

# MICHAEL B. MARECHAL, CCIM

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## COMMERCIAL REAL ESTATE • DEVELOPMENT • CONSTRUCTION

California Real Estate Broker • California General Building Contractor (B) • CCIM

### EXECUTIVE PROFILE

Commercial real estate, development, and construction professional with more than 30 years of experience evaluating, planning, developing, constructing, and repositioning commercial and residential real estate throughout California. Combines investment and brokerage perspective with practical knowledge of design development, construction, site development, infrastructure, feasibility, budgeting, scheduling, entitlement, and project execution.

The distinguishing value is the ability to evaluate an asset from both sides of the equation: what the property is today, and what it can become. Experience includes commercial acquisitions, land and development opportunities, multifamily, mixed-use, hospitality, industrial, retail, income properties, mobile home parks, redevelopment, and complex site-development projects.

### SELECTED QUALIFICATIONS

- Commercial real estate acquisition and investment analysis
- Highest & best use / development feasibility
- Land, redevelopment and value-creation strategy
- Construction planning, estimating and cost evaluation
- General contracting and project management
- Grading, earthwork and site development
- Underground utilities, drainage and infrastructure
- Design development and constructability
- Due diligence, risk assessment and entitlement review
- Owner / investor representation
- Consultant, contractor and public-agency coordination
- Commercial, multifamily, hospitality and mixed-use development

### PROFESSIONAL EXPERIENCE

#### MRE Capital Partners, Inc.

##### California

- Commercial real estate brokerage, investment, development, feasibility, and construction/development advisory.
- Evaluate acquisition and development opportunities through highest-and-best-use, physical, financial, entitlement, infrastructure, and construction analysis.
- Develop conceptual development programs and coordinate architects, engineers, environmental consultants, contractors, utilities, public agencies, owners, and investors.
- Provide due diligence and investment analysis for commercial, land, multifamily, hospitality, mixed-use, and redevelopment opportunities.

#### Marechal Construction & Design

##### California

- General contracting, construction management, design development, site development, and project execution.
- Manage subcontractors, consultants, budgets, schedules, inspections, field conditions, utilities, and construction sequencing.

- Hands-on experience with grading, drainage, underground infrastructure, demolition, soil removal/recompaction, and complex site logistics.

## **U.S. Building & Development**

### **Southern California**

- Earlier construction and development experience progressing from field construction into project management, general contracting, and development leadership.

## **SELECTED DEVELOPMENT, ACQUISITION & CONSTRUCTION EXPERIENCE**

### **La Villa Marina Redevelopment**

#### **MRE Capital Partners, Inc. | Marina del Rey, California**

Identified and developed a major coastal urban-infill opportunity involving highest-and-best-use analysis, development planning, infrastructure and utility studies, hydrology and site-condition evaluation, parking, environmental considerations, entitlement strategy, financial feasibility, construction planning, and long-term development strategy.

### **La Casa Redevelopment**

#### **MRE Capital Partners, Inc. | Santa Barbara, California**

Developed the redevelopment and highest-and-best-use concept for a private investor group. Planning includes preservation of historic elements, hazardous-material and underground fuel-tank investigation, approximately six feet of site removal and recompaction, underground utilities, foundations, structural construction, and eventual condominium development.

### **Wilshire Bundy Plaza**

#### **MRE Capital Partners / Bogert Investments | Los Angeles, California**

Performed acquisition due diligence and investment analysis for a major Class A office property being pursued through bankruptcy proceedings. Evaluated acquisition economics, property characteristics, investment risk, and development/repositioning considerations.

### **Balboa Genesee Corners**

#### **MRE Capital Partners / Bogert Investments | San Diego, California**

Performed acquisition due diligence, site and development evaluation, entitlement review, and financial analysis. Recommended against acquisition after determining that the opportunity did not align with the investor group's strategy.

### **Newbury Park Commercial Redevelopment**

#### **Haddad Development | Newbury Park, California**

Managed redevelopment of a major commercial center incorporating retail, restaurants, automotive, self-storage, parking, interior roads, major grading and earthwork, controlled rock blasting, retaining walls, and approximately 500 feet of new public roadway. Coordinated sewer, storm drainage, water, gas and electrical infrastructure, consultants, utilities, inspections, scheduling, budgeting, and construction execution.

### **Bel Air Estate Redevelopment**

#### **U.S. Building & Development | Los Angeles, California**

Served as General Contractor and led design development and construction management for a major resort-style private estate redevelopment involving extensive site development and infrastructure, specialty stone construction, grotto, spa, pool, fountains, verandas, exterior fireplaces, patios, guesthouse, specialty landscape construction, and heavy-lift operations. Reoriented the property through extensive site work and relocation of approximately one-third of more than 120 mature Washingtonian palms.

### **23-Lot Residential Subdivision**

#### **BCTC Development | Walnut, California**

Managed an approximately 20-acre, 23-lot residential subdivision in the Snow Creek Estates area of Walnut. Scope included grading, roads, underground utilities, engineering and geotechnical coordination,

municipal coordination, scheduling, budgeting, and implementation, including approximately 1,000 feet of Silver Valley Trail extension and approximately 700 feet of Sky Meadow Place.

### **FedEx Distribution Hub**

#### **Black Equities Group / Stanley Black | Sacramento, California**

Performed acquisition due diligence and redevelopment analysis for an existing shipping/receiving facility. Evaluated site suitability, infrastructure, operations, redevelopment potential, and investment considerations.

### **La Jolla Hotel Conversion**

#### **Family Ownership | La Jolla, California**

Performed redevelopment and condominium feasibility analysis involving the former Andria Villa Inn and adjoining land.

### **Ventura Oceanfront Hotel**

#### **Bogert Investments / Ronald Aarons, AIA | Ventura, California**

Performed highest-and-best-use and condominium-conversion analysis. Recommended against proceeding after evaluating poured-in-place construction, spatial limitations, structural implications, and economic constraints.

### **Miramar Hotel**

#### **Bogert Investments | Santa Barbara, California**

Performed acquisition and redevelopment analysis of the coastal hotel property, evaluating physical condition, fragmented improvements, demolition requirements, redevelopment strategy, and overall investment feasibility.

## **EARLIER ARCHITECTURAL, DESIGN & CONSTRUCTION EXPERIENCE**

### **Pearson & Wuesthoff Architects | Los Angeles / O'ahu, Hawaii**

- Ewa Marina Oceanside Master-Planned Community — participated in early planning and land-use layout work associated with the proposed large-scale coastal master plan on O'ahu's Leeward Coast.
- Fisherman's Village Waterfront Commercial Rehabilitation — participated in planning and waterfront commercial rehabilitation studies associated with pedestrian flow and dock/kiosk integration in Marina del Rey.
- Historic Beverly Hills Ice House Adaptive Reuse — participated in specialized demolition work utilizing track-mounted automatic diamond wall-saw equipment through thick insulated concrete, brick, and cork thermal-barrier construction.

## **PROFESSIONAL LEADERSHIP**

CCIM Institute — Board of Directors • Professional Standards Committee Chair • Strategic Planning Committee • Jay W. Levine Leadership Academy

CCIM Chapter Leadership — Chapter President • Secretary • Multiple committee and leadership positions

## **LICENSES & CREDENTIALS**

California General Building Contractor (B) • California Real Estate Broker • Certified Commercial Investment Member (CCIM) • Real Estate Master's Certificate — California Department of Real Estate • Graduate REALTOR® Institute (GRI) • CIPS • TRC

## **EDUCATION**

Santa Monica College • Palomar College — Architecture, Design, Construction Management & Business coursework