

#9

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Tuesday, February 20, 2024 7:29:10 PM
Last Modified: Tuesday, February 20, 2024 7:41:17 PM
Time Spent: 00:12:07
IP Address: [REDACTED]

Page 1

Q1

Full Name:

paul lancaster

Q2

Indicate the name of the Committee you are interested in serving on:

Animal Services Committee ,
Active Transportation Committee,
Housing and Public Service Grants Committee ,
Mobile Home Park Advisory Committee

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

Housing and public service grants committee is my interest. With previous contracting experience I can apply here I think the technical aspects are well served. I live in councilman Chavez's district. As one of few homeowners on my block, Weelo Drive, I can provide valuable feedback from other residents who are often ignored in simple things like permit parking which is only accessible to owners. As a bilingual resident, I find that my neighbors are often ignored. Its not fair and I can help.

Q4

As a Committee member, what ideas or projects are of interest to you?

The bike lane, the master plan redevelopment of my district. Adjusting the city's master plan. Opening a street vendor location and offering case workers to navigate the permit process with the county and to allocate funds for doing so. It shouldn't be the fairgrounds. Fairview developmental is also interesting.

Q5**Respondent skipped this question**

Optional Resume:

#28

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Friday, March 15, 2024 6:49:36 PM
Last Modified: Friday, March 15, 2024 7:07:50 PM
Time Spent: 00:18:13
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Gregory Harold

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I am a Costa Mesa resident and small business owner 20 +years.

And a mobile home owner in Costa Mesa . I have supported ,volunteered and help build grassroots of the Costa Mesa mobile home coalition . I currently serve as vice president on the board . I care about affordable housing and families.

Q4

As a Committee member, what ideas or projects are of interest to you?

Open discussion with residents of family mobile home parks . Present and current affairs of daily living in parks. Feature concerns, questions.

Q5

Respondent skipped this question

Optional Resume:

#6

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Sunday, February 18, 2024 11:55:18 AM
Last Modified: Sunday, February 18, 2024 12:41:06 PM
Time Spent: 00:45:47
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Leslie E Chaney-Eames

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I returned to Orange County 12 years ago to retire from a 35-year career in education. My husband and I live in Playport Mobile Home Park where I have served as the secretary for our Mobile Home H.O.A. for the past 8 years. My husband and I are also very active members of the Costa Mesa Mobile Home Coalition through which I and other members of the coalition proposed and drafted the idea for the Costa Mesa Mobile Home Advisory Committee.

I have had extensive experience as an administrator and board membership. I have served many years as an administrator in various schools both in the for-profit and non-profit industries. I have worked at the state level in the Office of Education where I help publish the Professional Development Standards for early childhood professionals, launched and was the project manager for the state Child Care Apprenticeship Program and spearheaded a pilot program that tested a state quality improvement system for licensed child development centers around the state. I have sat on many boards and committees at the local, state, and national level including the National Association for the Education of Young Children. Recently, since moving into a mobile home park in Costa Mesa, I have served as a member of the Costa Mesa Mobile Home Advisory Committee for the past 4 years and have been active in programs that will enhance and/or improve the quality of life for residents of mobile home parks in Costa Mesa.

Q4

As a Committee member, what ideas or projects are of interest to you?

To bring awareness to residents of mobile home park the many resources and opportunity available to them and to improve their lives as mobile home residents by advocating on their behalf.

