

TIMO T. KUUSELA

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—PROPERTY MANAGEMENT—

PROPERTY IMPROVEMENT | PROJECT MANAGEMENT | CONSTRUCTION | TEAM BUILDING | EFFICIENCY

I am a high-energy Property Manager with extensive experience and expertise which encompasses both high-end properties and those that are facing challenges. I have a strong history of performing well under pressure and under challenging circumstances. I am also an accomplished team builder who works to achieve more and create an environment of high productivity and employee satisfaction. My strong desire to learn has exposed me to a wide array of property experiences, which extend beyond the scope of my primary job responsibility.

—AREAS OF EXPERTISE—

Team Building • Facilities Maintenance • Structure/Process Management • Energy efficiency • Enhancement • Fiscal Responsibility • Personnel Development and Retention • Strategic Planning • Lease Administration • Innovative Leadership • Community Relations • Mentorship • Lease Negotiation • Administration • Contracts • Capital Expenditures • Waste Handling and Recycling • Redevelopment • Safety and Security • Housekeeping • Technology • Paving and Asphalts • Customer Service • CAM Accounting

—PROFESSIONAL EXPERIENCE—

CBRE, Inc. & Sansone Companies | Las Vegas, NV -- June 2013 - Present

Vice President/General Manager– The Boulevard Mall (Las Vegas, NV)

- Highest level leader, with ultimate accountability for oversight of all Leasing, Marketing, Facilities Management, and accounting activities for the property.
 - Leasing
 - Negotiation of new and renewal Leases and License Agreements for inline, specialty, and vending Tenants and oversight of entire Specialty Leasing and Permanent Leasing program from deal inception, to signed Lease.
 - Establishing a plan for addressing renewals, expirations, co-tenant clauses, and other lease administration activities.
 - Administering the creation and execution of necessary Lease Amendments and other Ancillary Documents, and responding to and negotiating lease comments.
 - Attending ICSC events and traveling to various markets to prospect for Tenants with an emphasis on new and unique retailers.
 - Negotiated and completed the following notable deals:
 - 99 Ranch Supermarkets, 33,790 SF permanent lease deal
 - IHOP, 10 year lease
 - Old Navy – 3 year extension, with increase
 - Goodwill Industries, 29,000 SF 10 year lease
 - Accounting/Finance
 - Abstracting Tenant Leases and providing proper billing data to the Accounting Team.
 - Managing all A/R activities and addressing all delinquencies and collection efforts.
 - Reconciling all prior year CAM, HVAC, and Property Tax charges.
 - Creating and monitoring the budget and approving all cash management and disbursement activities.
 - Preparation of documents reflecting financial position, and development pro-forma for re-financing and cash management purposes.
 - Facilities Management
 - Overseeing the Security program and ensuring a safe environment for Tenants and Consumers.
 - Overseeing the Housekeeping program and ensuring that high standards are maintained at the most cost effective methods possible.
 - Ensuring effective and efficient chilled water generation via the Chiller Plant and the HVAC Program maximizing associated revenues.
 - Management of Waste Handling procedures, and implementation of in-house cardboard bailing to increase recycled material revenues.
 - Development
 - Contracting with Architects, Engineers, and Consultants on various project phases and budgeting their work. Ensuring compliance with the budget and appropriate progress billing.
 - Oversight of the necessary approvals and amendments to the REA agreement among JC Penney, Macy's and Sears and working with their Real Estate team to resolve questions and come to an agreement on site changes.
 - Preparing development pro-forma in order to justify returns-on-investment and to obtain funding.
 - Oversight permitting processes, attending and representing the owner at public hearings.

Rouse Properties, Inc. | Las Vegas, NV – November 2012 – June 2013

Operations Manager – The Boulevard Mall (Las Vegas,NV)

The Boulevard Mall is a 1.1 Million Sf. Single-level enclosed mall, constructed in 1968, and the first shopping center in Las Vegas. Rouse Properties' needed an innovative and experienced Operations professional well versed in all of the other facets of Property Management and Tenant Relations.

- Responsible for the oversight of the maintenance and operation of a complex physical plant, including a central plant, centrifugal chillers, and related equipment.
- Investing in energy efficiency upgrades that take advantage of rebates from the utility. \$17,000 in rebates obtained in 2012 and \$56,000 in 2013 through LED lighting and controls retrofit project.
- Strategic review and evaluation of all contracted services; achieved an annualized reduction of approximately \$200,000 in operating expenses without a reduction in maintenance intervals or standards.

SIMON PROPERTY GROUP | Orange, CA – April 2011 – November 2012

Director of Operations – The Outlets at Orange (Formerly The Block at Orange)

I was sought out for this position to apply my experience in project management and property enhancement in order to oversee a complete transformation of this property and conversion to Outlet Center, as well as enhancement of the property's amenities to be more competitive in the marketplace as Orange County's only outlet center. Responsibilities include oversight of Security, Maintenance, Janitorial, Landscaping, Administrative Personnel and all Contracted Services.

