

JOHN C. DEINHARDT

PROFESSIONAL HISTORY



I have over 35 years of experience in architecture, development and construction, with the last 15 years as Owners' (or Developers') Representative on some well-known recent projects in South & Central Florida. As can be seen throughout my Professional History, I have gained very diverse experience in many different building types, including Public, Private, Sporting Venue, Commercial, Hospitality, Single & Multi-Family Residential, Low/Mid/High-Rise, etc. A few of the more recent and notable projects with which I have been involved are the \$185M *Bank Atlantic Center*, the \$340M *W Fort Lauderdale* and the \$57M *Beach Place / Marriot* all in Fort Lauderdale, FL, the \$230M *American Airlines Arena* in Miami, FL, and the \$1.2B *Palazzo del Lago Resort* in Orlando, FL.

I have been involved in virtually all aspects of the development, construction and/or renovation of same, including pre-development, pre-construction, construction and close-out. With a well-reputed ability to successfully develop, monitor and maintain pricing and budgets, I have shared bottom-line responsibility for nearly \$3Bn of high-end, complex and high-profile projects over the past 18+ years. I am also well known for my strong design capabilities allowing me to make decisions and guide the Ownership and design teams to efficient and economically sensible projects. I have successfully determined what Scopes had to be added, deleted, enhanced or reduced to achieve these goals as well as achieving optimum functional and aesthetic results. Many such decisions have had to be made 'on-the-fly' through the course of any project, as either financial or physical challenges during construction are inevitable.

In addition to Budget Control, my other responsibilities since 1996 as Owners' Representative have also included selections and contract negotiations/engagements of design, marketing and legal teams, as well as miscellaneous other consultants, all contractors, sub-contractors and vendors. In addition to basic construction-related activities, I have also successfully overseen project entitlements and permitting, as well as having been cursorily involved in the development, review and approval of Sales and Marketing efforts.

Every Project or Scope of which I have been principally in charge has been ON BUDGET and ON SCHEDULE.

With this unique background, I am an ideal resource for qualified and proven development & construction representation. Please take a few moments to visit my personal website at www.deinhardt.org (go through "*Deinhardt Corporate Client Entrance*") where you can review (and print from "Printer-friendly Version" links) my full Résumé, Portfolio, and a few Letters of Reference to see where I have been and what I can bring to your company.

PROJECTS, LICENSURE & EDUCATION

April 2006 - Present	SoDein, Inc. Development & Construction Consulting	Ft. Lauderdale and Orlando, FL
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President / Principal

Owners' Representative

- Consultant hired to perform any task requested on wide variety of building types (Public, Private, Commercial, Single and Multi-Family Residential, Low/Mid/High-rise, Sporting Venue, Mixed-Use, etc.), including assemblage of Design and Construction Team(s) and negotiating / contracting same on behalf of Client, liaising with bureaucratic entities, administration of all design / construction activities through Project completion.
- Prepare Project Analyses, Budget Reviews, Proformas, Feasibility, etc.
- Coordinate with consultants in obtaining all necessary information, entitlements, and permits for Client projects.
- Perform Project Management duties overseeing development and construction, including contractor negotiations and Project commencement through Project close out; handling construction change directives, and proposed change orders; prepare and present Bank draws and check requests.

In addition to performing the above on a one-off basis for other developers, my current responsibilities also include management of two attached townhome projects, one in Pompano Beach and one in Orlando, overseeing all facets of team selection and construction of one, an economy and the other, a luxury beachfront, both "for-sale" products.

Owners' Representative:

October 1990 - Sept 2010

Development, Design & Construction

Central & South Florida

Administration, expedition and completion of residential and commercial projects in the public and private sectors.

Typically hired on a per-project basis on behalf of owner or architect. Positions, companies and projects included:

Executive Vice President - Palazzo Del Lago & Hospitality Development Group

Sept 2006 - Sept 2010

Prior to this project falling to the recession and failing to secure funding, I had, successfully overseen the initial phases of the development and construction of a 2,352-key resort / hotel-condominium project in Orlando, Florida, with hard and soft costs to be in excess of \$1,200,000,000. The Project was situated on a 40+ acre site and consists of nearly 5,000,000 square feet of resort, conference, spa, retail, and restaurant spaces. I had established good relationships with and was successfully liaising with all of the different bureaucratic agencies, including the US Army Corps of Engineers, the South Florida Water Management District and the local officials to gain all of the necessary entitlements, approvals, permits, inspections, etc.

Senior Vice President - Colonial Development Group, LLC

April 2003 - April 2006

President - Colonial Project Management, LLC

I played a principal part in the creation and organization of Colonial since its formation in late 2002. I was also involved in the creation, organization, implementation, review and approval of sales and marketing efforts for projects each with revenues from \$80M - \$450M and hard costs ranging from \$36M - \$220M - together totaling nearly \$1B in gross sales / values. Projects included:

- W Fort Lauderdale Hotel and Residences (171 condo-hotel units + 346-key hotel)
- Europa by-the-sea (50 condominiums selling between \$1M and over \$4M)
- Infinity I & II (together, over 1,000 condo units plus office-condo and retail space) - Infinity I has been completed, however Infinity II has not been built - it was stalled by downturn in Economy and lack of Market for Condominium sales after most approvals had been obtained and completed Design Development
- Palazzo Las Olas (173 condominiums) - not built - was rejected by the City Commission after virtually all approvals, completed Design Development, and 100% reserved sell-out

