

**Email:**

[joe.mahar@hotmail.com](mailto:joe.mahar@hotmail.com)

**Phone:**

(585)694-3130

**Current Location:**

34 Raemond Lane  
Palm Coast, Florida 32164

**Skills / Achievements:**

- Operations Management
- Real Estate / Property Mgt.
- Asset Mgt. / Construction
- Acquisitions / Sales
- Automotive Dealership ops.
- Hotel & Restaurant ops.
- Bowling & Entertainment
- Entrepreneur
- Training & Development
- HR / Recruiting
- New business startup
- Business Ownership
- Financials
- Budgeting
- Capex
- IRR / NOI / ROI
- Marketing
- Advertising
- New Construction/Lease Up
- Project/Construction Mgt

**Education:**

**New England College  
Henniker, New Hampshire**

2016 MBA/MRM Business – Real Estate  
Management/Project Management

- President's Award

**State University of New York at Oswego  
– Oswego, New York**

2014 BA – Public Justice/Public Policy

- President's Award
- Dean's List

**Clarkson University  
Potsdam, New York**

1992 BS – Engineering Science

- Dean's List

# Joseph Mahar

**Experience:**

**Senior Regional Operations Manager – FL/GA  
Wendover Housing Partners | 2022 -Present**

- Enhanced regional performance
- Implementing proven management processes to increase revenue.
- Developed processes to save on costs and prevent losses.
- Devised processes to boost long-term business success and increase profit levels.
- Traveled to locations to each community and reviewed property performance.
- Oversee operations of over 100 team members.
- Reduced budgetary expenditure
- Effectively negotiating contracts for more advantageous terms.
- Create individual performance plans with mentoring programs to improve performance.
- Recruit, hire and train initial personnel.
- Establish key internal functions and outline the scope of positions for the organization.
- Coordinate leadership workshops to promote best practices to optimize productivity.
- Develop and adhered to community budgets.
- Address and quickly resolved resident complaints.
- Enforce compliance regulations and guidelines.
- Develop annual operating budgets and forecasts, sales and marketing plans.
- Administer property-related budgets, review invoices and track costs.
- Conduct inspections of property grounds, buildings and equipment regularly.
- Identify maintenance concerns and direct timely repairs.
- Affordable, Tax-Credit, RD, DD, Market Rate, Student Housing, Retail and Commercial,

**Regional Vice President of Property Management  
KPM Management – FL/TX/GA/NC/SC/AZ/NV | 2019 – 2022**

- Acquisitions, Asset Management, Due Diligence, Property Takeover across several states
- Reduction of Covid related delinquency by more than 50% within 6 months of takeover
- Project Management - \$500 Million Dollar Renovation Project Manager
- New Construction Manager, Regional Training Manager.
- Florida State Portfolio Operations Senior Regional Manager.
- Implement AIRM rent management system.
- Portfolio Operations checklist, daily, monthly and financial analysis reporting.
- Prepare annual budgets, Capex and investor return reporting.
- Implement security processes, policy and procedures, and property regulation guidelines.
- Implement, negotiate 3rd party vendor, utility, property software & equipment contracts.
- Improve financial performance, increased revenues, controlled expenses & increased NOI.
- Conventional, LIHTC, Section 8, Student Housing, Manufactured Housing, RD, DD, Commercial, Retail.

**Senior Regional Operations Manager  
Lawson Companies VA/SC/NC | 2014 – 2019**

- Monitor compliance, policies and procedures, laws and ordinances, safety procedures.
- Responsible for all day-to-day property operations, maximized resident retention.
- Developed and implemented marketing plans.
- Hiring, training, empowering, and motivating on-site staff. members.
- Preparation of annual budgets, goals, and objectives.
- Conventional, LIHTC, Project Based Section 8, RD, DD, New Construction, Manufactured, Student Housing, Commercial.
- Responsible for transitioning properties into receivership, or management take overs.
- Obtained new client business, due diligence, pro-forma and new takeover budgets.
- Achieved the highest possible (NOI), effective cost control.
- Maximized revenue with proactive strategies and delinquency management.
- Review monthly & annual financials, identify & analyze procedures & programs.
- Responsible for market analysis to set Pro-formas, Budgets and NOI for startup and transitional properties.
- Maintained and grew occupancy from 84% to above 95% across the entire 7500-unit portfolios managed.
- Decreased delinquency to under 2% from an 18% delinquency across the portfolio when coming on to the company.

