

Recent Experience Only

Work Experience.

FEIN AND SONS – Operates continuously in Long Beach, Calif. **Sole Proprietor, Broker.** Real estate brokerage, development, asset management, and consulting. In-house brokerage company, specializing in eight- and nine-figure acquisitions, shopping centers, and commercial space, obtaining entitlements and economic analysis. Personal volume: over \$100 million.

SONNHAARD INC. – Solana Beach, Calif. [dates]. **Marketing Manager.** Real estate development corporation. Primary project: Le Chateau Village, a French-theme 100-lot residential development in Del Mar. Sourced architect, designers, and contractors. Limited liability company built 60 upscale custom homes by architect Jacques Donnaeu of Toulouse. Supervised 10 sales representatives. Sales gross exceeded \$40 million, selling 58 homes ahead of project schedule by six months.

WEST COAST ASSOCIATION – Los Angeles, Calif. [dates]. **Executive Vice President.** International trade association with 190 firms holding annual fairs, from 25 states and all of Canada, including two theme amusement parks, 15 affiliated breed organizations and 300 service members who provide goods and services to members. Annual convention attended by over 2,000 executives. Acted as legislative advocate for California district and county fairs, nine of which have horse racing and pari-mutuel wagering. Increased membership by 200%, administering seven-figure budget, with staff of five professionals.

Other Experience.

- **BBH & Co., d.b.a. ENVIRONMENT AFFILIATED, Executive Vice President.** Administered six-figure budget and supervised 27 managers. Directed recruitment and marketing activities.
- **CSU Long Beach, Development Director.** Managed 40-million-dollar project to expand campus grounds 30%. Maintained lowest campus construction budget in state, including contracting and materials.
- **TRADE ALTERNATIVE, Commercial Properties Manager.** Marketed, leased, and acquired \$900,000 in commercial property. Catered to such upscale clientele as high-end law firms.