



Louis L. Roeder

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SUMMARY

A results-focused real estate professional offering over twenty-eight years of diversified real estate experience, with an emphasis in community planning and governmental approvals, with extensive knowledge of real estate law, acquisitions, feasibilities, planning, financial analysis, entitlements, the formulation and coordination of builder programs, homeowner associations and portfolio management. An innovative problem solver with a keen ability to analyze and identify complex issues which result in the implementation of timely and cost effective solutions.

PROFESSIONAL EXPERIENCE

REAL PROPERTY CONSULTANTS, ORLANDO, FL.

1983 - Present

SOLE PROPRIETOR

- ✓ Joint ventured the planning and approvals for two residential single family lot projects, one for 225 lots and the other for 107 lots.
- ✓ Formulated feasibility studies for several major landowners in Central Florida, including The Disney Company and the Deseret Ranches of Florida.
- ✓ Secured the planning and approvals for several East Tennessee investments, including a horizontal property regime (or planned unit development) for a 561 unit, single -family mountain community.
- ✓ Consulted in real estate and natural resource ventures that led to the creation of several limited partnerships for investment in natural gas and shallow oil wells in Texas and Oklahoma.
- ✓ Coordinated several conservation easements for distressed properties in FL, GA & TN.
- ✓ Most recently led successful appeals of property tax assessments in FL.

OLD FLORIDA PLANTATION, LTD., ORLANDO, FL.

1994 - 2004

MANAGING GENERAL PARTNER

- ✓ Successfully managed a \$7.5 million State approved reclamation program of old phosphate mined lands on a 3,535 acre parcel near Lakeland, Florida, obtaining Development Order approval for a Development of Regional Impact (DRI) for a 4,800 unit mixed use-golf course community, with over 400,000 sq.ft. of commercial, formulating a joint venture.
- ✓ Due to the need for a regional reservoir, I secured the sale of the undeveloped property to the SouthWest Florida Water Management District for \$30.5 million.

MAGUIRE ROAD CORPORATION, ORLANDO, FL.

1988 - 1993

PRESIDENT

- ✓ Implemented the zoning, planning, and engineering of a "work-out" on a 200-acre mixed-use project in southwest Orlando.
- ✓ Secured the approval and initiation of a 180,000 sq.ft. community shopping center and coordinating the site design and plan approval of 322 single family lots.

ARVIDA/DISNEY, FLORIDA

1986 - 1988

DIRECTOR, RESIDENTIAL, reporting directly to the President; responsible for implementation of future residential development programs at Walt Disney World, Florida.

- ✓ Formulated the initial legal strategy and economic feasibility for the proposed development of a 3,600 acre residential community at Walt Disney World (now known as Celebration) while preserving the integrity of the Disney controlled taxing district.
- ✓ Marketed Disney's image as a responsible developer by guiding the company's participation in a neighboring property owners consortium created for the purpose of extending a 3.5 mile road (International Drive).
- ✓ Negotiated the governmental disposition of the first residential apartment project at Walt Disney World.

ARVIDA/DISNEY, FLORIDA *continued*

GENERAL MANAGER, ORANGE TREE COUNTRY CLUB, ORLANDO, FL.

- ✓ Responsible for the sales, marketing, construction, and operations of an ongoing 500 unit single family golf course community and country club.
- ✓ Conceived, planned and executed the sale of the golf course to a private investor that resulted in a substantial return of capital investment while at the same time increasing the profit margins of existing sales by 35%.

PROJECT MANAGER, WESTON; FT. LAUDERDALE, FL.

- ✓ Managed the overall community development coordination as well as the initial stages of a 10,000 acres P.U.D.
- ✓ Formulated the rationale for several residential product types and developed various builder programs.
- ✓ Handled all aspects of site planning and operational coordination of the initial 2,000 homes of residential development (Country Isles and Windmill Ranch Estates).
- ✓ Conducted the feasibility that led to the initiation of the Weston-owned cable communication system, adding millions of dollars to Arvida's balance sheet.

OSPREY, INC., FT. COLLINS/DENVER, COLORADO

1983 - 1984

RESIDENTIAL PROJECT MANAGER, located in Ft. Collins, CO

- ✓ Managed the "work-outs" of several-ongoing residential projects, including a 106 unit townhome development, a 130 unit apartment syndication, as well as a 115,000 sq.ft. office/retail complex.
- ✓ Restructured the type of ownership offered from fee simple to 1/16th interval (fractional) time-shares for a 61 unit luxury resort condominium project in Steamboat Springs, Colorado; as well as formulating and initiating the marketing and sales program.

EDUCATION

J.D., University of Houston College of Law, Houston, Texas

M.B.A., University of Houston College of Business, Houston, Texas

B. ARCHITECTURE, Rice University, Houston, Texas (Dean's List)

B. A. in ART HISTORY, Rice University, Houston, Texas (Dean's List)

Golf Course Design, Harvard Graduate School of Design, Special Programs, Cambridge, Mass.

CFP Professional Education Program, College of Financial Planning, Denver, Colorado.

TITLES & HONORS

Licensed Attorney (Florida)

Licensed General Contractor (Florida & Tennessee)

Finalist, Brief Writing Competition, University of Houston Law School

Instructor, "Architecture for Non-Architects", Rice University

Certified Instructor & Second Degree Black Belt, Tae Kwon Do

COMMUNITY LEADERSHIP

Board Member, Orange County Development Advisory Board – 2006 to 2010

Chairman – School Impact Fee Advisory Group for Orange County Public Schools – 2006 & 2007

Board Member, Orange Tree Estate HOA & the Orange Tree Master HOA Boards – 1998 to 2006

Former Project Consultant & Member of the Board, Houston Jazz-Ballet Co.

PUBLICATIONS

FLOOD PLAIN CONTROL – Cypress Creek, Harris County, Texas, 1977

A PICTORIAL HISTORY OF THE FIRM AND PARTNERS OF SKIDMORE, OWINGS AND MERRILL (1936-1976)

HOW A HOME IS BUILT, provided by Real Property Consultants, 1991

PERSONAL

Married. Active Private Pilot. Enjoy snow skiing, golf, badminton, wine tasting & Tae Kwon Do.