## **President of Operations /Vice President of Operations**

### **MTM Management NY/OH/NJ/PA | 1994 – 2014**

- 94'-96' Sales / 96'-2000 Acquisitions-Asset Mgt / 2000-05' Dir of Property Mgt
- Oversee operations, including focusing on relationship management and maximizing resident retention for 28,400 units.
- Develop and manage marketing and advertising initiatives.
- Interview residents manage leasing and documentation and resolve tenant and operational issues.
- Manage vendor relationships and contractual agreements, securing advantageous pricing and minimizing costs.
- Compile, analyze and report on metrics, including monthly financial statements.
- Maintained physical and economic occupancy at/above budget last 10 years.
- Managed marketing, collateral creation, online posting, and community outreach.
- Handled financial reporting and budgeting and forecasting, Capex 5yr-10yr plans.
- Established set-aside program for affordable housing. RD, DD, 4%, 9%, LIHTC, HUD.
- Managed accounts receivable and payable. Avg site shop score of 95% or better for 9 years.
- Capital projects, site renovations, site exterior painting, and pool resurfacing.
- Managed operations with \$140m-\$450m annual Operating Expense budgets and \$300m Capital. Prepared operating & capital budgets. Received 95 - 100% on all Customer Satisfaction Surveys.
- Performed property inspections, implemented preventive maintenance programs, rolled out new policies & procedures.
- Negotiate contracts, farming, marketing, market analysis, evaluate trends, listing presentations, listing contracts, purchase agreements, negotiating counter offers, client relations, and property management.
- Generated new clients/business through networking at local business, charities, and chamber functions.
- Secured exclusive listings, ensured client confidentiality, collected extremely sensitive data and assembled into packages for review by Co-op Boards and Condominium Associations, Foreclosure, Bank Owned, Short Sale Specialist.
- Responsible for the full recruiting cycle including sourcing, interviewing, and presenting qualified candidates.
- Networks through industry contacts, association memberships, trade groups, and associates to source the best possible talent.
- Conduct regular follow-up with managers to determine the effectiveness of recruiting plans and implementation.
- Developed candidate pipelines to meet challenge of ongoing hiring needs.
- Ensures compliance with company policies and EEO / ADA guidelines.

### **References:**

James McGrath - EBusiness Solutions  
40years known – Professional.  
[JMcGrath1008@gmail.com](mailto:JMcGrath1008@gmail.com)

Jack Howell – Howell Properties LLC. 25years known – Professional.  
[jhowell05@gmail.com](mailto:jhowell05@gmail.com)

Shawn Darby – KPM  
25 years known – Professional.  
[Darbymeats2016@gmail.com](mailto:Darbymeats2016@gmail.com)

### ***LIHTC Certifications - HCCP***

***NAR-National Association of Realtors***

***SFR ABR CRS Designations***

***NAA-National Apartment Association***

***FAA-Florida Apartment Association***

***CPM – Certified Property Manager***

***CAM – Community Association Manager***

### ***President Award –***

***SUNY Oswego / New England College***

### ***Dean's List –***

***Clarkson University***

### **Propertyware software experience -**

**RealPage – OneSite – Yardi**

**Resnet –Entrata -Resman**

**Microsoft – Teams – Office – Excel – Access  
Reporting design and setup.**

**Asset Management – Construction and Project  
Management – Operations Management**

### **MBA – MRM**

**Business Administration**

**Real Estate Management**

**Project – Construction Management**

### **Fixed Operations Director**

**– Automotive Industry**

**– Family-owned franchise dealerships**

**General Manager/Operations Director–  
Hospitality – Hotel – Bowling – Restaurant –  
Billiards**

**15 years owned / operated**

**6 Bowling & Accessories Pro Shops**

**18 years owned / operated**

**Facility maintenance and janitorial business.**

**Member of Professional Bowlers Association –  
PBA Regional Tour Winner**

**Vice President - Board of Directors USBC**

**– United State Bowling Congress**

**Elks & Lions Club Board Member**

**- Elks State Bowling Board of Directors**