

Application Form

Profile

Which Boards would you like to apply for?

Affordable Housing Finance Committee: Submitted

Agricultural Advisory Task Force: Submitted

Arts & Culture Commission: Submitted

Aviation Advisory Committee: Submitted

Countywide Redevelopment Successor Agency Oversight Board (Pending--To begin July 1, 2018): Submitted

Airport Land Use Commission: Submitted

Resource Conservation District: Submitted

Seat Name (if applicable)

Describe why you are interested in serving on this advisory board/commission (please limit your response to one paragraph).

I have worked in affordable housing development for over 15 years. I am aware of the importance to communities and businesses to provide housing options for people at all income levels. I know that I could contribute significantly to identifying strategies and legislation to assist Contra Costa County in developing more housing opportunities for its citizens.

This application is used for all boards and commissions

scott

First Name

Shepherd

Middle Initial

Last Name

[REDACTED]

Email Address

[REDACTED]

Home Address

Suite or Apt

Diablo

City

CA

State

94528

Postal Code

Mobile: [REDACTED]

Primary Phone

Category III Development Corp

Employer

CEO

Job Title

Real Estate Development

Occupation

Do you, or a business in which you have a financial interest, have a contract with Contra Costa Co.?

☐ Yes ☒ No

Is a member of your family (or step-family) employed by Contra Costa Co.?

☐ Yes ☒ No

Education History

Select the highest level of education you have received:

☒ Other

Masters Science /MBA

f "Other" was Se ected Give Highest Grade or
Educationa Leve Achieved

College/ University A

University of Wisconsin

Name of Co ege Attended

Economics

Course of Study / Major

8

Units Comp eted

Type of Units Completed

☒ Semester

Degree Awarded?

☐ Yes ☐ No

BA

Degree Type

1991

Date Degree Awarded

College/ University B

Texas A&M University

Name of College Attended

Land Development and Finance

Course of Study / Major

4

Units Completed

Type of Units Completed

None Selected

Degree Awarded?

☒ Yes ☐ No

Msc./ MBA

Degree Type

2002

Date Degree Awarded

College/ University C

Name of College Attended

Course of Study / Major

Units Completed

Type of Units Completed

None Selected

Degree Awarded?

☐ Yes ☐ No

Degree Type

Date Degree Awarded

Other schools / training completed:

Managing Broker

Course Studied

60

Hours Completed

Certificate Awarded?

☒ Yes ☐ No

Work History

Please provide information on your last three positions, including your current one if you are working.

1st (Most Recent)

1/1/2010

Dates (Month Day Year) From To

40

Hours per Week Worked?

Volunteer Work?

☐ Yes ☒ No

CEO

Position Title

Employer's Name and Address

Category III Development Corporation 350 Sansome St., Suite 400 San Francisco, CA 94104

Duties Performed

Lead executive team in acquisition, development, finance, and construction of new and renovated properties.

2nd

Dates (Month Day Year) From To

Hours per Week Worked?

Volunteer Work?

☐ Yes ☐ No

Position Title

Employer's Name and Address

Duties Performed

3rd

Dates (Month Day Year) From To

Hours per Week Worked?

Volunteer Work?

☐ Yes ☐ No

Position Title

Employer's Name and Address

Duties Performed

[SHEPHERD CV2018.pdf](#)

Upload a Resume

Final Questions

How did you learn about this vacancy?

☒ Contra Costa County Homepage

If "Other" was selected please explain

. Do you have a Familial or Financial Relationship with a member of the Board of Supervisors?

☐ Yes ☒ No

If Yes, please identify the nature of the relationship:

Do you have any financial relationships with the County such as grants, contracts, or other economic relations?

☐ Yes ☒ No

If Yes, please identify the nature of the relationship:

SCOTT SHEPHERD

415 [REDACTED] / [REDACTED]@[REDACTED].com / San Francisco. CA 94104

Executive Management

Strategic Planning

Real Estate Development

Global Operations

Accomplished Executive with domestic and international experience in large-scale real estate development, operations, construction, and management. Strategic decision-maker that leads an executive team in driving innovation, profitability, and direction of vertically integrated business units; advancing qualified real estate and land opportunities; defining and achieving specific tactical objectives to source and close lucrative new business opportunities across various sectors; and building internal, investor, and jurisdictional consensus.

