

Bolser, Sandra

From: Ronald.S.Borkgren@hud.gov
Sent: Thursday, June 20, 2013 9:00 AM
To: Borkgren, Ronald S
Subject: Scan from a Xerox WorkCentre
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August 20, 2013

Ronald S. Borkgren
802 A st NE
Washington, DC 20002

217 Sandpiper Loop
McCormick, SC 29835

To: City of Bunnell, FL
Attn: Mr. Sandi Bolser, City Clerk
Re: City Manager - position

TO SELECTION PANEL:

I could not be more eager to join forces with you to make an immediate and significant contribution to the continuing success of the City of Bunnell. If hired, I offer a professional education combined with 30 years public and private work experience which has repeatedly resulted in successful conclusions and substantial \$ savings.

I want to remind you of the uncommon benefits I will provide as your City Manager:

- The advantage of many years of documented success in both private and public sector municipal management, NSP / CDBG grant management, real estate site selection, asset management, acquisition, leasing, disposal and disaster management.
- Unusual strength in solving real property problems and the ability to maneuver through complex governmental systems, enhanced by my experience as a contacting officer for City of Mt Vernon, IL; Rock Island, IL and USPS.
- Proven ability to implement internal quality assurance programs and propose sound planning recommendations to senior administrators as well as other team members.

I possess 30 years of public and corporate service and am seeking a full time or contract position that is personally rewarding and challenging. I possess my own **health care insurance** and will not burden an employer with that expense. My recruited obligation period with HUD - NSP (Neighborhood Stabilization Program) will end September 30th.

Sincerely,

RON

Ronald S. Borkgren

(MAILING ADDRESS)
217 Sandpiper Loop
McCormick, SC 29835

Ph: 916-799-1700
Email:
ronborkgren@yahoo.com

Ronald S. Borkgren

Experience

I can offer the benefit of a professional education powered with more than thirty...

(30) years experience in private, corporate and government Real Estate –

Development / Acquisition / Sales / Disposal / Leasing / Portfolio and Federal Grant Management.

As a Postal Service Real Estate Project Manager:

Manage +- 1400 postal projects per year covering 5 districts (Los Angeles; Santa Ana; Honolulu; San Francisco & Bay Valley California plus all major airport installations.

Performed and coordinated the entire spectrum of postal real estate activities such as (but not limited to) site locating, environmental review, SHPO, advertising for sites, appraisal, title, site planning report, site selection, community contact, acquisition, new lease and renewal.

As a Private Sector Real Estate Manager:

Managed diversified real estate activities for Chrysler Realty, Corp. – project manager, responsible for the purchase, development and sale of \$600,000,000 of Chrysler owned real estate. Lake Orion, MI – a 3,000 acre planned community & Wabeek – Bloomfield Hills, MI – 700 acre golf course development. 10 acre downtown shopping center in Detroit and management of 10 condominium developments on the East & West Coast.

Managed property and taxes for Lucky Stores, Inc. – acquisition / development for Eagle Foods, Gemco Department Stores, Kragan Auto and Hancock Fabric.

Other Public Sector Management:

Assistant City Manager – Mt. Vernon & Rock Island, IL – responsible for coordinating Community Development Activities; general master plan administration; authoring & managing Federal & State grants; zoning enforcement and budget administration.

Employment Timeline

Federal Government Service:

March 2013 to Present **Housing and Urban Development**

Community Development Specialist, Project Manager (HUD HQ,
Washington, DC)

Assigned to the NSP (Neighborhood Stabilization Program) special team charged with monitoring and assisting private non profit, state and local government grantees in meeting timeline fund expenditure and performance deadlines for NSP – 1, 2 & 3 grants.

Consultant:

November 2010 to March 2013 **Baron Real Estate Consultants**

Accomplishments: Assisting clients with aspects of real estate acquisition / planning / leasing /marketing / disposal and development activities.

Federal Government Service:

November 1986 to November 2010 **United States Postal Service**

Real Estate Specialist, Project Manager -- assigned to the Pacific Facilities Service Office.

Accomplishments: Completed 30 Major Acquisitions, 20 New Lease Construction and over 5,800 lease actions (New lease / renewal).
Managed over 4,600,000 sf. of retail / warehouse / plant space.

Consultant:

January 1984 to November 1986 **Baron Real Estate Consultants**
President

Accomplishments: Assisting clients with aspects of real estate acquisition / planning / leasing /marketing / disposal and development activities.

Corporate Real Estate:

January 1976 to January 1984 **Lucky Stores, Incorporated**
Property & Tax Manager
Accomplishment: All aspects of site selection, acquisition, leasing and Management of 523 locations covering 6 states.

