

To whom it may concern:

Re: To introduce Kim R. Catalano and in support of consideration for positions of Executive and/or Senior Management Level as noted below...

- Senior Operations Manager
- Business Development Manager
- Senior Development/Construction Planner and Manager

I am a Senior Real Estate and Business Development Planner and Project/Operations Manager, capable and fully experienced in all related assignments and tasks particular to building and business development with some varied Food and Hospitality and Operations, Project & Biz Planning, Regulatory Approvals, Construction and Financial Analysis and Coordination Capabilities.

****(This document has a cover letter, formal resume, & list of sample projects successfully completed over 30+ years.)***

This includes many years of Executive and Construction Management, as well as, a high degree of experience and skill with:

- Design-Build Coordination,
- Land Use Bylaw Interpretations, Amendment Processes, Appeal Procedures, and related assignments;
- Understanding/Interpretation of Lease, Sub-trade, Service and other Legal Contracts & Agreements;
- Concept, Operating and Repair/Maintenance Cost & Financial Analysis;
- Implementing Project Controls & Regular Reporting processes;
- Both Civil and Vertical Construction Management for SF/MF Residential, Commercial, Industrial, Recreational and Tourists oriented uses.

Acting as Land, Site, Building, & Development Planner and Full Project Manager for a variety of urban, suburban and rural development forms is definitely within my wheelhouse. This includes all related duties, such as, acquisition due diligence, site testing, overall analysis, Regulatory Approval Process Coordination, cost estimates, scheduling, etc.-

This presentation is meant to provide thorough insights into the holistic nature of my capabilities and experience as a Real Estate Development Project Manager and Construction Team Leader that were derived and enabled by my innate abilities to take raw real estate, building adaptive re-use projects of almost any kind...develop a viable concept for proposed greenfield and/or adaptable re-use developments...assemble a talented, driven Project Team, with full buy-in, and then carry the project through stakeholder, regulatory and financial hurdles into a seamless implementation, construction and marketing program. **It includes brief details and descriptions, of two of my recent term contract assignments and a synopsis of Executive Background.**

Broad experience:

- I have provided full Planning and Project Management Services for land and building development projects, in both the USA and Canada;
- I have coordinated and enabled a variety of real estate projects through land assembly, due diligence, concept planning, design, entitlements, and regulatory approval processes, into financing, implementation, construction (both vertical and civil), startup and commissioning programs;
- I have assembled and lead many project teams and dealt effectively with many different sizes of municipal government and their particular approval processes, including the project related provincial, state and federal regulatory process;
- I am creative, tenacious and meticulous in my approach to project concept development and implementation.

Synopsis of Executive Management Experience and Skills:

Besides Development and Construction Team Leadership I have acquired extensive Executive Management Skills & Experience....garnered and effectively used, enumerable technical, regulatory, design, marketing, presentation skills and knowledge.

I have amassed a great deal of executive, corporate, financial and legal management expertise and the ability to apply it effectively. My innate abilities and strong desire provided accelerated career opportunities that enabled early exposure, great familiarity and the advanced know-how in terms of both professional and executive management expertise and fulfilled many executive management and fiduciary duties. This means managing state/provincially registered corporate entities and their related activities...i.e. arranging operational and construction financing, as well as, administering all aspects of the loans and terms of repayment.

Recent Experience:

- I have just completed a contract as an Operations and Business Development Manager for a new specialty construction group that has challenging, multiple future objectives and a broad mixture of building envelope construction capabilities. As well as the traditional development and process planning I was also responsible for reorganizing the financial reporting systems to meet regulatory requirements.
- Last year, I worked on a short term contract with a mid-sized excavation firm, on several in-house development concepts, as both a planner/designer, team leader and analyst. I also worked doing takeoffs and estimates. I also assisted and performed a number of related tasks:
- Analysis and take-offs for three story underground parking garage excavation and foundation preparation for a mixed use suburban tower, using secant piling walls
- Research and accurate costing allowances for excavated material quantities, with varying, possible issues of potential mixtures/grades of contamination, needing treatment and/or disposal;
- Quantities/Estimates for site grading/utility installation for service commercial/light industrial sites.

Contracts such as these, have ensured that I am familiar with contemporary civil and vertical construction and HSE knowledge and practices.

My remuneration requirements are negotiable and I welcome the opportunity to earn performance based income.