Leslie Chaney-Eames

Costa Mesa, CA 92627

Cell 702-416-4167

lcappleofhiseye@gmail.com

Professional Profile	Seeking a voluntary opportunity with organizations that will allow me to fully utilize my communication, organizational, and education skills: ❖ Collaborated with various internal and external parties (e.g. company and school personnel, parents, students, other schools, community organizations, etc.) for the purpose of conveying and/or gathering information required to ensure the efficient, effective operations of the school ❖ Maintained a variety of manual and electronic documents, files, and records (e.g. administrative and financial records, student files and cumulative folders; testing materials; worksite personnel records; school website; building schedules; maintenance requests, various forms; calendars; office procedures, etc.) for the purpose of providing up-to-date reference in compliance with federal, state, and county guidelines ❖ Processed a wide variety of manual and electronic documents and materials (e.g. various schedules and reports; correspondence, minutes, surveys, advertising, handbooks, notices, bulletins, calendars; time sheets, certified comp time, extra-curricular contracts; student-related files, records, and requests; work orders, etc.) for the purpose of updating information, documenting activities and/or providing written reference, and/or disseminating information to appropriate parties for action. ❖ Analyzed department budgets (e.g. petty cash, deposits, and disbursements, requisitions, supply orders, capital purchases, leases, insurance, funding sources, etc.) for the purpose of meeting school objectives within budget and maintaining accurate records in compliance with company recordkeeping practices. ❖ Supervised assigned personnel and volunteers (e.g. hiring, evaluating, terminating, scheduling/coordinating activities, training, advising, etc.) for the purpose of maximizing the efficiency of the workforce, meeting legal requirements and school objectives, and ensuring the provision of excellent customer service.
-----------------------------	---

Education	Masters of Education University of Nevada, Las Vegas, NV Certificate of Non-Profit Management University of Nevada, Las Vegas, NV Bachelor of Science Social Work University of Nevada, Las Vegas, NV Associates of Science Early Childhood Education Mt. San Jacinto College, Mt. San Jacinto, CA
------------------	--

Certifications	Certified reliable in ECERS, FCCERS, ITERS and CLASS Teacher & classroom Assessments California Child Development Program Director Permit
-----------------------	--

- | | |
|--|---|
| Volunteer work, Memberships & Professional Affiliations | <ul style="list-style-type: none"> • Member and recently appointed Chair of Costa Mesa Mobile Home Advisory Committee • Secretary of Costa Mesa Mobile Home Association • Secretary of Playport Mobile Home Park HOA • United Way loaned campaign chairman • Member, National Association for the Education of Young Children • Member, State of Early Childhood conference committee |
|--|---|

Career History

Retired from Professional work 9-24-2020

Teacher Assistant- Carden Hall Private School 2019-2021

- Tutor and assist children individually or in small groups
- Helped the children master assignments and to reinforce learning concepts presented by teachers.
- Enforce administration policies and rules governing students.

TeachStone Class Assessor – Dana International Head Start Programs 2016-2019

- Traveled domestically and internationally throughout school year conducting Class assessments in Head Start classrooms.
- Achieved and maintained reliability on all assessment tools used by the program. This requires a minimum of 80% on the Infant, Toddler, and Pre-K CLASS tools, as well as calibrations on each tool.
- Conducted training for providers and Head Start staff as needed.
- Maintained a score of 80% or above when performing inter-rater reliability checks on at least 2/3 of the assigned CLASS tools.
- Attended meetings, trainings, conferences, and Author reliability checks as required by Head Start.
- Evaluated and/or audited data protecting the integrity of clients, employees, and company information.
- Established systems to achieve, monitor, and maintain efficiencies, ensuring continuous flow of information to appropriate parties.
- Completed the required number of assessments per month, preparing and finalizing the required report within contract periods.
- Complied with quality standards in the completion of summary reports on each assessment completed.
- Completed assessments in such a manner that attends to quality, efficiency, cost-effectiveness, positive outcomes, and innovative methods of service delivery.
- Ensured all documentation is thorough, accurate and completed within prescribed periods.
- Demonstrated cultural and age-specific competencies in interactions with clients, coworkers, and customers.

- Worked collaboratively with other Head Start program staff to complete all CLASS Assessments in a timely, positive manner.
- Provides community resources to providers when appropriate.

Professional Education Consultant Services, Consultant 10/2014 - 2016

- Developed an impeccable reputation as a director, owner, trainer, and consultant that has established me as an expert in, programming, curriculum, environments, administration, finance, and management in education.
- Provided dynamic hands-on on-site training, coaching and consultation to educational teachers and administrators in education settings in over 50 research-based education topics.
- Certified reliable and have 10 years' experience in conducting Educational and classroom assessments certified reliable by TEACHSTONE on CLASS teacher assessment.
- Provided interactive, up to date, accurate information for, administrators, teachers, and support staff in the education industry.
- Provided consultations that are supported by current research and are designed to motivate educational staff, encourage the use of best practices, and promote pride and professionalism in the field of education.
- Assisted educational providers with startups or continuously improving the quality of existing educational programs including, public, private, faith-based, and non-profit education centers.

