

David W. Hewett

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Overview:

30 years of leadership experience in the corporate world, principally working in Commercial Real Estate and Corporate Real Estate & Facilities. I have worked directly for owners as well as service providers. Employers and clients have included institutional, corporate and private entities.

Areas of strength include:

- The ability to recruit, train and lead both individuals and teams, including employees, vendors and contractors
- Assessment and understanding of the needs and issues in a given situation from multiple viewpoints
- Creating and implementing both the vision and strategy necessary to achieve success

Business Experience:

2007-Present:

For the past 10 years I have been working as an independent advisor for a variety of companies, including Fortune 500 as well as small independent businesses. My typical focus is on building individuals and teams.

Developing individuals, leaders and teams focused on solving problems and implementing changes needed for customer service, client relationships and operational excellence is the core of my strengths and what I have provided as an advisor and as an employee for over 30 years.

1996-2007: CB Richard Ellis (fka) Trammell Crow Company, Global Services

Alliance Director

October 2006 Assigned to lead the newly acquired relationship with **Pacific Gas and Electric**, Northern California's primary utility. In this assignment I had full responsibility for a portfolio of over 7,000,000 square feet of office and industrial space and an annual budget (capital and operating) exceeding \$100,000,000. Duties covered all aspects of the Client's portfolio, including, Facilities and Project Management, with a special emphasis on Strategic Planning. Organized the structure of the CRE group supporting PG&E, as well as created and led the team providing for a creation of a strategic planning process and organization within the CRE department.

June 1, 2002 Promoted to Trammell Crow Company's Alliance Director for the relationship with **Comerica Bank**. In this assignment I had full responsibility for an international portfolio of over 5,500,000 square feet of office & retail space, responsible for a staff of 70 employees, and a \$100,000,000 annual budget. Duties covered all aspects of the Client's portfolio, including Transaction, Facilities and Project Management. In addition I had involvement in several national initiatives related to Trammell Crow Company. Responsibility for additional accounts and activities had been given on an as needed basis, from full account responsibility to mentoring individuals and teams, to account transitions, throughout the Crow network. I lead specific efforts to help understand how individual assets should be owned (financial structure) and what major assets needed to be reviewed for sale, lease or relocation. In addition I focused on portfolio strategy and the strategic planning process in the CRE area at Comerica Bank.

Prior to the move to the Comerica Account I was responsible for the development and

implementation of Project Management services to corporate customers. This included internal & external resource development and allocation, as well as coordination between other service lines. Additionally, contract transition, implementation and client consulting were a part of my responsibility. Clients included, **Microsoft, PMC-Sierra, Pitney Bowes, California Federal Savings, McKesson** and other Trammell Crow Company accounts on an as needed basis

Selected additional Assignments at Trammell Crow:

Microsoft Corporation: Lead the effort to redesign their process of Project Management for Domestic U.S. and Canadian sales offices, including the interface and coordination of the Leasing/Brokerage team.

Bank of America: One of the Lead Managers in a \$250,000,000 Re-Branding effort covering over 19,000 sites including high-rise buildings, branch banks and ATM locations. I helped establish the overall program processes and procedures for the program. Lead the first phase of the project, which covered 500+ real estate sites, 1,500+ ATM sites and was completed in less than 90 days. The team included 8 project managers and 35+ vendors with a total project value of \$30,000,000. Lead an additional phase and delivered 100% of the project work (\$20,000,000) via minority vendors with the client's stated goal to have a 20 % minority participation. I acted as advisor, trainer and consultant on other phases of the program.

Group Health Cooperative: Lead the personnel transition team in an outsource of 75 Real Estate and Facilities team members for a healthcare client with 3,500,000 square feet of facilities including hospitals medical clinics and administrative space. Process included analysis of existing organizational structure and culture, developing the new organizational structure, interviewing, recruiting, and development of job descriptions.

Wells Fargo Bank: Secured the outsourcing relationship with Wells Fargo Bank for the Northwest region, which included 500+ assets (3,500,000+ square feet) of Banking Centers and office buildings. Recruited, trained and lead all new staff members (7 Facilities staff) to start the business from scratch in 30 days.

1987-1996: Scherzer Real Estate Group, Inc., Portland, Oregon

Senior Vice President & Designated Broker

I was Designated Broker for this Portland based developer and fee manager, responsible for all property management, leasing and brokerage operations. Direct client interface with owners including Bank of America, Travelers, Equitable, RTC and others. I also acted as a Court-appointed receiver on several projects.

Company highlights:

- 2,000,000+ square foot portfolio included Class A Office, Industrial, and Retail properties
- Managed a staff of professionals including Property Manager, Accountants and Brokers
- Had direct profit loss responsibility for all operations
- Negotiated loan workouts on behalf of General Partner with institutional lenders, bankers and government agencies (Resolution Trust Corporation)
- Hired and Supervised leasing and sales brokers for Institutional and Corporate clients, both internal employees and outside firms (National and Local)

1984-1987 Denver, Colorado**Property Manager**

I worked in the apartment industry managing and leasing both small and large (500+ units) apartment communities. Projects included both renovated and redeveloped properties in high vacancy markets. Highlights:

- Maintained above average occupancies in a market with 18% + city wide vacancies
- Involved in renovation of over 1,500 apartment units
- Supervised over 75 staff members

ACADEMIC EXPERIENCE

BS, Business - University of Colorado, Emphasis - Organization Management

During my tenure in the Real Estate and Facilities industry I achieved the following designations:

Certified Property Manager (**CPM**), Real Property Administrator (**RPA**)

Certified Facilities Manager (**CFM**), Facilities Management Administrator (**FMA**), Counselor of Real Estate (**CRE**), Certified Commercial Investment Member (**CCIM**).

I was one of the first ten people to be named a **BOMA International Fellow**.

LICENSES (Previous)

Real Estate Broker, Oregon

Series 7, Securities

COMMUNITY AND PROFESSIONAL BOARD SERVICE:

2016 to Present	Chair	Board of Directors, CUPbearers Ministries
2012 to Present	Member	Board of Directors, CUPbearers Ministries
2010-2015:	Member	Board of Trustees, YMCA of the Columbia-Willamette
2008-2010:	Chairman	DCS Global Enterprise L.P.
2009-2009:	Chairman	OSCRE International Transition Board
2001-2015:	Member	Faith Bible Christian School, Hillsboro Oregon
2005-2015:	Chairman	Faith Bible Christian School, Hillsboro Oregon
2007-2008:	Member	Board of Trustees, IFMA Foundation
2006-2007:	Executive Member	Open Standards Consortium for Real Estate (OSCRE)
2005-2006:	Chairman	Building Owners and Managers Association International
2005-2006:	Member	Board of Directors, Real Estate Round Table
1999-2003:	Member	Executive Committee, BOMA International
1998:	President	Portland Building Owners and Managers Association
1994:	President	Institute of Real Estate Management, Chapter #29