

John C. Kincaid

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PROFESSIONAL EXPERIENCE

Whisenhunt Investment Group (May, 2011 – to present)

Little Rock, Arkansas

Chief Operating Officer

- Comprehensive responsibility for overseeing all commercial real estate activities in Little Rock, AR (140+/- acres) and Rogers, AR (355+/- acres) including, marketing, leasing, sales, insurance, property taxes, development, property management and property maintenance.
- Executed primary objective to develop properties to their highest and best use, generating a secure, long-term reoccurring income stream for the family trusts
- Responsible for pre-acquisition due-diligence of Rogers, AR REO portfolio totaling 375 acres and collaborated on closing - \$19MM in 45 days. Subsequently, marketed and sold all residential zoned land (20 acres)
- Successfully negotiated leases and development with Chuy's Mexican Food and Mellow Mushroom Pizza Bakers, both being their first central Arkansas locations.
- Orchestrated four development projects in Little Rock that included the aforementioned with property management in place - total cost of \$3.75MM with annual NOI of \$500K +/-
- Marketed, pre-leased and commenced development on a 22,000 SF shopping center in Rogers, AR - total cost of \$2.9MM with annual stabilized NOI of \$490K +/-
- Effectively and timely collaborated internally with family office personnel that included the trustee, investment advisor, in-house legal counsel, paralegal and accounting.
- Responsible for hiring key senior management personnel – Senior Vice President, Whisinvest Realty, Rogers, AR and Director of Property Management.

Kincaid Development Partners (January, 2008 – April, 2011)

Little Rock, Arkansas

Owner

- Opened a commercial real estate development firm with emphasis in healthcare facilities.
- Despite the economic recession and healthcare reform, loyal medical clients continued to utilize third party development and brokerage services, allowing the company to remain profitable
- Commenced and completed six development projects totaling \$17.5MM, all of which were third party agreement with fees based on total project cost.
- Responsible for issuing, negotiating and closing a comprehensive financing package for Arkansas Urology facilities totaling \$12.5MM

The Hathaway Group (May, 1996 – January, 2008)

Little Rock, Arkansas

Senior Vice President – Partner

- Responsible for orchestrating and managing all development and property management operations
- In addition to building partner equity, the owned and third party development business grew property management revenue approximately 45% over an eight year period.
- Total project cost of the eleven completed projects completed was \$55.5MM with 1.1MM square feet under management
- During this era, as a minority partner and local representative, competed, awarded and completed a 101,000 SF office complex for the GSA (FBI) at a cost of \$13.5MM
- Including the aforementioned, all development totaled \$65MM and included retail, general office, office showroom and medical office in Little Rock, AR and Tulsa, OK.

Cypress Properties, Inc. (November, 1993 – April, 1996)

Little Rock, Arkansas

Vice President and Director of Real Estate

- Responsible for forming and running company's initial marketing, leasing, development and property management processes. Responsible for hiring staff for managing the apartment complex and adjoining office property
- Coordination of all aspects of the McCain Park Apartments \$5MM exterior and site renovation as owner's in-house general contractor
- Created and orchestrated the \$5MM redevelopment of North Park Mall, a 100K square foot neighborhood shopping center: (a) removed common mall area which added 20K SF of net leasable area; (b) new brick façade with architectural features; (c) uniform storefront signage; parking redesign that included head-in parking, and (d) re-tenanted the project including a long-term with the USPS
- Lead development of two major office projects in Little Rock: (a) Cypress Plaza, 72,000 SF with Merrill Lynch, Smith Barney and Regions Bank as pre-committed anchor tenants and (b) a 25,000 build-to-suit for Health Advantage.

Emergency Networks, Inc. (May, 1991 – October, 1993)

Dallas, Texas

Real Estate Director & Facilities Manager

- Coordinated the opening of twenty new branch offices throughout the country
- To expedite openings, created tenant finish out specification, including alternative conceptual designs for pricing purposes.
- Instrumental in creating a facility management data base for managing all lease data, reoccurring payables and facility management components

Hopkins-Shafer Company, Inc. (June, 1985 – June, 1991)

Dallas, Texas

Director of Construction & Property Management, Development Project Manager

- Reported to Director of Development - coordinated of all aspects new shopping center development including design, construction, lender reporting, draw requests, tenant finish out etc.
- Primarily responsible for the all aspects of construction, including new and second generation tenant finish along with individualized storefronts design and construction at the Village at Bachman Lake, a 227,000 SF multi-building shopping center in Dallas, TX.
- Promoted 1990 to oversee all construction and property management and related staffing requirements for approximately 1MM square feet.

EDUCATION

University of Arkansas, Fayetteville, AR

Bachelor of Science, Business Administration, 1977, Finance & Banking

MEMBERSHIPS, ACTIVITIES & AWARDS

- Arkansas Real Estate Broker License #AB00045535
- Texas Real Estate Sales License #0338124 (allowed to expire in 1993)
- Federal Bureau of Investigation top civilian security clearance in 1999
- BOMA - Greater Little Rock: President, 2002; Chairman, Southwest Regional Convention, 2007
- BOMA- Greater Little Rock: Principal Member of the Year Award, 2008
- 20th Century Club: 2011 Hope Award recipient
- City of Little Rock - 12th Street Revitalization Committee Member
- University of Arkansas, Walton College of Business Advisory Board Member
- City of Little Rock – Complete Streets Committee Member
- Charter member - Midtown Redevelopment District No. 1 Advisory Board
- Trinity Episcopal Cathedral – Finance Committee

References gladly provided upon request