Director of Quality Assessments, Los Angeles Universal Preschool 3/2013–10/2014 Los Angeles CA

- Administration of Education Quality Assessment Department which includes supervision of up to 30 quality rating education assessors and 7-9 Quality Anchors (editor/proofreaders).
- Managed, education quality assessors who Conduct ECERS-R, FCCERS-R, ITES, and/or CLASS Educational assessments according to TEACHSTONE protocols.
- Ensures that the reports that accompany assessments are legible and have sufficient notes/documentation on score sheets to support the scores given
- Assures the Summary/Observation Report for each assessment is usable by quality coaches to improve overall quality of classrooms in over 300 educational centers.
- Participation in the Internal Strategic Design Team, to develop and implement 5-year strategic plan for company.
- Certified and trained to reliable by Thelma Harms in ECERS (Education Environmental Ratings Scale) and Certified and trained to reliable by TEACHSTONE on CLASS (Classroom Assessment Scoring System).

Private Christian school Administrator, Trinity U.M. Elementary & Preschool 2007-2012 Las Vegas NV

- Assumed responsibility for the daily operation of the elementary & preschool program.
- Developed and managed Afterschool, school break and summer camp programs.
- Acted as liaison between the preschool staff, and the preschool families.
- Knowledge of generally accepted accounting principles and standard financial statements.
- Knowledge of various lesson planning formats
- Provided instructional leadership
- Served on the preschool board of directors, attending monthly meetings, participated, and reported to the finance committee, future planning/enrollment committee and the staff relationship committee.

- Maintain records and prepare reports -Ability to plan, develop and implement educational and assessments experiences for children cared for in elementary and preschool program
- Expertise in adult learning techniques, facilitation skills, and technical assistance learning systems.
- Detail-oriented, flexible, and decisive with excellent customer service skills.
- Directs, supervised, and evaluated school personnel within areas of responsibility.
- Provided community outreach, by becoming involved in relevant organizations and educational programs relevant to school.
- Maintained policies and procedures for program operation in a prompt and efficient manner.
- Maintained policies and procedures for program operation including; supervising registration and enrollment, managed program data including school lists using ProCARE and Admin, software.
- Develops and implements a program intervention plan based on multidisciplinary developmental theory to address relevant IFSP, IPP, or IEP outcome/goals.
- Oversaw the fiscal management of a \$650,000 annual budget
- Directly responsible for all marketing and public relations.

Education Mentor/Apprenticeship Coordinator/ Trainer, State of Nevada office of Early Care & Education.2004-2007Las Vegas Nevada

- Supervised 26 master teacher/mentors and 52 apprentice teachers in 42 classrooms where the mentor/apprentice relationship was cultivated until successful completion of the program
- Presented at local and statewide education conferences and performed as an education trainer for the Office of Early Care & Education Development Program.
- Assisted Program Director in the supervision of teacher/mentors, preschool apprentice teachers in childcare centers where the mentor/apprentice relationship was cultivated until successful completion of the program
- Presented at local and statewide early childhood education conferences and performed as an early childhood education trainer for the Office of Early Care & Education Child Development Program.
- Taught undergraduate courses in early childhood education including professional development in early childhood education, preschool teaching essentials, and designing preschool classrooms using environmental classroom rating scales (ECERS) and infant & toddler environmental rating scales (ITERS)

Child Care Program Director Young Men's Christian Association (YMCA) 1995–2004 Riverside CA

- Directly responsible for the management of the Youth Development department Managed child care programs such as preschools, after school child care, Youth and Government, Leaders Club, Earth Service Corp., summer & weekend camps, children's theater, and Youth-Achievers.
- Managed, developed, and implemented the Work Force Development Initiative Act Youth Opportunity Grant which had over 150 participants between the ages of 12 -18 at four county locations.
- Implemented programs that taught leadership skills that included: Basic learning skills, life skills, work readiness skills, leadership, and occupational skills. Wrote and executed United Way Priority Venture Grant for Youth Development Program "U.P.L.I.F.T. "for special needs & youth.
- Directly responsible for the development and management of the "Challenges of Youth Grant"

#8

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Tuesday, February 20, 2024 12:36:00 PM
Last Modified: Tuesday, February 20, 2024 12:38:45 PM
Time Spent: 00:02:44
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Georgette M. Quinn

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I manage one of the mobile home parks in the city. Since I am in the middle of Owner and Residents I think it would be beneficial

Q4

As a Committee member, what ideas or projects are of interest to you?