I look forward to making your acquaintance....as suggested above please call and/or email me with contact info and day and/or time to call for chat, ASAP.

Best regards,

Kim Catalano

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(resume and projects follows...)

Formal Resume of KIM R. CATALANO
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PROFILE SUMMARY

A SENIOR Real Estate Development and Construction Project Planner and Manager with record of diverse and successful project concept approved, implemented and completed to realized profitable sales and/or execution of exit strategy. Experience includes complete oversight of concept inception, project site planning, civil engineering and architectural design as required. I am an Expert at coordination and delivery of regulatory permits and approvals. I have arranged project financing for a variety of developments, as well as, provided and managed project controls for land servicing and/or building construction. I have demonstrated many time overall leadership abilities and safe completion of both civil and vertical construction aspects, with all projects on budget and on schedule, as per issued Project Team Controls.

SELECT ACCOMPLISHMENTS

Real Estate Development

- Development of two projects totaling \$52 million.
- Designed and setup computerized, project budget analysis formats, project schedules (Microsoft Projects) and other forms of project management tools.
- Produced in excess of a two-year supply of multi-family inventory, fully approved and ready for development
- Consulted to senior management on a number of in-house, project related problems and played an integral part in facilitating a number of major, recession proofing solutions
- Improved project yields, facilitated efficiencies and met all Harmony Homes Inc. deadlines for approvals.
- Many varied experiences: including working with Army Corp of Engineers and US Fish and Wildlife on riparian areas and endangered species habitat, e.g. Trail's End Monument Project
- First to ever pre-zone land for institutional purposes, as part of a residential development

Construction

- Managed a variety of industrial, commercial building and land development projects ranging from \$1.5 million to \$40 million.
- Planned and managed construction for several larger subdivisions in southern BC.
- Over a three-year period, developed 100 residential lots (mixed-density), three commercial lots, two Negotiated land acquisition and was responsible for marketing and sales of 90% of these properties submission and coordination of all government approval applications.
- Managed construction of several small commercial buildings and a 60-unit motel.
- Supervised and coordinated construction of a restaurant, with an apartment above constructed/open and operating within 11 weeks.
- Prepared and submitted reports or and personally presented six separate successful appeals to the British Columbia Environment and Land Use Committee of the Provincial Cabinet, in Victoria for the release and development of land within the Agricultural Land Reserve.
- Raised financing and/or capital investments; in excess of \$10 Million in a two-year period for a series of three multi-density, residential subdivision projects; numerous small commercial building projects in excess of \$500,000 each; housing development projects in excess of \$2 Million; and a 1.5 Million motel investment/syndication project.

Project Planning/Management

- Assembling all preliminary budget, gross profit, earthmoving construction costs, technical analysis and site development information,
- Traveling to and dealing directly with local government officials, building and engineering departments, consultants and developers.
- Initiated and helped develop matrix system that provided the ability to analyze parallel data and compare different development components on several different potential sites simultaneously, on screen for Real Estate committee meetings or printed form.
- Preliminary research and investigation prior to authorizing civil engineering agreements and using local consultants saved company \$40,000 to \$60,000 in preliminary analysis costs.

EMPLOYMENT PROGRESSION

2007 to Present

Catalano Development Group, Town Planner, Development Consultant and Project Manager

- Provided planning services for proposed land development and building projects and coordinated
- Project Development Teams through the due diligence, entitlement, planning, design and regulatory approval process in various regions of Alberta and BC.

2003 – 2007

Way Architects, Colorado Springs, CO... Managing Director-Land Development Projects

- Management and consultant services in the field of land development and construction project management throughout central Colorado USA.

2001 - 2003

Harmony Homes, Inc., Colorado Springs, CO....Manager, Land Development Division

- Responsible for concept development and overall project planning, preliminary construction budgets, financial analysis, supervision, coordination, interaction and input with all design professionals, assisting with another project already in progress.

