

## PHILIP G. CRIFASI, JR.

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30 years of real estate development experience encompassing: land acquisition, entitlements, project development, construction specifications, floor plan design, finance , adaptive re-use and community planning, including: new construction, clustered development, and historic restoration. Projects include: commercial revitalization, retail, office, hotel and residential communities on both the East and West coasts of the U.S. and in Tianjian, China, a coastal trade zone near Beijing.

### REAL ESTATE DEVELOPMENTS UNDER MY OWN PORTFOLIO

Hospitality: Park Place Hotel, Kansas City, MO.: 2010. Purchased this 328 room/key hotel located in the suburbs of Kansas City. The hotel consists of 2 nine story towers adjacent to a 5 acre lake. Included are a 10,000 sq. ft. ballroom, restaurant, sports bar, gym, meeting rooms and an indoor/outdoor heated pool. The hotel is undergoing upgrades to the rooms and common facilities in order to increase the occupancy and income. The website is: [www.parkplacekc.com](http://www.parkplacekc.com).

Horse Stable-Estate; Shrewsbury, New Jersey: 2008-2009. The 14 acre estate contained a horse stable. I re-deigned its space to create a 3 bedroom, 2 bath, open-space residence with vaulted ceilings. Also, obtained the required approvals from the Shrewsbury Historic Commission. Project was brought in on-time and within budget.

11<sup>th</sup> and B Street, San Diego, California.; Currently seeking land and construction funding for a “fully entitled” mixed-use residential project located in downtown San Diego, Ca. Project is named Alta Pointe: to be built, 26 stories, 200 high quality residential units, underground parking and ground floor retail of 6,900 sq. ft. Project builder is Bovis Lend Lease; Insurances through the Willis Group, NYC ; project architect is The LaBarre Group of San Diego, Ca.

1999-2001+ Proposed up to \$60 million dollar historic restoration of Fort Hancock located in Sandy Hook, New Jersey. Sandy Hook is a Federal nature preserve at the entry to New York Harbor with 14 miles of white sand beach, a U.S. Coast Guard station, a marine research center and historic Fort Hancock. Proposal called for: a 150 room summer resort and winter retreat within the existing buildings. Named “The Sandy Hook Inn and Conference Center”, the concept includes a year-round glass enclosed pool, 2 small restaurants, a spa and gym, a 100 slip marina, a landing pier to service ferries from Manhattan, a regional arts guild, an interactive museum, a theater for live and film productions, a nature Wildlife Observatory and an expanded Rutgers University/Brookdale Community College Marine Sciences program. .

1990- 1994. Developer of Stonington, Arnold, Maryland. Developed an environmentally-sensitive, 68 acre wooded, waterfront site on the Magothy River near Annapolis, Maryland into 68 clustered, single family homes. By clustering the homes, over 50% of the site remained in its natural setting. This concept was well-received by the County and the community, which typically operates in a “no growth “setting.

1985- 1990. Developer of Wroxeter On Severn, Arnold, Maryland. Developed and re-configured an enclave of 7 waterfront estates on the Severn River near Annapolis, Maryland. The site contained the 19,000 sq. ft. mansion of the Ball family, an industrialist in Baltimore,

Maryland. The French Normandy styled building, built in 1907, contained 10 bedrooms, 8 fireplaces, 7 bathrooms, marble baseboards, a 32 foot tall entry foyer with massive steam, curved dark oak ceiling beams, 2 marble lions, 15 foot tall polished granite columns, leaded glass windows, and terra cotta and oak floors. New homes adjacent to the mansion were required to incorporate some of the exterior features of the mansion into their designs.

1982-1984. Developer of The Hamptons, Wilmington, Delaware.

Developed a 36 unit townhome community in the northern suburbs of Wilmington, Delaware. The colonial styled town homes featured: 2 car garages in tandem, 2 master bedrooms, a loft bedroom or office/library, vaulted living room and entry foyer ceilings, 2 skylights, French doors with a private rear deck, oak parquet floors, a wine storage closet, a hidden closet for valuables, and full exterior maintenance included in the homeowners fee.

1979-1981. Developer of The Baynard House, Wilmington, Delaware.