Senior rights and services for us in mobile home parks.

Q5

Respondent skipped this question

Optional Resume:

#14

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Saturday, March 02, 2024 11:47:14 AM
Last Modified: Saturday, March 02, 2024 11:49:59 AM
Time Spent: 00:02:44
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Michael Dougher

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

No sense changing wats already working. I have served and will be of service.

Q4

As a Committee member, what ideas or projects are of interest to you?

Keeping our lifestyle safe and affordable.

Q5

Respondent skipped this question

Optional Resume:

#17

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Wednesday, March 06, 2024 11:49:30 AM
Last Modified: Wednesday, March 06, 2024 12:08:23 PM
Time Spent: 00:18:52
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Mary Lamas

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

As a life long resident of Costa Mesa and a new mobile home owner in Playport I would like the opportunity to make a positive impact for mobile home parks and their residents. My experience I bring to the table is being a home owner several times throughout my life and always wanting to give back to the community I live in which is why I started a Neighborhood Watch (at my previous residence prior to Playport) and am part of CERT team.

Q4

As a Committee member, what ideas or projects are of interest to you?

A couple of ideas that interest me most are park safety and creating events and educational materials to help get residents more involved.

Q5

Optional Resume:

Mary%20Lamas%20Executive%20Sales%20Leader%20Jan%202024.pdf (141.1KB)

Mary J. Lamas

Executive Sales Leader



949.300.3620



milamas@yahoo.com



Costa Mesa, CA



[linkedin.com/in/marylamas](https://www.linkedin.com/in/marylamas)

EXPERTISE

Enterprise Solution Sales
Enterprise Account Management
Business Model Innovations
Strategic Planning
Solution Selling
Design Thinking
Customer Relationship Management
Performance Management
Budgeting & Forecasting
Business Intelligence
Profitability Management
Cross Functional Team Leadership
Creative Problem Solving
Development & Retention
Process Improvement
Change Management
Go To Market Execution
Competitive Market Analysis
Training & Mentorship
Customer Service Excellence
Negotiations Management
Presentation and Delivery
Pipedrive, SaaS

EDUCATION

Bachelor of Arts, Liberal Studies,
Economics, Cum Laude: California
State University Long Beach

PROFESSIONAL SUMMARY

18+ years of experience in Enterprise Sales and Business Development with a proven track record of consistent revenue growth, cross-team collaboration and relationship management.

EXPERIENCE

Sales Executive, Western United States

Reynolds and Reynolds Co., IMN & Auto Data Direct Divisions (07/2013-present)

- **164%** of sales quota YTD up **228%** from previous year
- **300 Club Achiever 2022**
- Manage ADD's & IMN's enterprise accounts including Penske, Hendrick, and Valvoline (1100+ Corporate and Franchise stores) adding more than 170 stores.
- Closed Lucid Motors & Upgrade (over 1M+ customers/\$10B loaned) managing convoluted sales cycle with multiple stakeholders
- Superseded sales revenue goals by **110%** in 2020
- Executed unprecedented agreement totaling **\$500K** with Senegence
- Lead and coordinate multiple projects with internal and external key stakeholders

International Sales Manager, Western United States & Australia

Reynolds and Reynolds Co., IMN Division Direct Selling (06/2016-12/2017)

- Exceeded sales quota by **155%**
- Strategically developed several key accounts, continually presenting and training sales force leading to continual annual growth averaging **55%** every year
- Executed end-to-end sales process through engagement of appropriate internal resources including subject matter experts, implementation team, and executives
- Conducted quarterly strategic meetings with business owners and category managers, presenting new ways of growing business and adding new items

National OEM Account Executive

Reynolds and Reynolds Co. (12/2015-06/2016)

