



GREGORY WILHELM-WENZEL

OBJECTIVE

Create Unique, Satisfying and Profitable Experiences through Real Estate Development within the residential, commercial and industrial market sectors for all partner stakeholders.

SKILLS AND ABILITIES

Greg's is considered by industry colleagues as an expert at risk and cost analysis and has a long and successful history developing high value properties focusing generally on the following projects:

Hotels, Casinos, Senior Housing, Office Buildings, Climate-Controlled Smart Storage, Mixed-Use, Retail and Industrial buildings.

EXPERIENCE

SUNCORE GROUP, LLC CO-FOUNDER / PRESIDENT / CEO

Navigates and steers the ship for the SunCore organization with a role to create strategic partnerships and alliances with potential investors and Joint Venture (JV) relationships. Greg is passionately building a culture that embodies integrity, honesty and also one that cares for the physical, personal and financial wellbeing of our teaming partners at all levels to create clients and a growing business family for life!

Strives to focus on the development of corporate structures, strategies, goals, financial input and leadership to build an organization where our decisions are based on always "doing what is right".

REAL PROJECTIVES SENIOR DEVELOPMENT / PROJECT MANAGER

Senior Manager/Project Manager at Real Projectives providing direct program management, oversight management and project management for multiple public and private company specific engagements, and developed long term relationships with his clients and strategic partners.

Extensive multi-sector knowledge of real estate development; from site acquisition, due-diligence, planning, entitlements, financial feasibility, contract administration, budgeting, risk management, and market considerations was essential to the growth of Real Projectives during Greg's tenure.

Responsible for managing over \$500 million in projects and driving Real Projective growth in 4 years by over 200%. Greg's background in design, construction, and deposition of properties proved essential to the firm and allowed Real Projectives to execute projects of significant scope and size for its clients.

Instrumental in rolling out a portfolio of over 30 Class "A" climate-controlled storage facilities throughout the United States as Program Manager for Real Projective's primary client, a top public financial institution internationally.

Contributions in renovations and new construction included several Class "A" developments in student housing, multi-family, hospitality hotels such as Hilton, Hyatt and Marriott (full-service and limited service products), assisted living, medical office and active adult communities.



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Role also included corporate operations contributing to the growth of Project Managers, Assistant Project Managers and Document Specialists, expanding their roles to increase their proficiencies.

Assisted in the development of tracking systems, cost control systems and diligence tools to assist his teams to better perform duties.

FAITHFUL+GOULD DEVELOPMENT MANAGER/ SENIOR PROJECT MANAGER

Prior to working for Real Projectives, Greg' role with **Faithful+Gould** was Lead Development Manager for Hanover VB Partners of Richmond Virginia.

Faithful+Gould was engaged by Hanover VB Partner in the role of Development Manager for "The Pier Resort" a \$200 million dollar project, 500 key full-service 4-star resort hotel and mixed use development at the 14th street Pier Site in Virginia Beach.

Responsibilities were focused on the planning and approval of the project with the City of Virginia Beach. Greg was instrumental in getting the first 21 story project approved at the Waterfront and approvals by the FAA and City for the hotel height at 215 feet above mean sea level.

JACOBS PROGRAM MANAGER/ SENIOR ESTIMATOR

Served in the capacity of Construction Management Oversight and Support Services for the Reinvestment Program Management Office at the federal Government Services Administration (GSA) Central Office, with a contract term of one (1) base year with four (4) one-year options. Requirements included HSPD-12 Security Clearance.

Executed management and recordation of \$5.5B dollars for The American Recovery and Reinvestment Act (ARRA), covering over 400 projects within a diverse portfolio of over 8,000 buildings containing about 300 million gross square feet.

- High Performance Green Buildings Minimal Performance Criteria data base development & management
- Scheduling and reporting performance of funding commitments and obligations
- Reporting compliance of Executive Orders and GSA Standards
- Measurement and verification of High-Performance Green Building Improvements



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MARRIOTT INTERNATIONAL DIRECTOR OF PROJECT MANAGEMENT / MIXED-USE DEVELOPMENT

Instrumental in the land and hotel development activities of Rose Island, Paradise Valley, Loreto/Marbella and Cabo Pacifica Ritz Carlton Resort and JW Marriott Residential projects, representing more than \$2B in gross residential sales. Key contributions including:

- JV partnership, hotel management, operating, pre-development, technical service and construction agreements
- Project feasibility, business plans analysis and submissions for approval by corporate committees
- Design management; programming, pre-design, schematic design, design development, and construction document stages
- Local government entitlement processes
- Facilitation of communications among MI departments; development, feasibility, treasury, accounting, A&C, legal, operations and asset management
- Chaired residential risk management task force
- Established LEED guidelines for mixed use development projects

Senior Estimator

Accountable for conceptual estimates and budgets for 100+ full-service Marriott branded projects. Provided on-site project management for Ritz Carlton branded resort hotel, Laguna Beach, CA. Assisted in change order management and close out of Desert Ridge resort located in Phoenix, Arizona and Grande Lakes Resort located in Orlando, Florida.

Developed CapEx budget guidelines for on-sight hotel operations. Also, developed feasibility guidelines and estimates for the Urban Spa concept. Contributions in:

- General construction management and change order authorization for branded new build development projects
- Support Suggestions of capital expenditure budgets for hotel operations
- Cost estimates for new build construction Projects, insurance claims and acquisition PIP estimates



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PRIOR TO 2009

Greg's Early Years included; development and construction of commercial mixed-use real estate in, Colorado, Arizona, Virginia, Maryland and District of Columbia.

All of Greg's previous employers were versed in both design, development and construction where Greg provided oversight and construction management for several Headquarter Developments such as; Sheridan Apartments located in Westminster CO, City Market Complex located in Breckenridge CO that included a 35 acre master development with infrastructure, bike path and bridges, Checker Schucks and Kragen, Arizona's American Cancer Society, Maricopa Medical Society and Talley Defense Systems all located in Phoenix AZ, DynCorp, Task, Computer Associates, and Visix all located in Reston/Herndon VA, and several World Bank projects including the Offices of the President, term contract and the Architect to the Capital term contracts all in the District of Columbia.

CREDENTIALS & EDUCATION

WESTERN MICHIGAN UNIVERSITY, B.S. KALAMAZOO, MICHIGAN

Construction Supervision and Management

FERRIS STATE UNIVERSITY, A.A.S BIG RAPIDS, MICHIGAN

Technical Drafting and Design