** – 79 acre, 500,000 sf retail and office mixed use development with 500 residential units to be constructed on a former military landfill.
- **The Parks of Pinellas, St. Petersburg, FL** – 240 acre, 2-million sf retail, office, and residential development to be constructed over a municipal landfill. The property is under contract with the County for three remaining years. Responsibilities include negotiations of land purchase agreement, due diligence, and feasibility analysis for project.
- **Montgomery Town Center, Montgomery, OH** – 8 acre, 200,000 sf office and retail mixed use development with 110 residential units. Responsibilities include negotiations of project entitlements (including TIF arrangements with the city), negotiations of sales agreements with residential developers, and oversight of all design and financial aspects of the project.
- **East Street Flats and Market, Minneapolis, MN** – 84 unit urban condominium and retail project, anchored by a CVS Pharmacy. Project was completed in 2007. Responsibilities included design and budget supervision, and entitlements in conjunction with residential partner. Currently part owner of the retail portion of this asset.
- **Harrison Marketplace, Harrison, OH (\$1.5 million)** – 22 acre, 200,000 sf suburban shopping center anchored by Kroger. Accomplishments included successful negotiations of variance requests with neighbors, and acquisition of TIF funding from community. Project will soon be under construction by Kroger using the entitlements.

President

Ruscilli Development Company
Columbus, OH (1998 – 2003)

President and 30% owner of a real estate development company affiliated with a large general contracting company and a real estate brokerage company. Responsibilities included management of the company's financial affairs and new business creation. Managed both fee based development services and real estate portfolio including industrial land, business park land, and office and industrial building projects.

Accomplishments include:

- Using **integrity and creativity** to grow a business from an opportunity. **Creating a business plan** with a plan to generate assets by third party development services work. Operating the business within the framework of the plan.
- **Creating accounting and project control systems** that were scalable as employees were added and more complex projects were undertaken.
- Leveraging the parent company's profile to **create opportunities for asset ownership** by the company's partners.
- **Creating new business opportunities**. Using the parent company's positive reputation in the region to provide sharing of ownership with the existing land owner or the tenant.
- Delivering all managed **projects on time and within budget**.

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Major projects include:

- **Gateway Industrial Park, Grove City, OH** – 230 acre industrial park later sold to the nearby Solid Waste Authority. Responsibilities included negotiation of partnership documents with the land owner and securing of entitlements and end user incentives with the local community.
- **McGraw Hill Distribution Facility, Dubuque, IA (\$2+ million)** – 330,000 sf distribution facility. Responsibilities included negotiation of the lease agreement with the tenant, formation of the partnership to own the facility, securing investor equity, and the overall supervision of the business affairs of the project's development.
- **Pacer Global Logistics Headquarters Project, Dublin, OH (\$4+ million)** – 113,000 sf corporate headquarters office project. Responsibilities included negotiations of the land purchase agreement, creation of the ownership entity including securing investments from partners, project design, entitlements, and operation of the ownership's business affairs post completion.
- **Emerald Professional Building, Dublin, OH** – 68,000 sf multi-tenant office project. Responsibilities included formation of the ownership entity, project design, negotiating all permits with the city, and managing the entity upon completion.

Vice President

Corporex Corporation

Cincinnati, OH (1996 – 1998)

- Vice President for a highly successful real estate development and financial investment entity.
- Accomplishments included site identification and acquisition for the Five Seasons Sports Country Club concept. Identified and negotiated sites in Ohio, Illinois, and Indiana.
- Managed local brokers, real estate employees as well as local design and entitlement professionals.

Senior Project Manager

Benderson Development Company

Buffalo, NY (1995 – 1996)

- Senior Project Manager for one of the largest privately owned development companies in North America.
- Managed projects outside the company's principal community.
- Responsibilities included local project team creation, total project budgeting and pro forma management.

Project Director

Oxford Development Company

Pittsburgh, PA (1991 – 1995)

- Project Director for the largest privately owned real estate services firm in western Pennsylvania.
- Assigned to direct all efforts for a regional mall project in Pittsburgh, but the economic climate halted the project.
- Created a successful fee based consulting services effort on behalf of the company for third parties in the Western Pennsylvania region.

Vice President of Development

Linclay Corporation

Columbus and Cincinnati, OH (1979 – 1991)

- Vice President of Development for a large retail and office developer.
- Began career as an On-site Construction Superintendent (Columbus) and ended as Vice President of Development (Cincinnati).
- Utilized the strong mentoring climate of the company to transition from project manager to overall responsibility for financial success of multiple simultaneous development projects.

LICENSING, CERTIFICATION & TRAINING

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| ▪ License, Real Estate Salesperson
<i>Hondros College</i>
Columbus, OH (2002) | ▪ Certificate, Leadership
<i>Center for Creative Leadership</i>
Colorado Springs, CO (1998) |
| ▪ Certified Project Management Professional (PMP)
<i>Project Management Institute</i>
Pittsburgh, PA (1994) | ▪ Certificate, Public Speaking
<i>Center for Creative Leadership</i>
Colorado Springs, CO (1999) |

William Tippmann

7533 Pinehurst Drive
Cincinnati, Ohio 45244

Home: (513) 474-2819
Mobile: (513) 616-6969
Email: btippmann@gmail.com

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EDUCATION & COURSE WORK

- **Associate Degree, Civil Engineering Technology**
Purdue University
Fort Wayne, IN (1971)
- **Course Work, Biological Sciences / Pre-Med**
Indiana University
Bloomington, IN (1973-1974)

AFFILIATIONS

- **ICSC**
- **NAIOP**
- **Columbus Board of Realtors**

MILITARY EXPERIENCE

- **Veteran**
US Army
West Germany (1971-1973)