

Aimee M. Staudt
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Work Experience

Vice President and Director of Development, Knapp Properties, Inc., Des Moines, IA, July 2006-Present

- Develop and execute business strategy for various real estate portfolios/clients
- Perform visioning, market research, and feasibility analysis for proposed developments and forecast profitability based on current market conditions
- Develop and execute strategies to market third party development and construction administration services
- Develop creative solutions for utilization or disposition of challenging properties
- Manage Development Coordinators and administrative staff through coaching and setting performance objectives
- Work with Chief Financial Officer to provide and present underwriting and financial modeling, reporting, and analysis for development projects for various ownership entities
- Research, negotiate, and procure development incentives
- Lead internal project team and external service providers in the process of designing, entitling, constructing, marketing, and managing or selling development projects
- Select, negotiate with, and manage service providers, including environmental/geotechnical consultants, civil engineers, architects, and contractors
- Oversee construction design and project management from project inception to completion for development, build-to-suit, and tenant improvement projects, including the creation and management of project budgets and timelines and coordination with brokerage and property management personnel
- Negotiate and oversee purchase and sale transactions for commercial and residential properties
- Support business development via responses to requests for development and build-to-suit proposals, leading collaboration with design and marketing personnel as required
- Experience with a wide variety of real estate development projects, including mixed use, office, retail, industrial, multi-family, and single family development

Senior Asset Manager, Principal Real Estate Investors, Des Moines, IA, April 2004-July 2006

- Manage office, industrial, retail, multi-family, and mixed-used properties, both existing and under development, in Washington DC, Baltimore, and South Florida markets
- Provide real estate underwriting and financial modeling for existing assets, new acquisitions, and developments, including assembling and evaluating economic and demographic data, conducting sensitivity analysis, developing cash flow projections, conducting risk management analysis, and producing asset valuation estimates using discounted cash flow analysis
- Work with a team to market and provide services for ground-up development of real estate, including site due diligence and acquisition, obtaining entitlements and governmental approvals/permits, and overseeing design, construction, and leasing processes
- Develop, analyze, and negotiate real estate and construction documents, including leases, service provider contracts, incentive management/joint venture partnership agreements, and budgets; execute and administer real estate and construction documents and files
- Select and manage service providers, including contractors, property managers, consultants, and leasing agents
- Develop proposals, make recommendations, and deliver presentations to clients; gain consensus on asset level business plans and marketing strategies
- Develop and implement annual business plans and budgets for all assets; develop creative solutions for leasing and/or disposition of challenging properties
- Provide ongoing asset and market reporting to Portfolio Managers
- Review and analyze property financial statements

Project Manager, Ryan Companies US, Inc., Des Moines, IA, April 1999-April 2004

- Participate in Owner/Client negotiations and sales presentations
- Coordinate pre-construction services, including evaluation of existing facilities, site analysis and selection, lease preparation, developing project program, and schematic design
- Manage property development activities including initial site development planning, infrastructure design, governmental processes, and environmental studies
- Directly responsible for initial project set-up including negotiating Owner contracts, vendor and subcontractor subcontracts, mobilization, and manpower issues
- Responsible for all aspects of building construction and estimating including conceptual pricing, final pricing, scheduling, and construction through close communication with Owner/Client, facilities personnel, and design/build team
- Manage the overall design/build process, including design development, design review, construction document preparation, budget preparation, implementation of project management system, while maintaining Owner/Client, project, and corporate objectives
- Manage design-build teams, including architects, consultants, in-house staff, facilities management personnel, superintendents, and subcontractors
- Prepare and control budget and schedule; responsible for overall job completion, cost, and profitability
- Coordinate government approval process
- Manage quality control and construction inspections
- Conduct coordination meetings with Owner/Client and subcontractors and manage project changes
- Conduct project closeout, including final costs, punch list, final billing, final collection of fees, while maintaining Owner/Client and corporate objectives

Education

- Masters of Business Administration, April 2008, University of Iowa
- Bachelor of Science, Construction Engineering, May 1999, Iowa State University

Relevant Experience

- Guest lecturer on real estate development process – Iowa State University and Drake University

Affiliations and Certifications

- 2013 Des Moines Business Record Forty Under 40 Award Recipient
- ULI Iowa – Current District Council Chair, Past Advisory Board Member, Communications Chair
- Iowa State University Master of Real Estate Development program – Executive Advisory Council Member
- ACE (Architecture, Construction, Engineering) Mentor Program – Youth Mentor, Board of Directors
- Greater Dallas County Development Alliance – Board of Directors
- City of Waukee Community and Economic Development Advisory Council Member
- City of Waukee Comprehensive Plan Advisory Committee Member
- City of Urbandale Economic Development Board Member
- City of Van Meter Comprehensive Plan Advisory Committee Member
- Home Builders' Association of Iowa Developers' Council – Past President and HBA Iowa Board of Directors Appointee
- Fin Capital Member
- Ankeny Plan and Zoning Commission – Past Commissioner
- CREW (Commercial Real Estate Women) Iowa
- Volunteer Affiliations – Court Appointed Special Advocate (CASA), Junior Achievement, Animal Rescue League Iowa, United Way of Central Iowa
- Greater Des Moines Lean Construction Institute
- LEED ® AP Certification
- CCIM ® Certification (in process)