

Curriculum Vitae

PHILIP S. SIMMONS P.O. Box 786; Lake Arrowhead, California 92352

Phone: **(310) 439-4119** Website: **www.simmonsgroupconsulting.com**
Email: **phil.simmons252@gmail.com**

Skills and Experience. I offer over thirty-five years of experience in successful private and corporate residential & mixed-use real estate acquisition, entitlement, investment, transaction and development operations. My specialization includes contracts and operations relating to land use, due diligence, major property entitlements, land development, project design, partnership structuring, marketing and disposition. As an attorney and real estate broker, I regularly provide pre-litigation and litigation support – as well as expert witness services. I offer assistance to companies and legal counsel in leading complex negotiations, managing development teams, reviewing and implementing ordinances, drafting agreements, structuring compliance, and directing teams of outside counsel.

EDUCATION: *Juris Doctor*, Whittier Law School – *Published Member of the Law Review* (1991-93)
Supplemental (for teaching credential): National University – *Summa Cum Laude* (2009-11)
Undergraduate:
Duke University (1973-5)
California Lutheran College (1972-3)
University of California Santa Barbara (1971)

LICENSES/CREDENTIALS:

Current Member of the State Bar of California (since 1993)
Current Licensed California Real Estate Broker (since 1981)
Current Credentialed California Multi-Subject Teacher (since 2011)

LAND USE & DEVELOPMENT CONSULTANT / EXPERT WITNESS

August, 2008 – Present

The Simmons Group, Inc.

Assist clients in all aspects of corporate and real estate management and development services, including project design, development team selection and management, project acquisition, due diligence, entitlement, finance, workouts, operations, project management, and staff development. Client services include strategic business assessment, planning, entitlement, repositioning, marketing, public relations, and expert witness services in related litigation. Clients served include public and private investment organizations and individuals, lenders, development organizations, construction firms, non-profits, land owners and governmental organizations. Offers expert witness and non-testimony expert consultation in most areas of real estate, land use, development, partnership, and related matters. Assists in case assessment, investigation, trial preparation, and testimony.

Successfully designed and managed the entitlement and development of the Martin Expo Town Center (now called "West Edge") – on the former Martin Cadillac site – one of the largest and most complex mixed-use development projects in West Los Angeles.

PRESIDENT

September, 2004 – August, 2008

John Laing Homes (Urban Division)

John Laing Homes was the second largest, and one of the most highly respected private mixed-use developers in the United States.

Successfully opened and ran the Laing Urban Division from start-up staffing, training and branding through project acquisition and development. With an annual internal operating budget of \$6,500,000, created a development team that acquired and managed the development of Laing's high density and infill residential and mixed-use projects in the greater Los Angeles area. The Laing Urban team designed Company-wide standards for urban land acquisition and mixed-use development that were approved and implemented throughout the Laing organization, including strategic planning, acquisition, due diligence, entitlement, design, finance, staffing, project management, construction, sales and marketing.

- **Responsible for all aspects of six residential and mixed-use projects with a total land value of \$107 million for the ground up development of 830 infill homes and 38,000 s.f. of retail. Total projected asset value on completion approximately \$700 million.**
- Personally handled all major municipal, public, and industry presentations, including presentations to numerous cities, media, neighborhood groups, conferences, and local charitable and community-based organizations.
- Directed the preparation and implementation of all Laing Urban Business Plans, including strategic planning, design, budgeting, staffing and financing for all projects. Personally handled all internal Board of Directors and Project Review Committee presentations.
- Created the Master Schedule, Process Flow Chart, Best Practices Manual, Operations Goals & Action Plans, Budget Management Systems and Roles and Responsibilities for the Company, development programs and projects.
- Supervised the selection, retention, management and coordination of diverse and complex in-house and project consultant teams. Personally approved all scopes of work.
- Personally managed the preparation and presentation of all Board of Director reports, as well as all internal corporate and external relationships relative to Laing Urban public/private partnerships, branding, strategic planning, land acquisition, project marketing and community relations.

**VICE PRESIDENT OF DEVELOPMENT
December, 2001 – September, 2004**

Archstone-Smith Operating Trust

- Personally managed the land and property acquisitions, forward planning, entitlement, value added and new development pre-construction activities for the Los Angeles/Ventura region.
- Cultivated and managed all municipal, media, neighborhood and project stakeholder relationships.
- Established Company acquisitions and development standards for new product development in the greater Los Angeles region. Assisted in the acquisition, design and entitlement of three projects totaling 982 apartment homes.

DEVELOPMENT DIRECTOR (1998-2001)

AvalonBay Communities, Inc.

**REAL ESTATE ATTORNEY, EXPERT WITNESS & CONSULTANT
1990 – 1998**

The Simmons Group, Inc.

MANAGING VICE PRESIDENT (1984-1990)

Watt Homes San Diego, Inc.

VICE PRESIDENT – OPERATIONS (1980-1984)

SBE Commercial Development

PROFESSIONAL SKILLS, ACTIVITIES, AND AFFILIATIONS

Excellent written, verbal communication, computer and interpersonal skills.

Accomplished and confident public speaker. Expertise in wide variety of public and industry presentations, project coordination meetings, industry panels and speeches, educational programs, corporate presentations, media events, and community forums.

Published articles in California Litigation (2016), California Bar Real Property Law Section Journal (2016), Expert Witness Advocacy (2015), Corporate Management (2008), Land Use 2006), CEQA Practice (1997), Fee Exactions (1997), CERCLA liability (1995), and Memory-Biased Testimony (1994).

Exceptional litigation and expert witness skills. Integrated skill-set combining aspects of real estate structure, development, and operations with legal acumen to form a powerful litigation tool for clients in evaluating and strategizing responses to litigation issues.

Member **State Bar of California.**

California Credentialed Multi-Subject Teacher.

Licensed California **Real Estate Broker.**

Selected as Development Industry representative to the City of Burbank **Blue Ribbon Committee on Affordable Housing**, as well as advisor and workshop participant in numerous public and industry workshops.

Selected as **Los Angeles City Planning Stakeholder Representative** for strategic planning of mixed-use and transit oriented development standards.

Completion of **Leadership at the Peak** top tier executive leadership development program through **Center for Creative Leadership** in Colorado Springs – including anonymous peer, subordinate and supervisor “360” reports and assessment. (***Reports and Assessment available on request***)

Completion of comprehensive educational curriculum for **Certified Commercial Investment Member (CCIM)** commercial investment, leasing and development program through National Association of Realtors.

Member **National Communication Association.**

Created the **BRICC (Building Readers in California Cities)** childhood literacy program.

Volunteer for numerous education-based and community support non-profit organizations.

References, Publications and Work Product Available on Request