2000 - 2001

Greenberg Farrow Architects, Tustin, CA....Site Development Coordinator

- While working for GFA, I was based in California and traveled the Southwest, acting as a site development coordinator for Home Depot Projects (\$7 to 10 million per store), responsibilities included:

PRIOR to 2000

A.A. Ecologica Ltd. Kootenays and Okanagan of BC...Senior Planner and Project Manager

- As owner and manager of an independent consulting firm, provided research, land development planning;
- construction management services, for many different types and sizes of developments and projects,
- Overall Project Management, from inception to completion, incl. marketing, of developments in suburban, urban, rural and recreational settings.
- **Planner/Scheduler for aspects of \$800 Teck –Cominco, Integrated Metallurgical/Fertilizer Smelter Modernization and upgrading program on a 6-month contract**

EDUCATION & TRAINING

- Graduate of the Regional and Community Planning Program. Selkirk College, Castlegar, BC.
- Degree Equivalency, Bachelor of Arts in Urban/Town Planning and Project Management, (Washington Evaluation Services, USA ...INS-US)

Personal & Professional Development and additional Information

Seminars, Workshops and Symposiums Attended:

- COLORADO SPRINGS UTILITIES -- Planning and Preparation for Development, Construction and Permits (municipal, county, state and federal)
- NATIONAL BUSINESS INSTITUTE -- Boundary Law in Colorado
- COLORADO REAL ESTATE Continuing Education (by Security Title) - Profiles and Analysis of Active Title Insurance Claims
- NATIONAL MULTI-FAMILY SYMPOSIUM – (48-hour seminar)
- PROJECT MANAGEMENT INSTITUTE (member of the West Coast Chapter since 1976 and recently joined local chapter in Calgary)
- LORMAN EDUCATION SERVICES -- Colorado Zoning and Land Use Seminar

Professional Development:

- Industry Best Practices Using MS Project – PMI & CTU – Colorado Springs CO
- Planning and preparation for development, construction and permits (municipal, county, state and federal), Colorado Springs Utilities (education division), Colorado Springs, CO
- Boundary Law in Colorado – National Business Institute, Denver CO
- Profiles and Analysis of Active Title Insurance Claims – Colorado Real Estate - Security Title, Colorado Springs, CO
- National Multi-Family Symposium, Las Vegas, NV
- Risk Management Seminar – Project Management Institute, Colorado Springs, CO
- Colorado Zoning and Land Use Seminar – Loran Education Services, Colorado Springs, CO.

Affiliations:

- Project Management Institute – Southern Alberta Region, Pikes Peak Regional Chapter (2002); West Coast Chapter of BC (Since 1976)
- Former member of Kinsmen Club of Trail BC (Canada)
- Chambers of Commerce Trail / Kelowna, BC (Canada) - President two years and Director six years

Added information attached and/or available upon request:

- Title Page
- Partial Project Summaries to 2000
- Photo Presentation for KEY USA Projects- 2001 to 2007...
- Partial List of Achievements, prior to 2000
- Construction Background ...
- List of Alberta Personal and Professional References, to contact...
- Sample written references- copies of letters from Clients, Working Associates, Banks, Governmental Associates, etc...

(Projects follows....)

Sample Project Summaries

Ponderosa Estates - near Grand Forks, British Columbia

- Obtained approval to develop a 50 large lot subdivision within the ALR including river front lots, (total land area 1 000 acres), with six miles of road, two railroad crossings (Burlington Railway USA) and one high-pressure natural gas line crossing. Property bounded by USA border.

Ca D'Oro Townhouses and Apartments - Trail, British Columbia

- Designed and built seven townhouse units and a five unit apartment building on a site the oldest contractor in Trail had given to the city as useless for development. (1/2 acre triangle bordered by road on two sides).

Eco Building - Trail, British Columbia

- Reoriented both the front and rear entrance of former business college to convert it to an office building, including 50% addition, renovation and general upgrading of facility.

Cominco Modernization - Trail, British Columbia

- \$ 800 Million Cominco Smelter Modernization (6 month assignment). Moderated planning meetings, prepared and monitored project schedules and participated in manpower loading meetings for process and mechanical design work, research and development of special projects, and construction and renovation of smelter plants and other facilities. Responsible for finding and reporting inconsistencies in areas of the overall modernization schedule.

Thrift - Inn - (now converted to Super 8), Kelowna, British Columbia

- Coordinated design, and acted as project manager for a 60 unit motel project including finalized design and building permit approvals, sub-trade negotiations, site preparation and services, sewage treatment plant, swimming pool, and installation of furniture. This project was completed in three months - six days, ahead of schedule and under budget. (\$1.5 Million total value.)

