

MANUEL NIETO

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DEVELOPMENT CONSULTANT

Project Management • Acquisitions • Forward Planning • Entitlements

Civil Engineer Professional with domestic and international experience in acquisition of land and distressed properties, land planning, zoning and regulatory processing, property entitlements, development and management of consulting teams, construction document preparation, strategic business planning and project scheduling. Proven track record of creating substantial value to land and existing projects through the planning, entitlement and development process.

CORE COMPETENCIES

- Project Management
- Business Planning
- Consulting Team Mgmt.
- Project Scheduling
- Visionary Land Planner
- Physical Constraint Analysis
- Income/Expense Analysis
- Cost Fees Evaluation
- Proforma Development
- Cash Flow Analysis
- Marketing Analysis
- Multi Agency Processing
- Quick Feasibility Analysis
- Investor Pkg. Preparation
- IT Visual Presentations
- Bilingual - Spanish
- Bicultural – Spanish
- Excel
- Microsoft Project
- Power Point
- Adobe Photo Shop

PROFESSIONAL EXPERIENCE

NIETO CONSULTING ENGINEERS (NCE) - San Diego, CA

2010 - Present

Owner

Provide Consulting Civil Engineering Services to Public Agencies, Naval bases, Land Owners, Developers, Lending Institutions, and Architects in the areas of Land Planning, Feasibility Analysis, Entitlements, Civil Engineering Design and preparation of Construction Documents, Surveying, Cost Estimating, Scheduling and Project Management for Residential, Commercial Developments and Public Works projects.

Partial List of recent Projects :

- *Safari Highlands Ranch – Escondido – Feasibility Analysis for acquisition of 1100 acres Project has been acquired and is being Entitled for 550 homes – Concordia Homes*
- *Feasibility Analysis on a number of sites in the County and Cities in the San Diego Area for Acquisition – Concordia Homes*
- *The Estates at Del Mar – Del Mar – Feasibility Analysis – Currently processing a TM for 5 high end lots on a bluff - Private*
- *Strauss Little Italy – City of SD – Final engineering for a 31 unit Apartment/Retail – Project has been constructed - SLI Inc.*
- *Stanford Commons - La Mesa – Land Planning, Entitlement to Construction 16 Homes – Project under construction – Citymark*
- *Streetcar Row – City of SD – Entitlement to Construction 12 Townhomes & Retail – Project completed 2013 – Citymark*
- *Gallery – City of SD - Entitlement to Construction 4 Condominiums – Project completed 2013 – Citymark*
- *Blue Beetle Solar Farm – Puerto Rico - Feasibility Analysis for acquisition of 220 acres – Site acquired – Blue Beetle LLC*

CONCORDIA HOMES INC./CONCORDIA ADVISORS - San Diego, CA

2002 – 2010

Vice President Land Acquisitions

Serve as Manager of Land Acquisitions, Forward Planning, Entitlements and Project Management for Developer/Builder of Mixed Use Residential and Commercial projects.

Full responsibility for reviewing land and projects for sale in order to ultimately provide recommendations to Executive Committee based on my findings. Review existing physical and policy constraints, develop best land plan and architectural product for site in accordance with current and future markets, estimate total development and construction budgets, cash flow proformas, schedules and projected profits. Prepare offers, purchase agreements, construction documents and manage acquired projects through sale or construction of entitled projects.

Key Achievements:

- Transition Company from being an exclusive Residential Single Family Home Builder to Land Developer and Builder of Mixed Use Residential and Commercial projects by purchasing raw land, and entitling it to create substantial added value
- Purchased raw land in Oceanside, rezoned, entitled it for Mixed Use, sold post entitlement to yield a 31% profit
- Purchased raw land in National City rezoned, entitled it for Residential Use, constructed and sold completed homes to yield a 22% profit
- Purchased raw land in Chula Vista rezoned, entitled it for Mixed Use Residential and Commercial, constructed and sold completed homes and retail center to yield an 18% profit
- Developed Proforma templates to analyze sites and determine best use and land value in an expeditious manner
- Contributed to the increase in Corporate Annual Revenues with sales of entitled land from \$ 65 Million in 2003 to \$ 112 Million in 2006

GLOBAL CROSSING LTD - Miami, FL – Cali Colombia South America
In Country Project Manager

1999 to 2002

Served as In Country Project Manager for the acquisition of land, planning and development of sites to construct buildings to house telecommunication stations. Obtained permits to bring fiber optic cable from the Pacific Oceans into key Central and South American countries in order to provide high speed Internet services.