January 1974 to January 1976 **Chrysler Realty, Corporation**
Manager of Diversified Development
Accomplishments: 10 condominium developments, 2 master planned Communities, 1 golf course development and 1 shopping center.

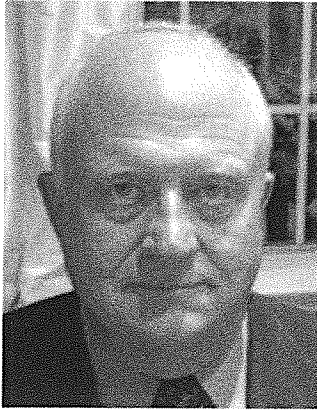
Municipal Management:

January 1972 – January 1974 **City of Rock Island, Illinois**
Assistant City Manager – All aspects of City Administration
Accomplishments: Line item budget reduction in the city "Topics – paving"
Of 1.4 million through implementation of new procedures in competitive
Bidding. Special Grant Writing (government projects) - \$2,000,000.

January 1970 – January 1972 **City of Mt. Vernon, Illinois**
Assistant City Manager – All aspects of City Administration
Accomplishments: \$1,000,000 budget reduction in petroleum products for
The City through competitive bidding / negotiations. Pioneered "Community
Action Response" system designed to coordinate & manage the municipal
resources in an emergency.

Education

9/69-9/72 BA Southern Illinois University Carbondale, IL
Special Major in Urban Planning - Real Estate Development



CURRRICULUM VITAE

Ron Borkgren

1966 – Present

1966-68 – U.S. Army, assigned to USURAL S-2 (Military Intelligence) locating enemy camouflaged weapon sites using aircraft & satellite imaging. Credited with creating a geo mapping quadrant overlay system which married photo imagery with real time topography, producing a more accurate method of land surveillance.

1970 – Awarded Governor's Award and Scholarship to intern as the Assistant City Manager of Mt, Vernon, Illinois. Assigned zoning, planning and purchasing.

1970 – 72 – As the first assistant city manager for the city on Mt. Vernon, IL. :

1. Initiated the first professional purchasing system based on "best buy" using detailed product specifications to insure safety & quality instead of a strictly "lowest price" approach to value.
2. Established a professional submittal criteria and review process for all "developers" of residential and commercial property establishing city-wide CCR codes.
3. Authored, obtained approval and managed the first Federal land use plan grant. This "Plan" surveyed the existing land use and projected development out 50 years.
4. Authored the first State of Illinois Law Enforcement grant (\$1,000,270) aimed at improving police protection and community image.
5. Technical land use adviser to the City Attorney.
6. Established the first Environmental Controls and remediation process regarding all land within the incorporated city limits.
7. Acted as Press Relations coordinator and spokesperson for City.

1971. BA (Special Major – Urban Planning/Real Estate). Because Southern Illinois University did not offer a formal course in Real Estate, I approached the Dean of Liberal Arts about creating my own major and degree program. The Dean became my adviser and the first “special major” degree program in the country was created. I was fortunate to have two world renowned visionaries, François Gay (France), well known land planner, and Buckminster Fuller, (USA) well known architect on my “special major” team.

1972 – 74. Assistant City Manager for the City of Rock Island, IL:

1. My boss and mentor was Raymond P. Botch, City Manager, who, prior to becoming City Manager, while working for the U.S. Dept. of Justice, was credited with “single handedly” bringing down the corrupt Kansas City “Pendergast” Political Machine.

2. Established a first of its kind Line Item budget and bidding system for a \$4.4 million savings in the Topics (road maintenance) program.

3. Credited with authoring, winning and managing implementation of \$3,000,000 in federal land use grants.

4. Revised the City Health Care Plan policy allowing increased worker benefits in conjunction with City union negotiations.

5. Established the first Citizen Advisory Council providing a vehicle for all residents to express their opinions on any planning or zoning issue, taking administrative pressure off the City Manager and Council.

6. Technical land use/planning adviser to the City Attorney.

7. Established and coordinated the first ever welfare advisory council which allowed resident welfare recipients to express their opinions and concerns.

1974 – 76. Project Manager Diversified Development for Chrysler Realty Corp.:

1. Assigned as Chrysler’s chief Development Liaison to world renowned architect Mauro Yamasaki. Coordinated Chrysler’s commitment to the City of Detroit downtown redevelopment effort. Planning/designing and building three (3) major shopping centers and two (2) office towers.

2. Project manager Lake Orion, Chrysler's 5,000 acre planned community in Lake Orion, Michigan. Responsible for time phased land planning for all commercial and residential development. Direct interface with Lake Orion officials to implement Chrysler's goals regarding density, open space, design and environmental use of the PUD (Planned Unit Development). Credited with amicable dispute settlement between Chrysler and Jimmy Hoffa regarding Mr. Hoffa's land holdings in the community.