Dixie Lee (Fast Food-Chicken and Seafood Restaurant), Osoyoos, British Columbia

- Designer / Project Manager, as well as preparation of financial analysis / proformas for a 2,000 sq. ft. restaurant complete with a two bedroom 800 sq. ft. apartment above. Redesigned structures and exterior finish to accommodate Spanish theme, and interior mechanical for standard fast food franchise building. Also responsible for hiring and coordinating sub-trades, equipment purchases and installation, and startup procedures including staff training. The facility was complete and operational in eleven weeks from a green-field site.

Orchard Estates on Lake Okanagan (Recreational / Residential Development)

- Advanced from preliminary concept to first phase sales. Coordinated architectural firm, three engineering consultants, legal counsel and surveyor contractors. Direct interface / liaison with The District Municipality of Summerland Regional District of South Okanagan, British Columbia Government Ministries - Environment, Highways and Superintendent of Insurance.

Blue Heights Industrial Park (170 000 sq. ft. GLA), Kelowna, British Columbia

- Proposed and obtained favorable rezoning (I-1 to C-7) regulations through innovative City Council presentation and redesign of traffic flow, parking and sewage disposal. Occupancy rate went from 40% to 80% (\$100,000 / year increased cash flow) within six months.

Turbo Resources, Hwy. 97, Downtown, Kelowna, British Columbia

- Negotiated 10 year triple-net land lease (\$60,000 / year first 5 years with \$70,000 / year second 5 years). Negotiated land assembly, prepared preliminary site plans and re-zoning applications. Initial cost of land acquisition \$375,000, arranged 100% mortgage financing. Nine years later, negotiated sale of 50% ownership in joint-venture on the basis of land value appreciation to \$825, 000.

Quesnel Mohawk/Donut Factory - Hwy. 97, Quesnel, British Columbia

- As Project Manager, developed proto-type concept of a 24 hour Donut Shop integrated with a self-service gas bar. Revised building design and site plan; arranged financing, completed construction, equipment installation, and startup in 13 weeks. By coupling uses, a small 13,000 sq. ft. site generated 60% more rental income than a conventional retail development.

Three Subdivision Developments, Kelowna, British Columbia

- Devised and first to implement a method for pre-zoning single family lots for multi-purposes single family, duplexes, houses with suites, and four-plexes). This facilitated bank financing ensured investor confidence and streamlined approval process. Sale values increased by over 30%, offsetting any increased costs, and sales absorption rates were substantially improved.
- Sunburst Glen Estates - Located and negotiated land purchase, expedited approvals to beat city development moratorium; out of 500 acres this project was the only one fully completed and for sale in 1989. By seeing potential for commercial, and planning for it, potential sales proceeds increased from \$1.09 Million to \$1.3 Million.
- Sunburst Glen Estates II, - 49 Lot Phased Development of multi-family (46 units), single family, single family with suites and including site for Church (complete with requirement for a daycare within one year.)
- Celano Subdivision - Developed theme, 33 lot subdivision with mixed pre-zoning for fourplex, duplex, single family, single family with suites, including a site for a 40-unit multi-family development.

Project Manager / Planner / Construction Coordinator - Residential component-cost \$1.7 Million, sales value 2.2 Million; subdivision development costs - \$ 7.1 Million, sales value \$9.2 Million.

<i>Refer to Photo Presentation for others and Key USA projects - 2001 + below</i>