- Created a **\$2M** opportunity with Hyundai Western Region for services to be placed in **64** of their dealerships
- Developed vertically aligned and cohesive business partnerships with Kia Executives through team collaboration, which produced multiple revenue streams

Western Regional Sales Manager

Reynolds and Reynolds Co. (01/2015-12/2015)

- Generated incremental new business revenue through strategic positioning, quality client relationships and effective negotiation
- Exceeded annual quota by **187%** for FY2015 in new business
- Mentored and trained ongoing support for Western Regional Sales Team
- Coordinated and conducted monthly team meetings

Territory Sales Manager

Reynolds and Reynolds Co. (07/2013-01/2015)

- Created processes that improved retention and collaboration of teams, now used company-wide

#20

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Thursday, March 07, 2024 11:39:03 AM
Last Modified: Thursday, March 07, 2024 11:44:14 AM
Time Spent: 00:05:10
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Wyatt Lin

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I am writing to express my keen interest in serving on the Mobile Home Advisory Committee for the City of Costa Mesa, California. My interest in this committee stems from my deep commitment to the well-being and prosperity of the mobile home community in Costa Mesa, as well as my desire to leverage my extensive experience in the sector to benefit the city and its residents.

For over a decade, I have been intricately involved in the management and ownership of mobile home parks within Costa Mesa. This experience has afforded me a comprehensive understanding of the unique challenges and opportunities faced by mobile home residents and park operators. I have successfully navigated issues related to zoning, affordability, community relations, and infrastructure improvements, demonstrating a consistent ability to balance the needs of residents with the operational requirements of mobile home parks.

Throughout my tenure as a mobile home park owner and manager, I have prioritized the creation of safe, welcoming, and vibrant communities. My efforts have included implementing sustainable practices, enhancing community facilities, and fostering a sense of belonging among residents. These initiatives have not only improved the quality of life for residents but have also contributed to the broader community's cohesion and resilience.

My experience has also enabled me to develop strong relationships with city officials, residents, and other stakeholders. I am adept at facilitating constructive dialogue and building consensus among diverse groups, skills I believe would be invaluable to the Committee. I am particularly interested in contributing to discussions around policy development, regulatory compliance, and strategic planning to ensure that Costa Mesa remains a model city for mobile home living.

I am passionate about ensuring that mobile home parks in Costa Mesa continue to be affordable, safe, and desirable places to live. I believe my background equips me with a unique perspective and a wealth of knowledge that can help guide the Committee's work. By serving on this Committee, I aim to contribute to meaningful change that enhances the quality of life for mobile home residents and supports the sustainable development of these communities within Costa Mesa.

I am enthusiastic about the opportunity to contribute to the Mobile Home Advisory Committee and look forward to the possibility of working together to make Costa Mesa an even better place for its mobile home residents. Thank you for considering my application

Q4

As a Committee member, what ideas or projects are of interest to you?

As a prospective member of the Mobile Home Advisory Committee, I am deeply interested in developing and supporting initiatives that enhance the quality of life for residents of mobile home parks, ensure the sustainability of these communities, and foster inclusivity and resilience. Drawing from my experience in managing and owning mobile home parks in Costa Mesa, I have identified several key areas where I believe impactful projects can be initiated:

Affordability and Financial Assistance Programs: One of my primary interests lies in exploring and expanding affordability and financial assistance programs for mobile home residents. This could include developing subsidies or grants for low-income families, creating partnerships with local banks for favorable loan conditions, or establishing emergency funds to assist residents facing financial hardships.

Infrastructure Improvement and Sustainability Projects: I am keen on leading projects focused on infrastructure improvements within mobile home parks, such as upgrading utility systems, enhancing connectivity and accessibility, and incorporating green spaces and recreational facilities. Sustainability projects could also include solar panel installations and water conservation systems to reduce utility costs for residents and promote environmental stewardship.

Community Engagement and Empowerment Initiatives: Building strong, cohesive communities is essential. I am interested in creating programs that encourage community engagement, such as organizing town hall meetings, establishing resident advisory boards, and hosting community events. Empowerment initiatives could also involve providing residents with education and training opportunities on topics such as homeownership, financial literacy, and legal rights.

