

JACK REYNOLD ('REYN') HENDRICKSON, JR.

5757 PONTIAC TRAIL ANN ARBOR, MICHIGAN 48105

cell: 734-276-3572 home: (734)-761-5068 fax: 734-213-2477 rhendrickson@swishercommercial.com

- SUMMARY**
- Attorney, developer & associate broker, active in 'Sustainable Business' world.
 - 25 yrs experience in •design •development •leasing •acquisition •management & sales of mixed use real estate—institutional, industrial, office, retail, residential
 - Founder and CEO of INC 500 solar heating company, largest in Midwest,
 - Author of Michigan renewable energy income tax credit, approved unanimously 1983 and renewed unanimously 1988 in both Michigan House and Senate

REAL ESTATE HOLDINGS & CURRENT ACTIVITY

- *Member of LLC owning 271,000sqft shopping center, Chesterfield MI
- *22.5 acre residential development underway, Northfield/Ann Arbor, MI
- *100 acre residential development underway, Northfield/Ann Arbor, MI
- * Developer/owner of award-winning 125,000sq ft office complex, Ann Arbor, MI
- *13 acre/134,000 sqft office/research complex PUD, Scio Twp, MI
- * 5acre/80,000 sqft office project just approved, Scio Twp, MI
- * 3acre/50,000 sqft mixed use project in early stage, Scio/Ann Arbor, MI
- * 20 room full-service resort, Lake Rapel, Chile

Associate Broker, Swisher Commercial Realty, Ann Arbor, MI 9/05 to present

LLC Manager: ForestCove I&I, ArborNorth, LibWag, ArborWest, Bothen

PRIOR EXPERIENCE

Vice-President, Edgemere Enterprises, Inc Bloomfield Hills, MI 9/93-9/05

Multiple Roles: \$214 million sales - 80 locations under mgmt

- Redeveloped extensive downtown lumber yard portfolio to urban infill mixed uses.
\$150 million site-plan approved and/or built, several 'new urban' projects
- Developed award-winning office/research projects
- Took DIY Home Warehouse public-- on team as its Real Estate Director
- Managed all phases of new store, power center, office, mixed use construction:
1.8 million sq ft; prox \$110 million construction budget
- DIY exceeds IPO projections, ranked #5 in Forbes Top 200 Best Small
Businesses of 1993, 5 year avg annual return on equity exceeds 84%
- Design & direct all customer & market research programs
- Manage 6million sqft corporate real estate, incl property tax appeals,
lease negotiations, land buys, surplus property sales

Director Erb Lumber Company n/k/a Edgemere Birmingham, MI 2/89 - 9/93

Corporate \$367 million sales - 60 locations

Planning

- Select and negotiate operating company acquisitions
- Manage all phases of new store construction: 400,000 sq ft
- Design & direct all customer & market research programs
- Develop full array of customer financing alternatives
- Manage corporate real estate, including environmental, ADA regs, energy
- Formulate and update strategic business plan, performance monitoring

Assistant to the Chairman **Erb Lumber Company n/k/a Edgemere Birmingham, MI 4/86 - 2/89**

- Start & manage fast-payback utility cost-control program yielding ongoing savings exceeding \$750,000/year
- Market research & analysis of all acquisitions
- Cost-control liaison to 10,000 apartment unit management affiliate and five other related ventures
- Chairman of Management Committee

President and CEO **StarPak Energy Systems Corp Novi, MI 5/77 - 3/86**
\$6 million/yr *INC.500 Manufacturer and Distributor*

- Founded and capitalized the firm
- Presented complex topics to large technical and lay audiences in all print media, live radio, live TV, and in person
- Supervised strategic planning process
- Managed and motivated 75 employees and 25 dealers
- Directed new product development on short deadlines in fast-changing energy technology sector, winning, 1982 Michigan Product of Year
- Wrote Michigan's Energy Tax Credit Law—passed unanimously in both Houses of Michigan Legislature

Legal Intern **National Science Foundation Washington, DC Summer 1975**

- As law student intern, reviewed grant applications in 'Energy and the Law' Program

Market Analyst **Howard L. Green & Assoc Troy, MI Summers 1973-1974**

- Analyzed site selection, demographic and economic data as student intern

EDUCATION **Juris Doctor University of Michigan Law School 1977**

- Concentrations: Corporate, Real Estate, Patent, Energy and Environmental Law
- LSAT: 762 Member, Michigan Bar since 1978.
- Environmental Law Society

Graduate, High Honors University of Michigan 1974

- GPA: 3.62 Major: Economic Geography; Minor: Economics

AFFILIATION Member, Washtenaw County Farmland Preservation Advisory Committee 2006
Member, Michigan Bar Association. 1978-present
Member, International Council Shopping Centers 1994-1999
Member, Association of Energy Engineers 1989-1996
Board Member, Alternate Energy Industry Assoc 1983-84
Board Member, Michigan Energy Association 1979-83