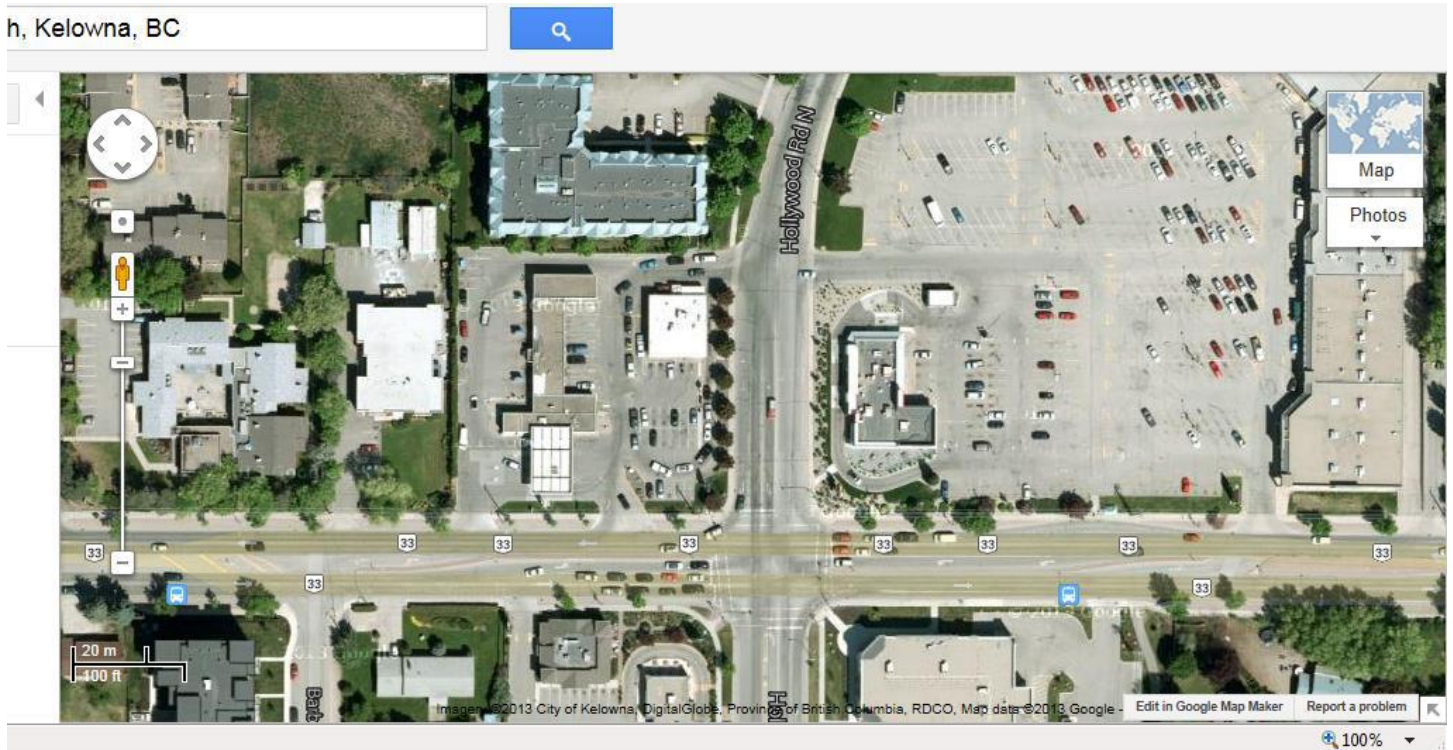
○ **Petro Canada Gas Bar and Car Wash Glenmore Road and Kane Road in Kelowna, BC.**

Subdivided pre-zoned with pre-designed site and access plan and sold site to Petro Canada 2 years in advance of development.