3. Project Manager **Waubeeek**, Chrysler's première 650-acre golf community located in Bloomfield Hills, Michigan. Coordinated design and construction with architects/engineers and worked with famed golfer and golf course designer, Jack Nicklaus. This was Jack's first attempt at designing a golf course to incorporate a luxury golf-oriented housing development.

4. PGA Project Manager - Florida. Traveled with the PGA management throughout the state of Florida to assist with selecting a site for the "golf hall of fame." Chrysler wanted to build a 500-acre luxury housing development adjacent to the chosen site.

5. Assisted Volkswagen Corporation of America, at Chrysler's request, to select and negotiate manufacturing sites in the U.S. starting with a 350,000 sf engine plant that would produce engines for compact Chrysler cars. VW wanted to establish a foothold in the American automotive market. The first was E. Huntingdon Township, Pennsylvania.

6. Project Manager for nine (9) other Chrysler Realty diversified development projects, including university student housing, shopping centers, industrial parks, office buildings in Phoenix, Arizona and a condominium complex in San Diego, California.

7. Member of the Chrysler "advisory" team. Attended Chrysler Board Meetings with Chrysler Realty President, Ed Homer, keeping Mr. Homer up-to-date on major real estate projects. The advisory board was destined to be replaced by the laptop computer.

1976 – 84. Property & Tax Manager for Lucky Stores, Inc.

1. Responsible for property tax negotiations, filings and appeals (real & personal) for 640 locations in 11 states (IA, IL, WIS, IN, VA, SC, PA, FL, LA, CA, AZ). Stores to included Eagle Food Stores, Lucky Food Stores, Hancock Fabrics, Kragen Auto Parts, Memco and Gemco membership department superstores. Estimated average annual savings was \$4,270,000.

2. Assisted Lucky with major Superstore and Warehouse Distribution Centers (500,000 sf) site selections, development, acquisition, leasing and lease management in IN, IA, IL and WI.

1984 – 86. Baron Real Estate Consultants:

As Baron's president with a staff of three, I serviced the real estate needs of my clients, including:

1. Cement Corp. of Canada. Site acquisition and Federal permitting of an ethanol plant to be located on Iowa side of the Mississippi River.

2. Blackhawk Hotel. 102 room expansion and remodel in Davenport Iowa.

3. Hines & Howes. Franchised home centers specializing in acquiring and developing land and sales of manufactured, panelized homes.

4. International Paper Corp. (American Central Corp.). Site research, location and acquisition of three (3) 1,500-acre lake theme, second home sites in New York state.

1986 – 2010. United States Postal Service, Real Estate Project Manager:

Federal Contracting Officer, experienced in site selection, acquisition, disposal, lease termination and exiting of real property and lease management of over 9,500 postal facilities ranging from 300 to 1,220,000 sf, including all major CA, WA, OR, NV, HI, AZ, American Samoa, Guam and Saipan airports. My service area has included facilities in CA, WA, OR, AL, MT, WY, UT, AZ, NV, HI, American Samoa, Guam and Saipan.

1. 1986 – 96. Accomplished successful lease actions (new lease/renewal) on 5,800 facilities for a FAR (fair annual rent) savings of \$17,000,000 to USPS. Acquired seven (7) sites for future relocation of ageing facilities and disposed of 13 excess properties.

2. 1989. Successful acquisition (\$23,000,000 -18% below market) of 20-acre site for the new Oxnard, CA General Mail Facility from the Sammis Company of Los Angeles.

3. 1997 – 98. In addition to successful completion of 1,300 lease actions, I became and remained #1 in productivity for the USPS nationwide.

4. 1997. During (emergency) United Parcel Service strike, I successfully expanded USPS operations at LAX to accommodate the increased parcel demand by 60,000 sf in a record 48 hours.

5. 1998. Acquired the "Mother's Cookies" 150,000 sf warehouse in Oakland, CA for an emergency expansion of the Oakland USPS processing plant at 15% below market and closed within a record-setting 65 days.

6. 1999 – 2000. Negotiated with LAX (Airport) Property to build a new 30,000 sf facility on airport property and remove retail operations from our main LAX plant called WorldWay (1,200,000 sf) to relieve traffic congestion and conform to the LAX general expansion plan. In return for my efforts, I was able to reclassify the WorldWay facility to warehouse from retail at a savings to USPS of \$14,000,000 over the remaining eight years of the ground lease. Note: WorldWay is a USPS owned facility located on leased LAX land.

7. 2002 – 03. Negotiated and coordinated the PHX (Phoenix) airport processing center (350,000 sf) renovation to conform to the airport's expansion master plan.

8. 2004 – 05. Negotiated new lease and renovation for the 120,000 sf John Wayne and 60,000 sf Burbank airports resulting in \$450,000 lease cost savings.