Energetic, collaborative, honest and decisive. Track record of increasing revenues, streamlining operations and growing bottom line. Known for solving highly complex and difficult development projects and coalescing stakeholders to foster approvals. Raising the bar with new standards for housing development, creating a sense of place congruent with the community, and seamlessly integrating all the pieces. Broad experience visualizing and pricing out various sensitivities for new and redevelopment opportunities.

- Directed development projects as large as \$375+ million with over 6,000 units of multifamily and subdivision lot development of new construction, in-fill development, and renovation. Master planned communities and mixed-use commercial retail and office. Sponsor in investment entities with market rate and complex affordable multifamily assets. *State of California Class B General Contractor/ State of Illinois Managing Real Estate Broker/ BA in Economics and MS in Real Estate and Land Development.*
- *Keen listener and effective communicator* considers all vantage points, translates complex processes into easily understood, actionable bites, and puts most stakeholders at ease. Expert at turning around resistant city officials and cementing positive, lasting working relationships with clients, investors, and public and private partners across product sectors.
- *Pivotal Strengths* – deep partnerships with regional healthcare systems and institutional owners and operators, value-add feasibility analysis and timely capital positioning, successful negotiation of necessary land entitlements and approvals, managing critical investment targets and partners, maximizing cost effective legal solutions at all phases, precise budget and schedule tracking, sunset investment exit-strategies

PROJECT MILESTONES

\$11 million, 154 units Youngstown Ohio/ Seneca Oaks Apartments (OH) former Low-income Housing Tax Credit development acquired in 2013. Complex turnaround amidst a sustained decade long economic decline across all regional performance sectors including extremely tight capital markets. Resilient issues of drugs, gangs, and theft crimes, extremely low employment, and decades of mismanagement. Strategic collaboration with healthcare system; instituted fundamental real estate, capital investment, and business practices. Worked with Ohio Housing Finance Agency (OHFA) and HUD to vacate income restrictions and repositioned property with capital investment strategy and new management.

\$26 million, 115 units North Las Vegas/ Rose Gardens Townhomes (NV) Acquisition and rehabilitation of townhome development (100% Sec. 8 HAP Contract). Project is now the catalyst for the revitalization efforts in the neighborhood. Acquired the asset through complex UCC foreclosure, reposition with new FHA 221D (4) and an allocation of 4% LIHTC. City of North Las Vegas LIHTF loan. Value-add strategy led to preservation of asset and exit upon ultimate sale to new investment partnership lead by the Hampstead Companies.

\$24 million, 242 units Stockton California/ Park Village Apartments (CA) Section 8 housing (100% PBRA) in area of significant organized crime activity. Comprehensive redevelopment plan presented to city, HUD, owner and co-partner including new bond financing, CDBG loan, allocation of low income housing tax credits and new first mortgage.

\$55 Million, mixed-use residential and commercial portfolio Cincinnati Ohio/ Franciscan Home Development I-IV and 27,000 SF retail storefront spaces (OH) Difficult and complex scattered site development in 32 buildings. High profile workout including new capitalization, development and construction of 222 units and 18 commercial storefronts. Full community and stakeholder involvement including strategic partnership with Catholic Healthcare Partners (CHP). New issuance of non-competitive tax credits, private activity bonds, and debt leading to comprehensive neighborhood revitalization efforts in Over the Rhine. Partners and stakeholders included C-level executives at Kroger, Proctor & Gamble, Western Southern, Cincinnati Reds, CHP, 3CDC, and City of Cincinnati. The project was a successful public/private partnership that created fertile infill opportunities connecting other nodes of investment, which led to the overall revitalization of the OTR community.

\$22 million, 162 units Woodland California/ Casa del Sol Mobile Home Park (CA). Successful acquisition, development and full scale renovation of existing mobile home community including the construction of new state of the art community center, 21 new rental coaches, and full WWSD construction and replacement in situ. Complex multi-tier sequenced financing stacks including thirteen (13) sources - four (4) state agencies, three (3) commercial and private lenders, and six (6) sources of bridge and mezzanine debt with various takeout's. Complex matrix overlay of income and rent restrictions from public grant and debt sources. Successful project served as gateway catalyst for downtown Woodland revitalization and blight removal.