Policy Advocacy and Regulatory Reform: Given the regulatory challenges often faced by mobile home communities, I aim to advocate for policy changes that provide clearer protections for residents and park owners alike. This could involve working with local government officials to revise zoning laws, improve safety regulations, and streamline the permit process for renovations and upgrades.

Technology and Innovation for Mobile Home Living: I believe there is significant potential to leverage technology to improve the mobile home living experience. Projects could include developing a mobile app for community communication, implementing smart home technologies for energy efficiency, and exploring modular and prefabricated housing options to enhance affordability and design flexibility.

By focusing on these areas, I aim to contribute to the development of sustainable, vibrant, and inclusive mobile home communities in Costa Mesa. I am committed to leveraging my experience, along with input from residents and stakeholders, to identify and prioritize projects that will have the most meaningful and lasting impact.

Q5

Optional Resume:

Wyatt%20Lin%20Resume.pdf (37.1KB)

Wyatt Lin

📁 Employment History

Real Estate Consultant and Licensed California Real Estate Broker at Stormm Development Group, San Francisco

March 2008 — Present

- Advised clients on real estate investment opportunities, including property acquisition, leasing and management, and commercial loan financing.
- Conducted market research and analysis to identify value-added real estate opportunities.
- Negotiated and closed deals with property owners, landlords, and tenants.
- Led the development of multiple cannabis retail stores, overseeing site selection, design, and construction.
- Partnered with architects, engineers, and local SF government agencies to ensure compliance with zoning and building regulations. Facilitated effective communication between various stakeholders.
- Oversaw the full project lifecycle, from initial concept to final completion. Managed budgets and timelines, ensuring projects were delivered on schedule and within financial parameters.
- Built and maintained strong relationships with local communities, public agencies, and business partners. Skilled in navigating complex regulatory environments and public hearings.
- Financial Analysis: Conducted cost-benefit analyses for real estate investments and identified strategies to maximize ROI while minimizing operational expenses
- Conducted financial/fiscal analysis and prepared grant submissions for various SF social equity grant recipients.

First Vice-President of Commercial Real Estate at Sterling Bank & Trust, San Francisco

August 2006 — February 2008

- Underwrote and participated commercial real estate loans • Perform underwriting on commercial real estate and construction loans in Northern and Southern California.
- Maintained and reviewed a portfolio of commercial real estate loans for structural analysis and credit risk rating.
 - Developed relationships with a network of Bay Area banks to co-lend on TIC and commercial real estate properties.
 - Sold \$20MM of construction real estate loans to smaller banks whereby receiving a 0.25% servicing fee premium.

Vice-President of Commercial Real Estate at United Commercial Bank, San Francisco

January 2004 — July 2006

- Underwrote and participated commercial real estate loans • Underwrote over \$100MM real estate loans in Northern & Southern California
- Performed cash flow valuation analysis on real estate properties and middle-market companies for debt service coverage ratios and leverage scenarios (LTV) other key financial ratios (A/R).
 - Researched California real estate markets and other small manufacturing outsourcing export companies for critical success factors and key revenue growth drivers.

Details

San Francisco
(415) 690-6354
wyatt.lin@alumni.upenn.edu

Skills

- Construction
- Underwriting
- Site Selection
- Financial Statement Analysis
- Real Estate
- Leverage
- Timelines
- Discounted Cash Flow
- Communications
- Sourcing
- Financial Analysis
- Real Estate Investments
- Revenue Growth
- Due Diligence
- Investments
- Loans
- Structural Analysis
- Credit Risk
- Construction Loans
- Management
- Market Research
- Research
- Outsourcing

Vice-President of Real Estate Acquisitions at Vista Investments, San Diego

January 1997 — August 2001

- Responsible for sourcing and executing acquisitions of retail shopping centers and apartment buildings.
- Active in all aspects of investment process including evaluating investment opportunities, conducting due diligence, determining appropriate valuation and capital structure, and preparing internal investment memorandums.
- Acquired \$20MM portfolio of retail shopping centers from a REO division of United National Bank at 40% discount.
- Refinanced \$55MM in multi-family loans from 9.50% to 7.00%, resulting in annual interest savings of \$200K.

