

O. Randolph Hall, Jr.

Resume

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Executive Profile

I am an accomplished executive with extensive experience and strong leadership skills. I am loyal, innovative and self directed. My personal desire is to mentor and teach. I have a strong desire to help young people reach new heights. As I think about my career it has been one of teaching and mentoring, hiring the best people that I could find, and training and encouraging them to grow and teach others.

Skill Highlights

- Excellent leadership and communication skills.
- Managed debt and equity investments, industry leadership.
- Proven ability to plan, organize, and manage large real estate development projects.
- Strong track record of execution against strategic objectives.
- Experienced at incremental changes for profit improvement.
- Long record of successful interrelations with political leaders.
- Experienced volunteer as an industry leader.
- Understand how to develop new product lines that succeed immediately.
- Experienced Project Manager on large and very large real estate developments.
- Understand casualty insurance and reinsurance. Owned a Casualty Insurance company for 8 years.
- Managed a significant number and amounts of Asian investments, More than 15 total trips to several Asia countries

Core Accomplishments Business Development:

- ● Built or developed approximately 10,000 homes and lots.
- ● Builder of the Year - Riverside County 1987.
- ● President and Life Director of Building Industry Association - Riverside County.
- ● President of Building Industry Association of Southern California.
- ● Director of the National Association of Home Builders.
- ● Established and managed investor and lender relationships for multi-state home building businesses on a daily basis for over 30 years.
- ● Managed a team that developed leading edge software for acquisition analysis.
- ● Organized a 500 person staff, raised \$1,850,000, and fought, as leader of a PAC, and defeated a ballot proposition for No Growth in Riverside County.

Professional Experiences

01/2014 to - Present

Point Loma Nazarene University - Point Loma, California

Adjunct Instructor, teaching Real Estate Principles and Practices which was taught at both the Graduate School, and Undergraduate levels, and Introduction to Business to entry levels.

Average class size 29. One or sometimes two Classes per semester.

01/1977 – Present

Concordia Homes – Solana Beach, California

Chairman of the Board, Founder

The lead company of dozens of affiliated companies and sister companies. Concordia is a homebuilding company which had 50 to 170 employees who were building and selling \$50,000,000 to \$200,000,000 of new home sales per year, in most years, on a combined entity basis during its 40 year history. Concordia entities in various years were Nationally ranked: #1 in Sales Satisfaction, and #1 in Buyer Satisfaction. Regionally #3 in Buyer Satisfaction, with other achievements as well.

Constructed a 440 lot subdivision in Rubedoux, California. The site had a 4 ft. water table which had to be lowered to 11 ft. Pioneered one of the first and major uses of geo-tech structural underground webbing. Constructed three lakes that formed a passage purification system that fed into a park that offered fishing and recreational opportunities. Planted 1,200 trees, all as a part of the dewatering and development of the site.

Corona Land Development - Purchased Orange Groves starting at \$8,000 per acre. Obtained entitlements, designed lots and sold property to Downey Savings and Loan with six lots per acre at \$35,000 per lot. Sold Downey Savings a total of 3,000 lots.

Presidential Series – Riverside, California – Acquired land, entitled 400 lots and built and developed the Presidential Series. Sold 64 homes on the opening weekend after two weeks of campers on site.

- Served as Chairman and CEO of Concordia Homes Nevada, and Concordia Homes Arizona. Built 3,000 plus, homes and lots. in Nevada and Arizona.

Detailed list of all projects available per request.

06/1974 – Present **HB Enterprises** – Solana Beach, California
Project Management Consulting

Concordia College – Irvine, California

Entitled, assisted in design, hired the contractor, oversaw the construction of all streets and sewer lines, relocated major water lines, built underground utilities and built the first building as Construction Manager. Discovered and protected an Indian campground. Discovered previously unmapped earthquake faults and mitigated same. Managed a very tight budget.

Westbrough Professional Center - South San Francisco, California

Built a 50,000 square ft. medical and dental facility with major underground parking. Designed, syndicated, hired contractors, supervised construction and fully leased the entire building.

12/1970 – Present

Farrar, Herrick and Associates – Lake Elsinore, California
Executive Vice President, Director and Manager

Hired initially as a Director of Acquisitions in 1970 and had full responsibility of all new business. In the first six months of this position, I brought in two acute care hospital construction jobs:

Westlake Community Hospital - a 110 bed hospital with emergency rooms and surgical suites. This was a construction job at cost plus 10% for Safe-care, a subsidiary of Safeco Insurance. I organized the financing, directed the entitlement process, found and delivered the group of physicians, and built the facility. The financing was purchase, leaseback with a 10 year option to purchase.

Parkview Community Hospital - The project was a major and complete renovation on the existing 100 bed facility plus the addition of a four story tower and all new surgical suites. This was a cost plus job with an 8% fee. We worked for an existing group of physicians, talked them into converting to a non-profit and then obtaining municipal bond financing.

06/1970 – 12/1970 **Shaver Ranch** – Shaver Lake, California

This is a 2,000 acre ranch which was my responsibility when I was at Lincoln Savings and Loan, which I took with me when I resigned. I Developed and sold partially improved recreational land.

06/1965 – 06/1970

Lincoln Bank – Sherman Oaks, California
Board Member, Executive Committee Member, Loan Committee Member

Served on Board with 15 members, most members were local, successful business leaders. Handled underwriting of commercial collateral, sat on the committee that approved all commercial loans.

06/1960 – 06/1970

Vice President

Lincoln Savings and Loan – Los Angeles, California

Lincoln Savings and Loan.

Served on Board of Directors of Lincoln Title Insurance Company along with 15 other entities related to

Managed the casualty insurance agency affiliated with Lincoln Savings and Loan.
Served as Chairman of Junior Board known as the Profit Committee.
Worked on mergers and acquisitions.
Worked as informal assistant to the President who was an early mentor.
Instrumental in founding Coast Construction to build out projects that were in Real Estate Owned (REO).
Formed, staffed, managed and ultimately sold a small cap life insurance company.

Education

University of Southern California, Los Angeles, California, graduated 1964

MBA in Finance
Maintained a 3.4 GPA while working full time.

University of Southern California, Los Angeles, California, graduated 1962

B.S in Marketing and Advertising
Fraternity: Delta Tau Delta, Rush Chairman 2X
Varsity Crew: Starboard Stroke (7 position)
Life Member of the General Alumni Association

- **Alumnae**
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- Scholarship Club Member for 12 years personally giving an athletic scholarship each year to a varsity athlete.
Life Member of the General Alumni Association USC

Personal Skills

Computer Literate: iOS, MS Word, Excel, Canvas, MS Project, Outlook and additional software programs.
Skilled Public Speaker: Spoken before 2,000 individuals along with numerous smaller groups on a weekly basis. Member of a speakers bureau, acting as a public spokesman for the Building Industry concerning home building.