

CHRISTOPHER J. NEIDHARDT

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SUMMARY OF QUALIFICATIONS

Performance-driven commercial real estate professional with broad-based experience in development, leasing, acquisitions/dispositions and property management. Strong negotiating, strategic planning and financial analysis skills that resulted in a total lease/capital commitment over a \$1 billion throughout career. Proven track record to close deals while embodying corporate culture and cultivating strong relationships throughout the industry.

PROFESSIONAL EXPERIENCE

24-Hour Fitness, San Ramon, CA

September 2015 - Present

Director, Real Estate

- Direct real estate development program for the Southeast and Texas markets resulting in more than 35 completed deals.
- Create and execute development plans for new and existing markets, resulting in significant increase in net revenue and net profit.
- Partner with developers, major REITs and private investors in the acquisition and development of sites, typically 38,000 sq ft boxes encompassing approximately five acres.
- Developed strategic execution plan to expand the club base and brand to five new markets.
- Built and manage team of 11 brokers and four outside attorneys. Additionally, consult with RVPs/DMs, developers, landlords, environmental consultants and strategic business partners to identify the best capital deployment opportunities for the company.
- Collaborate with legal, finance, market planning and design business partners to develop pro formas and executive/board committee packages.
- Lead LOI negotiations, leases, built-to-suit, reverse build-to-suits and land acquisition deals.
- Meet with city officials to represent company's interests in development projects.
- Conduct site visits/tours with company CEO, president and other executive members.
- Develop and present club proposals and market opportunities to executive committee and board of directors for approval.

Books-A-Million, Birmingham, AL

March 2015 – September 2015

Manager, Real Estate

- Responsible for identifying and negotiating junior anchor leases for Books-A-Million and 2nd & Charles concepts throughout the Southeast.
- Direct rollout of new company concept - 2nd and Charles (25,000 sq ft) in Florida.
- Manage all aspects of the deal cycle from site identification to grand opening. Includes running pro formas, coordinating with legal, operations and construction teams.

Southeastern Grocers, Jacksonville, FL

July 2011 - March 2015

Manager, Real Estate

- Identified and negotiated leases for the new store development program throughout the southeast.
- Led real estate committee meetings for new site opportunities. Advise committee members that include the CEO, CFO, COO and SVP of Real Estate.
- Met with city officials and municipalities to negotiate various aspects of project development that include zoning issues, installation of traffic signals and environmental matters.
- Directed efforts to develop internal Real Estate PMO to allow cross-functional business leaders to collaborate more effectively.
- Led various initiatives including the improvement of departmental workflows, development of collaboration tools and strategic planning meetings with regional vice presidents.
- Managed the disposition of company-owned properties. Directed internal team in the successful sale/leaseback involving six properties for a total consideration of \$43 million.

- Negotiated with landlords to upgrade/enhance properties for which the company has a leasehold interest. This included façade upgrades, reviewing photometric plans to meet new lighting requirements, addressing parking lot needs and pylon signage upgrades.

Regency Centers, Jacksonville, FL

December 2006 – July 2011

Manager, Investments

- Accountable for overall new project performance in the development of anchored shopping centers in the Florida region. Responsibilities included negotiating purchase and sale agreements, securing entitlements, developing and overseeing budgets, negotiating tenant leases, reciprocal easement agreements, site development agreements and sales contracts with major tenants such as Target, Wal-Mart and Kohl's.
- Identified new investment opportunities that met or exceeded investment return guidelines based on stabilized return on invested capital.
- Managed and contracted with attorneys, brokers, architects and engineers for the coordinated efforts in developing property from entitlements to lease-up.
- Regularly attended city commission hearings and met with city officials to discuss and negotiate items associated with projects.
- Directed the Regency Centers ground-up outparcel program for the State of Florida. Completed deals with various users including McDonald's, Chase Bank, PNC Bank and various third-party developers.
- Accountable for budget and lease assumptions for assigned assets and quarterly reporting to Managing Director of the Eastern US region.
- Negotiated leases with junior anchor tenants such as Ross, TJ Maxx and Michaels.
- Compiled and assisted in the presentation of Regency's internal requests for project funding. Met with and advised the Capital Allocation Committee consisting of CEO, CFO, CIO and Managing Directors.

Beazer, Jacksonville, FL

June 2005 – October 2006

Land Acquisitions

- Led land acquisition efforts for divisional office of a top ten, fortune 500 national homebuilder. Developed and cultivated relationships with owners, brokers and real estate community, determined target profiles for potential land acquisitions and led division's strategic marketing efforts. Secured over 1,500 single-family lots and 750 multifamily units.
- Developed Land Acquisition Requests (LAR) that included financial modeling, comprehensive competitive analysis, site layouts, product selection, target profiles, president's letter and legal opinions.
- Managed and contracted with attorneys, brokers, architects and engineers for the coordinated efforts in developing property including ensuring proper zoning and entitlements for proposed developments.

CBRE, Inc., Jacksonville, FL

January 1998 – June 2005

Retail Real Estate Broker

- Developed and implemented site selection strategies complementing local area marketing programs, determined sub-markets for expansion, secured optimum sales-generating sites, conducted financial analysis and presentation of lease terms and construction costs. Completed deals with a total consideration of \$110 million.
- Provided exclusive national and regional representation, which included competition analysis for sales and leasing, negotiation and site selection for clients such as Home Depot, BlackRock Realty Advisors, Wells Fargo, Darden Companies, RREEF, AT&T Wireless, Food Lion and various developers and owners.
- Responsible for commercial site preparation, tenant representation, leasing, build-to-suit, investment sales, business and marketing development, creating and analyzing pro forma statements.

EDUCATION

University of North Florida, Bachelor of Business Administration, Banking and Finance, Real Estate Concentration
 Licensed Real Estate Salesperson – State of Florida
 Member - International Council of Shopping Centers