9. 2006. SFO airport renewal for 860,000 sf owned building on leased San Francisco airport land. The building had been renovated at a cost of \$220,000,000 in 2006. I accomplished the five-year land lease renewal at 15% under appraised market value for a savings of \$3,270,000 over the renewal term.

10. 2007 – 09. Carson, CA (International Service Center) negotiated closure of this 350,000 sf processing facility, producing a savings of \$930,000 restoration costs to USPS. In addition I coordinated moving of operations (ISC) to WorldWay (Lax) and coordinating \$3,500,000 construction project with LAX.

11. 2009 – 10. Honolulu, HI (Makiki Station), a 120,000 sf processing and delivery station located in the heart of Honolulu. The facility is a USPS owned facility on leased land. The landlord, Department of Transportation, State of Hawaii, demanded that the rent be increased from \$125,000/year to \$1,125,000/year based on an area zoning density change, backed up by an appraisal. I employed intense technical (zoning/density) maneuvering combined with aggressive negotiations which resulted in the State reluctantly accepting my figures of \$135,000/year, saving USPS \$9,990,000 over the 10 year term of the new land lease renewal.

2010 – 3/2013 President of BCC Consultants a professional real estate advisory service.

4/2013 – Present Community Development Specialist for HUD – CDBG – NSP (Special Team) – grant management and real estate support for Team, Technical Assistants, Grantees and HUD Field managers.

Professional Organizations:

1. Illinois Association of Assessing Officers (1976 – 1984)
2. International Association of Assessing Officers (1976 – 1984)
3. International Association of City Managers (1972 – 1974)
4. American Planning Association (1973 – 1976)
5. International Association of Urban Planners (1973 – 1976)
6. CMA – Country Music Association (1983 – Present)
Awards Committee Voting Member

Hobby:

Music Promotion

My professional career includes 30 years experience in concert promotions, showcases, group and artist development and management. The love affair with the music business started in the mid 80's with concert promotions featuring Rick Nelson, Juice Newton and the like, involving artist and venue contract negotiations, riders, security, soundboard politics, marketing, permits, finance, scheduling, touring and co-op media promotions.

Southern Illinois University
at Carbondale



College of Liberal Arts and Sciences

On recommendation of the Chancellor and Faculty,
the Board of Trustees, by virtue of the authority vested in them, have
conferred on

Ronald Snyder Borkgren

the degree of

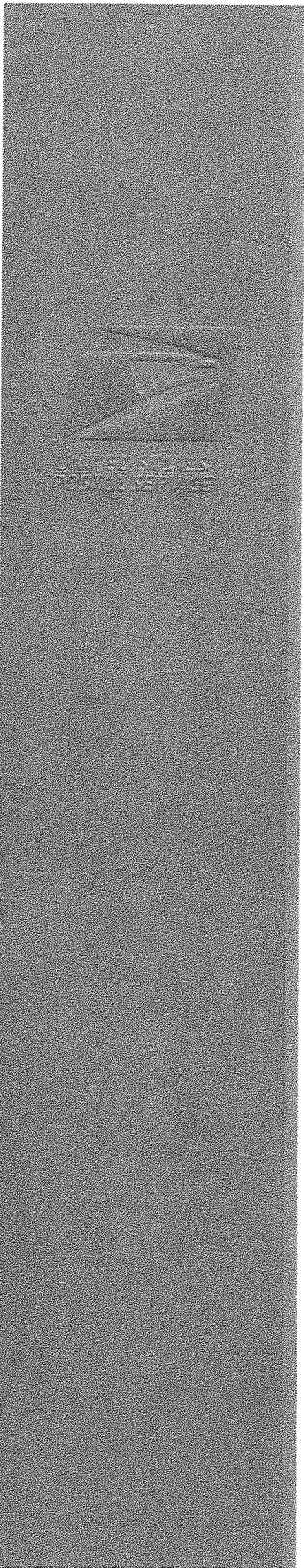
Bachelor of Arts

and have granted this Diploma as evidence thereof
this eleventh day of June, 1971
Special Major in Urban Planning

Robert A. Lays
Chancellor

Roger E. Boyer
Dean

Harold R. Becker
Chairman of Search



CONTRACTING OFFICER CERTIFICATE OF APPOINTMENT

In accordance with the authority in the Procurement Manual,
the individual named below is appointed to the position of
U.S. Postal Service Contracting Officer:

Ron Borkgren

As Contracting Officer, you may bind the Postal Service
in contracts, up to the amount of \$ **250,000** , subject to
the limitations specified by regulations, procedures, and
letter of delegation.

SERIAL NUMBER

97-052571-001

SIGNATURE

TITLE

Vice President, Facilities

DATE

January 15, 1997