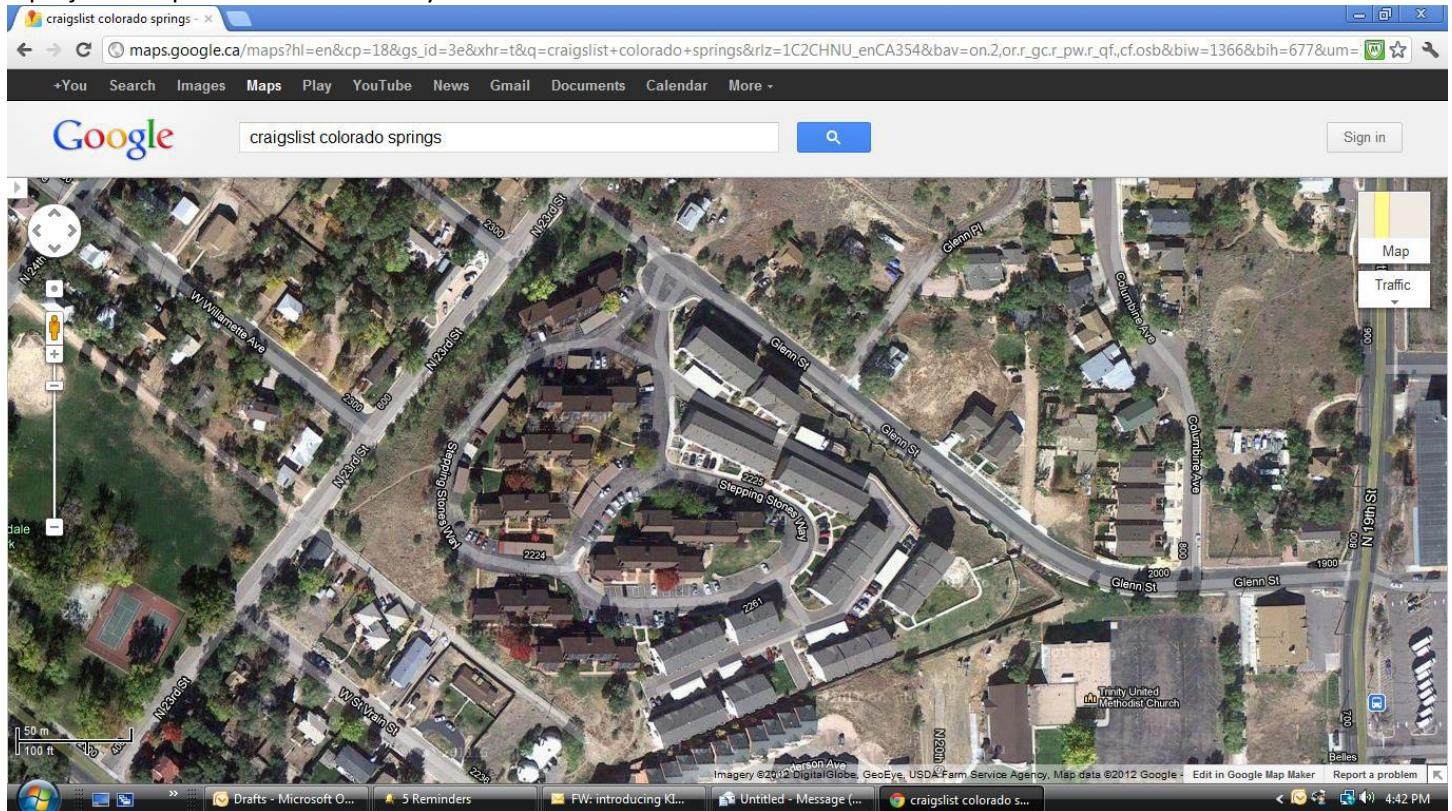
Petro Canada Gas Bar and Car Wash and Tim's Donuts, Hollywood Road and Highway 33 Road in Kelowna, BC.

Assisted contractor with scheduling and negotiated preliminary lease proposal terms for excess land with both Tim's and A&W representatives...finally awarding site and 20 year lease deal to Tim's Donuts, on behalf of the property owner.



USA Project #1...Madison Ridge Townhouses;

- ☐ 60 units of Grey Roofed town homes;
- ☒ The adjacent older brown roofed condo apartment style units were built over 20 years before;
- ☒ started design and approvals process in August , 2001,
- ☒ completed development approval process in January 2001,
- ☒ obtained excavation permit, started earth moving and site prep in February, 2001
- ☒ building permit issued and started foundations on first phase in March, 2001;
- ☒ project completed and sold out by 2004



USA Project # 4...Trail's End, Monument, was started, fully approved and sold to developer all in 2005, North of Colorado Springs

- ☐ LOCATION air photo... Refer to Google link...click on-<https://maps.google.ca/maps?hl=en&tab=wlc>, then corner of Wagon Gap Rd and Old Denver Highway Monument, CO United States.
- ☐ original land acquisition included both sides of railroad +/- 46 acres...with
- ☐ 13 +/- acres was sold to research center of west side of tracks for, limited use expansion and employee recreation;
- ☐ Particular issues of interest, relating to site design, planning and full approval, included:
 - o Details of land use changes and annexation;
 - o architectural standards;
 - o special design for sewage system;
 - o Multi-purpose storm water management to enhance endangered species habitat.
- ☐ A very complicated project APPROVAL PROCESS FOR A +/- 86 LOT MIXED SIZE/ RESIDENTIAL LOT in Monument, CO DEVELOPMENT THAT;
- ☐ WAS fully APPROVED, including all facets of environmental, subdivision and development permit complete;
- o With lots PRE-SOLD by interim agreement with cash deposits TO a single NATIOANAL BUILDER AND
- o Auctioned off for sale and closed to a local Colorado springs Developer for a \$1.2 Million Profit/professional FEE RECOVERY;
- o in just under 10 months from date of option
- ☐ LOCATION extreme south end of west side of Monument near Colorado Springs off of old Denver Road...

□ Project included 13 acres on Westside of BNR railroad the project encompassed, Elk Valley Road, Bobcat Valley and Wagon Gap Trail off of old Denver Highway