Purchased for \$10,000 and adapted a vacant, public school building, PS #30, into 16 unique condominiums. This was the first such conversion of a public school into condominiums in the U.S. The 1907 gothic, 4 story building featured 3 foot thick granite walls, brownstone exterior, 8 foot tall windows, 6 inch thick layered oak floors, plaster walls, 13 foot tall ornate tin ceilings, cast iron interior support columns and a 100 year life Vermont Slate tile turret. The renovation met all of the Secretary's standards for Historic Preservation and the building was approved for placement on the National Register of Historic Buildings and Sites. Building is now a landmark in the community.

EMPLOYMENT SEPARATE FROM MY OWN PROJECTS

1995-1998. Peoples Republic Of China (PRC). Development Advisor to the MGM Companies.

Based in Seattle, Washington, the MGM Companies, owned by Mohamad G. Malekpour, an Iranian-American, secured the development rights to build a high-tech industrial city, named China Gateway, within a designated trade zone named, The Tianjian Economic Development Area (TEDA) in Tianjian, China. A foreign company operating within TEDA is not required to have a joint venture Chinese partner, a major attraction of TEDA.

Responsible to Mr. Malekpour, the President and owner of the MGM companies for real estate development and financial advice in the development of the "China Gateway Project". China Gateway is a 1,600 acre, mixed-use, planned city. Project will feature over 3,000 western style housing units; mid and high-rise office buildings and over 400 sites for foreign manufacturers to operate.

CALIFORNIA EXPERIENCE; 4 ½ YEARS

1973- 1976. Property Rehabilitation and Management. Consolidated Capital/Johnstown Properties, an Equity REIT located in Oakland, California. Consolidated Capital was an Equity REIT and Johnstown Properties were their in-house property management firm. As part of a 3 person team, I repositioned and rehabilitated regional and community-sized shopping centers. (8+ million sq. ft.), modernized large 500+ unit apartment complexes and a mid-rise office building in L.A., Ca.; updated and personally managed a 250 room motel in Foster City, Ca. in order to increase its occupancy and visibility from Route 101, a major 8 lane freeway to San Francisco, Ca. Additional responsibilities involved tracking 400 retail leases (rents, CAM, overages) for billings and negotiated leases, as necessary, throughout the Western U.S.

1977. Planning Consultant. City of Oceanside, Ca. Redevelopment Agency. As a Planner, worked with the Redevelopment Agency to create rehabilitation guidelines and regulations to encourage investment in the Redevelopment area.

EAST COAST EXPERIENCE:

1972-1973. Financial Packager, Community Housing Inc., Wilmington, Delaware. Assembled financial packages for over 100 houses slated for rehabilitation in Wilmington, De. Programs included FHA 235 for

houses and FHA 236 for apartments. Also, participated in the bid process, created rehab spec's, performed inspections.

#### WASHINGTON, D.C. EXPERIENCE

1978-1979 Urban Planner 1. Metropolitan Washington Council of Governments (COG). As a regional planner, developed and coordinated the "Housing Rehab Task Force" composed of 16 local governments, the White House and HUD, for the purpose of addressing the housing needs of the greater Washington region. Also developed a C.E.U. course on Housing Rehabilitation through the U.S. Department of Agriculture.

#### CARIBBEAN EXPERIENCE:

1971-1972: After graduation from the University of Delaware, lived and worked at an upscale hotel on Water Island named; The Water Island Colony Club. Water Island is located in the harbor of Charlotte Amalie, St. Thomas, U.S. Virgin Islands. Assisted in the management of the hotel and supervised the construction of the villas next to the hotel, which were part of the master development. The hotel was destroyed by Hurricane Hugo in the 1980's.

#### Maritime Experience:

1995 to present: Real Estate development consultant to the Kalakala Foundation, Seattle, Washington. The Kalakala ferry boat is an art-deco styled former State of Washington ferry, now out of service. I developed the U.S. Coast Guard plan for its removal from the City of Kodiak, Alaska back to Washington State where it now resides. The Kalakala is listed on the National Historic Register and plans for its restoration are on-going and dependent on financing.

#### EDUCATION

**B.A. , Sociology, University of Delaware, Newark, Delaware, Class of 1971**  
**C.E.U.: Housing Rehabilitation Certification Program; Washington D.C., 1977**  
**Archmere Academy College Preparatory School. Claymont, Delaware, Class of 1967**  
**California Real Estate License, 1974**  
**Member of the Urban Land Institute**

Check Lexus/Nexus for projects and Google for articles.

#### PERSONAL INFORMATION:

"Army Brat", lived in Europe, 2 children