\$375 Million, 2,130 acre Austin Texas/ Steiner Ranch Phases V through VIII (TX). Complicated final plat approvals which included endangered species, aquifer water recharge cover limitations, and other concessions. Community expansion including land entitlement, development and construction management for the now built-out Steiner Ranch. Production homebuilders included KB, Morrison, CENTEX, and Taylor Woodrow. Included new WWSD and pad construction for the Steiner Ranch Apartments.

\$365 Million, 975 acres Pflugerville, Texas/ Falcon Pointe Master Planned Community (TX). Master Planned community included land assembly, entitlements, development and construction management for the now completed Falcon Pointe Community. Included land development and pad construction for the Murchison Elementary School and Pflugerville High School.

\$200 Million, 120 acres Austin Texas / Austin Airport Centre (TX). Full entitlement and land development, which lead to the Austin Airport Fast Park and an established power retail center. Involved extensive (WWater) negotiation from private Municipal Utility District (MUD) and issuance of capital bond financing for full system infrastructure. Directed all aspects of real estate and land development.

PROFESSIONAL EXPERIENCE

CATEGORY III DEVELOPMENT CORP, Chicago, San Francisco, London, offices including integrated affiliates **CATEGORY III AVIATION CORP**, Chicago IL (aircraft ops based at KCCR)
CATEGORY III PROPERTY MANAGEMENT, Chicago IL (asset based self-management entity)
ARSENAL CONSTRUCTION San Francisco (Class B General Building Contractor)
President and CEO, 2010 - Present

Provide executive leadership for real estate development firm with three offices and net field profit of \$3.9 million

Execute and deliver all aspects of real estate investment, construction, development and support for full service real estate firm specializing in single and multifamily residential.

COMMUNITY HOUSING OPPORTUNITIES CORPORATION (CHOC) – Northern California
Executive Vice President, Development, 2007-2010

Create and execute strategic development plans for CA based mid-sized non-profit housing development company. Projects included LITHC, HUD financed, CalHFA, CA HCD, and local jurisdictions. Centralized operations in the California central valley. Portfolio included multifamily assets in excess of \$400 million.

MERCY HOUSING INC., Cincinnati, Ohio
Vice President, Development – Midwest, 2003-2007

National housing developer with portfolio in excess of 22,000 units and \$1.5+ billion in value. Led its Midwest regional office in Cincinnati with development and construction operations in Ohio and five (5) adjacent states. Relocated to Chicago to lead the strategic response to housing development in the gulf coast states after a series of natural disasters in 2005.

TRAMMELL CROW COMPANY, Austin and Houston Texas
Director of Development, 1998-2003

Commercial real estate development firm specializing in institutional projects. Commercial office, community retail centers, and residential master-planned communities throughout Texas.

TRAMMELL CROW COMPANY, Denver CO
Broker Associate, 1993-1998

Office leasing and commercial tenant representation for institutional and corporate real estate clients.

Early Career included paralegal in the global real estate group at **JONES DAY** in Washington DC

Affiliations

- Licensed Real Estate Managing Broker, Illinois - Active
- Licensed Class B General Building Contractor, California - Active
- Commercial Pilot – Multi-engine - Current
- Oakland Aviation Museum – Board of Directors - Former
- Art Institute of Chicago - Auxiliary Board - Former

Museum of Modern Art - SFMOMA SECA Board

Member - Creative Growth Oakland

Member - National Business Aviation Association (NBAA)

Member - Aircraft Owners and Pilots Association (AOPA)

Mentor and Sponsor - Colorado Outward Bound School (COBS)

Member - Tax Credit Advisory Group (Novogradac)

Member – Urban Land Institute 1996-2016

Strategic Healthcare Partners – Catholic Health Partners -Cincinnati; CHRISTUS -Houston;

Mercy Health – Blue Ash; Mercy Housing – San Francisco; Provena – Chicago;

Education

1991- **BA** – University of Wisconsin – Milwaukee – Economics

2002 - **MSLD/ MBA** – Texas A&M University – Land and Real Estate Development