**KOLBY C. JONES**

172 Bridgewood Dr.

West Des Moines, IA 50266

Phone 813-205-6952

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**PROFILE**

*A self-motivated, energetic individual, who consistently exceeds established goals. A confident communicator and a top notch negotiator, who possesses the organization and presentation skills needed to make innovative ideas to become successful realities.*

**WORK EXPERIENCE**

**Ecosystem Services Exchange,** *Director of Business Development/Partner***,** April 2014 – Present

* Responsible for overseeing all of ESE’s accounts
* Responsible for managing ESE’s partnership with Whole World Water
* Seeking out new business development opportunities
* Managing public and private partnerships
* Acquisition and permitting of all water quality trading banks

**Teddy Maroons LLC d/b/a Bubba Southern Comforts,** *Owner***,** March 2015 – Present

* New 5,300 sq. ft. restaurant to be located at 200 10th St., Des Moines, IA
* Co-owned with Chris Diebel and partnering with Orchestrate Hospitality

**Riley Drive Entertainment d/b/a Saints Pub + Patio,** *Owner***,** January 2013 – Present

* Owner of Saints Pub + Patio in Independence, MO
* Highest revenue location out of the 11 unit chain

**Kum & Go, L.C.** *Real Estate Development Representative***,** April 2011 – May 2014

* Responsible for leading my team of site development manager, engineers, architects, attorneys and brokers through municipal regulations
* Responsible for deal negotiation, acquisition, and development of potential Kum & Go locations for a territory that includes Iowa, Colorado, Nebraska, South Dakota, North Dakota, and Wyoming
* Responsible for all new store projects and all “raze and rebuild” projects within my territory
* Management of all store development issues from cradle to construction
* Closed on 28 transactions in 2012 and 2013 (over $112 million)

**The Imperium Companies,** *Director of Acquisitions***,** May 2009 – April 2011

* Managed a development team for a proposed $850 million renewable energy park, as well as multiple multi-family and retail projects. Managed Development Manager, engineers, architects, attorneys and municipal relationships
* Managed the sale of lots within the energy park
* Successfully entitled a 3,000 acre renewable energy park by creating a new zoning code, creating a new text and map amendment, and moving the Urban Service Boundary five square miles
* Handled all aspects of development including: site selection, hiring of vendors and review of their contracts, zoning, underwriting, permitting, sales and leasing

**Phillips Development & Realty**, *Site Acquisition*, March 2008 – May 2009

* Accountability for Site acquisition throughout the Southeast, Southwest and Midwest
* Responsibility for overseeing acquisition, project management and financing on all projects
* Managed the Project Managers to control budgets and project timelines
* Lead and managed $120 million of projects for Phillips
* Managed all engineers, architects, land use attorneys and brokers to get through municipal regulations

**RMC Property Group**, *Development Acquisitions Manager*, May 2005 – March 2008

* Responsibility for identification and analysis of possible property sites
* Negotiated purchase contracts
* Managed and maintained existing relationship with preferred clients Publix and Walgreens
* Managed site development details with regard to mitigation, access, environmental, zoning and entitlement issues
* Held accountable for management of leasing agents and project managers on new development opportunities
* Secured anchor tenants for new developments

**The Staubach Company**, *Broker*, April 2004 – May 2005

* Accountability for tenant representation with the following clients: Verizon Wireless, West Marine, Family Dollar, Boston Pizza, and Ker’s Wing House.
* Assisted in tenant representation for Target, Total Wine, and Barnes & Noble
* Hired as exclusive leasing agent for over 1,000,000 sq. ft. of new developments
* Responsibility for the disposition of CVS and K-Mart tire centers for the south Florida area

**EDUCATION**

The Florida State University, Tallahassee, FL

Bachelor of Science, **Real Estate**, May 2003

* ACC Academic Honor Roll Award

# **ACTIVITIES/HONORS & COMMUNITY INVOLVEMENT**

Variety Club of Iowa – State Board Member

Polo on the Green, benefitting Variety Club – Event chair 2014, 2015, 2016

Polo on the Green committee member – 2012, 2013

Young Women’s Resource Center – Celebrity Server – 2012, 2013, 2014, 2015

YESS (Youth Emergency Shelter Services) Foosball Tournament Committee Member

State Historical Building Gala Committee Member

Downtown Tampa Community Redevelopment Association Committee

Leukemia Lymphoma Society, Man/Woman of the Year Committee Member

Karamu (Lowry Park Zoo) Committee Member

FSU Spirit Council Member (advisory committee to Board of Trustees)

Tampa Theatre Wine Fest – Committee Member

ICSC Next Generation State Representative - University Liaison

ICSC Next Generation Co-Chair - Tampa

CDC of Tampa – Board Member

CDC of Tampa – Real Estate Chair

Downtown Tampa Relay for Life (American Cancer Society) – Chairperson (’07 & ’08)

FSU Varsity Track Team Member - scholarship recipient, Team Captain

FSU Varsity Football Team Member

CCIM Candidate

ACC Student Athlete Advisory Council Member

NCAA Student Athlete Advisory Council Nominee

Tampa – 40 under 40

2009 Tampa Bay Business Journal Up & Comer

Holds IA Real Estate License

Holds FL Real Estate License

Certified Personal Trainer

Certified Sports Nutritionist

Certified Weight Loss Consultant