
O. Randolph Hall, Jr.
Curriculum Vitae
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Executive Profile

I am an accomplished executive with great experience and strong leadership skills. I am loyal, innovative and self directed. My personal desire is to mentor and teach in a Christian setting. 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, usually Christian, and training and encouraging them to grow and teach others.

Education

University of Southern California, Los Angeles, California, 1964

- Finance
- MBA
- Scholarship Club Member for 12 years giving an athletic scholarship each year to a varsity athlete.
- Maintained a 3.45 GPA

University of Southern California, Los Angeles, California, 1962

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

Skill Highlights

- Over 40 years of financial management responsibility as CEO.
- Excellent leadership and communication skills.
- Background in management, real estate, finance and operations management, zoning, land development, politics, large debt and equity investments, and industry leadership.
- Proven ability to plan, organize, and manage 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 industry leader.
- Understands how to develop new product lines that succeed immediately.
- Experienced Project Manager on large and very large real estate developments.
- Understands casualty insurance and reinsurance.

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.
- Over a nine month period, organized a 500 person staff, raised \$1,850,000 in 1986, and fought a ballot proposition for No Growth in Riverside County, Early Polls 60% / 40% for No Growth, Election Results 40% / 60% for Reasonable Growth.
- Represented the Building Industry Association in the release of large blocks of land that was in a moratorium over the endangered K-Rat. This resulted in the formation of the second ever Multi-Species Habitat Conservation Plan. The total budget ended up with about \$200,000,000 being spent on land with \$130,000,000 coming from the Building Industry Association in the form of fees.
- Fathered six children, three boys and three girls, four of which are successful adults and most of them are Christians. Eight Grandchildren. Two young daughters remain in the home.

Professional Experiences

06/1960 – 06/1970

Lincoln Savings and Loan – Los Angeles, California
Vice President

- Served on Board of Lincoln Title Insurance Company along with fifteen other entities related to Lincoln Savings and Loan.
- 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 REO.
- Formed, staffed, managed and ultimately sold a small cap life insurance company.

06/1965 – 06/1970

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

- Served on formal bank board meetings with 15 members. Most members were local, successful business leaders.
- Handled underwriting of commercial collateral.

06/1970 – 12/1970

Shaver Ranch – Shaver Lake, California

This was a 2,000 acre ranch which was my responsibility when I was at Lincoln Savings and Loan. Finalized the development of Shaver Ranch and sold partially improved recreational land.

Farrar, Herrick and Associates – Riverside, California
Vice President, Director and Manager

Hired initially as a Director of Acquisitions 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 Safecare. 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 to the builder. We worked for an existing group of physicians, talked them into converting to a non-profit and then we assisted them in obtaining municipal bond financing.

Additional projects under my management:

- Colton Convalescent Hospital – a 110 bed convalescent facility. A guaranteed cost, turn-key contract that included all F, F & E.
- Yacaipa Convalescent Hospital – a 110 bed convalescent facility. This was a cost plus contract with a 10% fee vs. a guaranteed maximum price.
- Newhall Community Hospital – a partial construction of 110 bed acute care facility. This was a construction job that was terminated due to a partner dispute between the owners.
- Westminster Convalescent Hospital – a 110 bed convalescent facility. This was syndicated to our investors and leased to an operator. In 1972, an investment in a 10% share cost \$25,000 which was fully funded at that time by a five year installment loan that we arranged for the investors, and was fully paid for by annual tax savings and cash flow at the time of investment, and that 10% now yields \$42,000 per year today. Farrar, Herrick & Associates still manages this property currently and owns 30% of the shares.
- Novato Convalescent Hospital – a 160 bed convalescent facility. This was syndicated to our investors and leased to an operator. The property sold about ten years ago and the seller take back financing was paid off in 2009.
- Banbury Locked Mental Facility – a 110 bed facility. Designed, syndicated, built, financed and sold by Farrar, Herrick & Associates.
- Phoenix Convalescent Hospital, a 110 bed convalescent facility. Designed, entitled, syndicated, built and leased by Farrar, Herrick & Associates. Sold about ten years ago.
- Riverside Dental Center – an ultra high technology office building built for the Riverside Dental Group. Built in 1972, this building is still high patient flow in its layout. This was designed, zoned, financed, constructed and delivered turn-key to the dental group.
- Parkview Medical Office Building – Riverside, California
- Medical offices in Mesa, Arizona

Acquisitions made under my tenure at Farrar, Herrick and Associates:

- Tustin Sandman Motel – 50 unit motel.
- Sambo's Restaurant – 140 max occupancy
- Katella and State College Sandman Motel – a 75 unit motel

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- Harbor and Vermont Sandman Hotel – a 75 unit motel
- Katella and Magnolia Shopping Center – a part of Safeway Center in Garden Grove, CA.
- Two Social Security Offices – San Francisco, CA
- Five Child Care Centers – Tucson, AZ

Investors and Lenders:

- Managed over 500 investors, mainly physicians and dentists, but other high income individuals as well.
- Built key relationship with Safecare Investment Company, a subsidiary of Safeco Insurance Company who did purchase/build-to-suit/leaseback financing with a ten year option to purchase for hospitals. For a time that was the only funding in the US for proprietary hospitals and convalescent hospitals.
- Internal syndication raised equity for all our acquisitions.

Ownership:

- Acquired management control in 1974, still currently employed by Farrar, Herrick & Associates as Vice President/CEO.

06/1974 – Present

HB Enterprises – Riverside, 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.
- Discovered and protected an Indian campground. Discovered previously unmapped earthquake faults. Managed a very tight budget.

Westborough Professional Center – 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.

01/1977 – Present

Concordia Homes – Carlsbad, California
Chairman of the Board

- 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 homes per year, in most years, on a combined entity basis during its 34 year history. Concordia entities in various years ranked: #1 in Sales Satisfaction, #1 in Buyer Satisfaction Regionally, #3 in Buyer Satisfaction Nationally, with other achievements as well. Most of these successes were due to the contributions of an incredible staff.
- Constructed a 440 lot subdivision in Rubidoux, California. The site had a 4 ft. water cable 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.

- 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.

Detailed list of all projects available per request.

Personal Skills

Computer Literate:

MS Word, Excel, MS Project, Outlook and additional software programs.

Skilled Public Speaker:

Spoken before 2,000 individuals along with numerous smaller groups.