In charged of the selection of sites to bring in the fiber optic cable from the Pacific Ocean, obtaining all the necessary Federal, State and City permits to enter the Country, negotiating the purchase of the land with local attorneys to construct a 30,000 SF equipment building, coordinating the preparation of construction documents in English and in Spanish hiring in Country professionals and assembling the Teams for the final execution of the projects in several countries in Central and South America.

Key Achievements:

- Developed landing and construction of building for fiber optic station in Tijuana Baja California, Mexico
- Developed landing and construction of building for fiber optic station in Mazatlan, Mexico
- Developed landing and construction of building for fiber optic station in Panama City, Panama
- Developed landing and construction of building for fiber optic station in Caracas, Venezuela
- Obtain permitting for the landing and future construction of a building for fiber optic station in a military navy base located in Malaga Bay in the country of Colombia
- Developed punch lists at the completion of the landing and telecommunication building in Lurin, Peru

DAVID EVANS AND ASSOCIATES INC. - San Diego, CA

1995 to 1999

General Manager

Directed the opening of the San Diego Division for a National Consulting Civil Engineering firm based in Portland Oregon

Started a new office by leasing space, hiring key personnel, civil engineers, designers, Auto CAD drafters and develop new business providing Planning, Environmental and Civil Engineering services to Private Developers for the design of Master Plan Communities, public infrastructure facilities to serve residential, industrial and commercial developments in the USA and Mexico. Provided Civil Engineering to Telecommunication companies for the feasibility, design and construction management of fiber optic and wireless facilities in the USA and Latin America.

Key Achievements:

- Built consulting practice to 18 professionals in a 30 month period
- Developed an international team to work on projects in Mexico and Latin America from San Diego office

THE BARRETT CONSULTING GROUP (Now EARTECH) - San Diego, CA 1992 to 1995
Manager of Mexican Division

Established and Operated a Mexican Corporation in Mexico City to provide Civil and Environmental Engineering services

With the support of Barrett Consulting Group Inc., an USA Corporation with over 250 professionals I established and operated a Mexican Corporation in Mexico City to provide Civil Engineering and HazMat environmental services in the Country of Mexico.

Key Achievements:

- Developed an office with Mexican and USA professionals in Mexico City
- Prepared construction documents for planning and construction of a 200 lot Master Plan community for Kaufman and Broad a USA Builder, in Toluca outside of Mexico City. Project was built
- Completed Environmental Audits for two Pemex oil refineries in the towns of Salamanca and Minatitlan
- Prepared on site Feasibility Analysis for Master Plan Communities in Cabo San Lucas, Baja California

P & D CONSULTANTS/AECOM - San Diego, CA 1993 - 1995
Director of Engineering

Directed the Civil Engineering and Surveying Teams on the Planning and preparation of Construction Documents for the development of Master Plan Communities.

In charge of developing the engineering disciplines for the San Diego Division to serve Private Developers, as well as Public Agencies in the areas of general civil engineering, land planning, water, wastewater, and transportation engineering. Developed business plans, hired key professionals for the growth of the division, organized and structured the civil engineering department for growth and profit.

CHURCH ENGINEERING INC. - San Diego, CA 1986 - 1992

General Manager

Established and Operated a Civil Engineering and Surveying San Diego Division for an Orange County Engineering company to provide Civil Engineering services in San Diego County

Started the San Diego Division for an Orange County based Civil Engineering consulting company established in 1970 with an overall staff of 190 employees. As General Manager, I built the operation in San Diego to a maximum staff of 40 engineers. In addition I hired key personnel to open and develop the Las Vegas office.

EDUCATION & PROFESSIONAL LICENSES

- Bachelor of Science Civil Engineering (BS)** • San Diego State University – San Diego, CA
- Professional Civil Engineer** • Licensed in California RCE 30724
- Professional Land Surveyor** • Licensed in California RCE 30724
- Professional Civil Engineer** • Licensed in Puerto Rico RCE 25527
- California Real Estate Broker** • Licensed in California # 01850740