Financial Analyst (M&A and Real Estate) at Bankers Trust, Los Angeles

May 1993 — December 1996

Active Member in numerous transactions ranging from \$20MM to \$300MM for retail and industrial properties.

- Worked on leverage buyouts for financial sponsors considering potential acquisitions.

Performed extensive due diligence and financial statement analysis including development of leveraged DCF model analysis, leveraged ratio analysis, and interest coverage ratio analysis.

- Analyzed proposed transactions based on pro forma/ projection modeling, optimal capital structure analysis, comparable mezzanine debt transactions and strategic considerations.
- Conducted demographic research, identified key credit risks and strengths, and drafted internal screening memorandums and capital commitment memorandums for potential transactions.

Education

Master of Business Administration, University of Southern California, Marshall School of Business, Los Angeles, CA

Bachelor of Science, University of Pennsylvania, Wharton School of Business, Philadelphia, PA

#23

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Friday, March 08, 2024 11:36:22 AM
Last Modified: Friday, March 08, 2024 11:43:26 AM
Time Spent: 00:07:03
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Lucia Salinas Holt

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I am a senior living in a mobile home. I have years of working during the elections in Costa Mesa. I have been living in Costa Mesa over 20 years. I want to get involved in helping with problems & making Costa Mesa a better place.

Q4

As a Committee member, what ideas or projects are of interest to you?

I am interested in the Mobile Homes projects or finding solutions to problems.

Q5

Respondent skipped this question

Optional Resume:

#24

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Friday, March 08, 2024 1:04:27 PM
Last Modified: Friday, March 08, 2024 1:11:35 PM
Time Spent: 00:07:08
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Debra Lee

Q2

Indicate the name of the Committee you are interested in serving on:

Animal Services Committee ,
Mobile Home Park Advisory Committee

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I wish to help protect my interest and the interest of my neighbors in being treated fairly within our mobile home community.

Q4

As a Committee member, what ideas or projects are of interest to you?

Keeping the residence, safe and guarding the elderly against theft and fraud.

Q5

Respondent skipped this question

Optional Resume:

#11

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Saturday, February 24, 2024 3:03:20 PM
Last Modified: Saturday, February 24, 2024 3:11:39 PM
Time Spent: 00:08:19
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Laurie Beverage

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I have lived in a mobile home park in the past and would like to advocate on behalf of the residents. Based on my prior experience as a former resident and my experience assisting a seasoned real estate agent for the last 12 years I have gained some insight and would hope to bring a fresh perspective to the committee.

Q4

As a Committee member, what ideas or projects are of interest to you?

Advocating for the rights of the residents and helping to find solutions to the problems specially experienced by mobile home owners.

Q5

Respondent skipped this question

Optional Resume:

#16

COMPLETE

Collector: Web Link 1 (Web Link)
Started: Monday, March 04, 2024 5:23:16 PM
Last Modified: Monday, March 04, 2024 5:50:43 PM
Time Spent: 00:27:26
IP Address: [REDACTED]

Page 1

Q1

Full Name:

Vickie M. Talley

Q2

Mobile Home Park Advisory Committee

Indicate the name of the Committee you are interested in serving on:

Q3

Indicate why you wish to serve on this Committee. Provide any experience or qualifications you may possess that you think would be beneficial to this Committee. A resume (optional) may be attached.

I represent the Costa Mesa mobile home community owners and have served as Chair of the Committee and just elected to serve as the Vice Chair of the Committee.

I am respectfully requesting to be reappointed for another term of service on the committee. During my service on the committee I have had an opportunity to share my over 42 years of experience in working with the manufactured housing industry as the Executive Director of the Manufactured Housing Educational Trust. I have been able to bring valuable resources to the committee that have allowed the committee members to focus on improving communication and understanding of issues facing Costa Mesa mobile home parks.

Q4

As a Committee member, what ideas or projects are of interest to you?

As a committee member, I have participated in working with the committee and city staff to improve the City's Website so that it provides accurate and complete information on mobile home community living. As Chair and Vice Chair I supported and joined with my fellow committee members in dedicating time at each meeting to provide important education and information on programs such as rental assistance for park residents, the services provided by the California Department of Housing and Community Development, and on regulations that impact mobile home parks. and