Director of Development & Construction - CHAI Development, LLC

May 2000 - April 2003

For three years I maintained all aspects of the development and construction of the company's multiple hotel-condominium resort mid-rise projects in South Florida. I participated in the creation of sales and marketing programs (researched/negotiated/engaged marketing firms) for resorts in the Fort Lauderdale and Naples areas. In addition to the renovation and conversion of existing facilities in Naples, I conducted feasibility studies (financial proformas and cash-flow analyses) for the renovation, construction and sale of 185 "dock-o-miniums." Part of my responsibility for the Naples projects included securing necessary approvals and permits and obtaining rights required by the State (ownership of marina "bottom" as opposed to sub-surface ground lease). Projects included:

- Spa Atlantis: \$27M
- Port of the Islands: \$30M

Executive Vice President - John J. Doyle Builder & Company, Inc

June 1999 - April 2000

I was responsible for overseeing the development of a 30-story high-rise luxury condominium project in Ft. Lauderdale Beach. I served as both the developers' representative and general contractors' director with Dick Corporation. Responsibilities also included the execution / performance of a contract for owner's representation on a 14-story expansion of the Riverside Hotel in Ft. Lauderdale's prestigious Las Olas Shopping District.

- The Riverside Hotel: \$24M
- Jackson Tower Las Olas, 30 stories: \$54M

***Sr. Project Manager - American Airlines Arena
Home of the Miami Heat, Miami***

December 1998 - June 1999

I was retained by general contractor, Morse Diesel / Odebrecht, to work directly with the arena developer (Basketball Properties, Ltd.) on this \$230 million-dollar project. My responsibilities included assisting in design review, bidding, contract negotiation, pricing and budget control, and coordination of the construction of a 782,400 sq. ft. / 20,000 seat arena. I was also responsible for negotiating and contracting the construction of 15,000 sq. ft. of luxury "Starboxes," 12,000 sq. ft. of restaurant and bar space, 33,000 sq. ft. of food service and concession areas, 33,000 sq. ft. of office space, 11,000 sq. ft. of retail space, audio-visual, data/telecom, broadcast and security systems, scoreboard and video replay systems, graphics and signage, F,F&E, and food service equipment.

**Developer's Senior Project Manager - Bank Atlantic Center
Home of the Florida Panthers Hockey Club, Ft. Lauderdale**

January 1997 - December 1998

From commencement to completion, I was part of the team responsible for design review, contract negotiation, pricing/budget control and coordination of the construction of an 867,000 sq. ft., 22,000 seat, \$185 million-dollar arena. My responsibilities included the development and completion of 30,000 sq. ft. of restaurant and bar space, 20,000 sq. ft. of office space, 12,000 sq. ft. in retail areas, luxury suites, audio/video, data/telecom, broadcast and security systems, scoreboard systems, graphics and signage, food service equipment, interior finishes and F,F&E selection and procurement. I was also responsible for redesigning many of the retail and bar/restaurant spaces to enhance function and maintain budget.

Owner's Project Manager - Beach Place, Ft. Lauderdale

February 1996 - January 1997

For this \$57 million-dollar mixed-use project (37 retail / restaurant tenants adjoining the 22-story Marriott Hotel and time-share), I was design and construction liaison between the owners, contractors, architects, engineers, city officials and project tenants. I performed design and cost analyses and shared bottom-line responsibility for budget and schedule, which included advising the owner on what Scopes should be added, deleted, enhanced or reduced to achieve goals while achieving optimum functional / aesthetic results.

November 1990 to January 1996

South Florida

Miscellaneous endeavors, including Owner of Construction Company performing renovations/repairs after Hurricane Andrew, Speculative home buying/selling, and Assisted Owner in renovation of Miracle Theatre in Coral Gables, Florida

April 1987 - October 1990

Patrick & Associates Architects, Inc.

Columbus, Ohio

Director of Department of Contract Administration

Headed department responsible for the review and interpretation of contract documents, field observation and reports, observation and coordination of construction team players, processing of bulletins and change orders (including full familiarity of State process), design, coordination with client facilities planning, drawing reviews, pay request approval and supervision of project meetings. Projects included:

- Bureau of Workers' Compensation Office Building, 34 stories: \$250M
- Woody Hayes Athletic Facility for The Ohio State University: \$11M

January 1974 - April 1987

Various Positions in Construction
and Architecture

Ohio, Florida, Colorado

I held a variety of positions beginning with laborer and carpenter, and culminating in superintendent and field representative. Part- and full-time positions during summer vacations gave me a wide range of "hands-on" experience in all facets of construction and design. Some of the projects I worked on include:

- Intracoastal 31 Condominiums: \$11M
- Dayton Correctional Institution: \$25M
- Wexner Center for the Visual Arts: \$40M
- the Walter Residence: \$1.5M

Professional Licenses & Qualifications

State Certified General Contractor, State of Florida (status - active)
Real Estate Salesperson, State of Florida (status - active)
Arbitrator, American Arbitration Association, Panel of Neutrals (status - inactive)

Education

Bachelor of Science in Architecture, minors in Contract Law and Business Administration
The Ohio State University, Columbus, Ohio, with honors
including a specialized curriculum of Architecture at University of Oxford, Oxford, United Kingdom