Execution of Several Operational and Capital projects to improve the functionality and appearance of these areas and to improve customer experience, including:

- Design and execution of restroom remodels and extensive construction designed to enhance consumer experience.
- Enhancement and refurbishment of the Center's signage program and many other consumer convenience enhancements.
- Building a team which is accountable for results and producing quality work, while moving the program continuously forward with a constant eye on responsible expense management.
- Refurbishment and repair of numerous physical plant items for which maintenance had been deferred past their useful life while adhering to budget.
- Overseeing site development and addition of a new Anchor, Nordstrom Rack encompassing multiple phases of construction and site re-configuration and coordinating with local officials.

GENERAL GROWTH PROPERTIES | Las Vegas, NV – 2007-2011

Operations Manager – The Grand Canal Shoppes at The Venetian & Shoppes at The Palazzo

- Leadership of Property Operations through one of the most challenging times in the Company's history while upgrading standards.
- Planned and executed capital expenditure projects to strategically enhance the physical plant and common areas of the project as well as those returning income, For Example the installation of advertising panels facing Las Vegas Boulevard which generated revenue.
- Carried out extensive safety upgrades within the property infrastructure including the installation of a complete fall-protection system within the themed sky-ceiling areas.
- Oversaw construction of the Shoppes at The Palazzo and transitioned the center into Operation; Administering the completion of the punch list and related issues with the Resort.
- Administration and presentation of complex data in water-loss and personal injury claims while working actively to minimize liability incidents and to provide a safe consumer experience.
- Oversight of the Security program with a large focus on customer service as well as the seamless integration of TAO Night Club's Security operations to those of the Shopping Center while simultaneously fostering an excellent relationship with the Resort's Security Department.

Summit Services Group – Contractor for Fundamental | Las Vegas, NV – 2005 - 2006

Director of Maintenance and Plant Operations – College Park Rehabilitation Center

In this highly hands-on position, restored and brought systems back to proper operation including Suction Vacuum, Oxygen delivery equipment, repaired fluorescent lighting and ballasts and raised functional lighting from 40% to 95% Repaired 9 of 11 rooftop units to proper function. Offset the additional electric consumption of these repaired systems by an additional 5% reduced Kilowatt hour reduction in overall energy usage, as well as significant reduction in demand charges by the use of controls to stagger HVAC and lighting loads.

Created a rotating PM Schedule for lamps/ballasts, exterior lighting, laundry equipment, kitchen equipment, painting and touch ups, plumbing and grease line jetting and pumping, medical equipment and vehicles.

UCMT, INC | Salt Lake City, UT & Denver, CO – 2002 - 2005

The Utah College of Massage Therapy family of Schools was started in Salt Lake City, UT in 1988 by Norman Cohn. We grew the business to seven locations in four states before selling the company to Steiner Leisure. The Company also owned and had interest in a large number of commercial properties in Downtown Salt Lake City which were sold or otherwise distributed. Exceptional value was created by maintaining those assets in the best condition possible.

Corporate / Regional Facilities Manager – Arizona, Nevada, Colorado, Utah

Managed the construction of several facilities for the company and manage the Facilities Department for eight locations and three auxiliary locations, traveling constantly to address issues, perform assessments and to oversee construction projects in progress. On short notice made arrangements for temporary facilities for Admissions to meet with prospective students while Campus construction was being completed. As the Company saw explosive growth, I coordinated multiple moves between locations on South Temple in Salt Lake City. Hired and trained Facilities Managers and strategized with Campus Directors to address Facilities Maintenance concerns to develop effective preventive maintenance programs for the Facilities. Approved and negotiated vendor service agreements and purchase orders for locations as well as package agreements for all locations resulting in large annual net savings. At leased locations, maintained exceptional relationships with Landlords, as well as insured that maximum value was gained from Common Area Maintenance requirements. I acted as the Owner's representative for three leased office locations and one apartment building in Downtown Salt Lake City.

—LICENSES AND CERTIFICATIONS—

- **NEVADA REAL ESTATE LICENSE #173508**

—PROFESSIONAL AWARDS AND CREDITS—

- **2011 SIMON CHOICE AWARD – MILLS** | Most impactful property enhancement at The Outlets at Orange.
- **2011 SIMON** | Exceptional Service Award, nominated by my peers and recognized for the dedication and exceptional work.
- **2007 – 2011 GGP 90% Club** | Top 10 for exceptional performance maintaining cleanliness, safety and security.
- **2007 GGP TEAM OF THE YEAR** | Recognized as a team for highly effective teamwork and excellent financial results.

—PROFESSIONAL REFERENCES—

Richard C. McKeown, CSM	Mall Manager Las Vegas Premium Outlets Las Vegas, NV	(702)525-3826	RMcKeown@Simon.com
Paul Cabrera	National Director of Operations Based at Tucson Mall Tucson, AZ	(520)293-7330	Paul.Cabrera@GGP.com
Jerry Alder	General Manager Anaheim GardenWalk Anaheim, CA	(714)328-8393	JAlder@Arcturusgrp.com
Marc Smith	Vice President / General Manager Ontario Mills Ontario, CA	(909)484-8301	MSmith@Simon.com