

**RONALD H. SILVERMAN**  
**4947 MCPHERSON AVENUE**  
**ST. LOUIS, MISSOURI 63108**  
314-578-2222  
[SRONSIL@AOL.COM](mailto:SRONSIL@AOL.COM)

## PROFILE

An accomplished professional with extensive, broad-based experience in real estate, development, and construction. Demonstrated record of simultaneously managing multiple large-scale projects. Solid people skills with a balance of tact and tenacity when negotiating and dealing with individuals on all levels. Strong communication skills with the ability to visualize and communicate big-picture goals and provide the direction to attain them. Unique experience in multiple building types, including Industrial, Medical, Hospitality, Multi-Family, Residential and Mixed Use. Law Degree. Licensed Missouri Salesperson

### PROFESSIONAL EXPERIENCE • ACCOMPLISHMENTS

CRG division of Clayco, Inc. 2019 to 2020  
Owners Representative for a 12,000 square foot office renovation.

Real Estate and Construction Consultant, St. Louis, Missouri 2018 to 2019  
Self-employed consultant providing expertise on several complex development projects in the St. Louis Metro area.

Commercial Development Company, St. Louis, Missouri 2016 to 2018  
***Construction & Development Manager***

Owner's Representative responsible for the planning, design, development and construction of:  
a 60,000 square foot, \$10 Million corporate office building.  
136,000 square foot, \$32 Million, 171 key **Marriott Courtyard/Residence Inn**.  
Oversight for the owners of the Woodward Lofts, a historic rehab of a 250,000-sf warehouse into 164 market rate Loft Units.

Mills Properties, St. Louis, Missouri 2012 to 2016  
***Senior Development & Construction Manager***

Owner's Representative responsible for the management of the design, development and construction of ***The Orion***; a \$75 million-dollar mixed-use project featuring 177 luxury apartment homes, a 38,000 square foot Whole Foods Market and a 450-space structured parking garage. This project achieved the highest rental rate in the St. Louis multi-family market.

HRI Properties, St. Louis, Missouri 2000 to 2011  
***Senior Vice President & Regional Manager***

Complete responsibility for the administration and operation of the firm's first regional office. The company is headquartered in New Orleans, Louisiana and has completed more than \$1.4 billion of projects including 50 large-scale projects; 4,496 apartment units. 3,487 hotel rooms and over 500,000 square feet of office and retail space. Member of the firm's Executive Committee. Significant accomplishments include the direction of the development, design and construction of the following major projects:

- \$290 million ***Renaissance Grand and Suites Hotel*** - St. Louis, MO. This 1,083 room, four star hotel project combines a historic restoration of two historic hotel properties with the new construction of a 23 story tower addition, a 129,600 square foot ballroom, meeting and retail building and a 880 space, 10 level parking structure. The entire complex totals more than 1 million square feet.

- \$47 million **Merchandise Mart Apartments** – St. Louis, MO. This historic rehabilitation of a structure built in 1888 occupies an entire city block and features 213 loft apartments, the 6,000 square foot Prime 1000 restaurant and bar and 4,000 square feet of other retail tenants.
- The \$35 million **Cupples Station Loft Apartments** - St. Louis, MO. This 154,000 square foot, 7 story structure was designed by Eames & Young and originally constructed in 1900. Converted into 131 loft style apartments and a ground level bar and restaurant. This building continues the development of the historic Cupples Station Complex and will adjoin Ballpark Village.
- \$32 million **Nissen Building** - Winston-Salem, NC. This historic 18 story office building has been redeveloped into 145 luxury rental apartments, a 6,000 square foot Mellow Mushroom restaurant and 4,500 square feet of other commercial/retail space.
- \$60 million **Hilton Shreveport** – Shreveport, LA. A 12 story, 313 room new build full service hotel opened in 2007. The 230,250 square foot hotel is owned by the City of Shreveport and connected to the Shreveport Convention Center.
- \$110 million **Miller & Rhoads Hotel and Condominiums** - Richmond, VA. This 450,000 square foot, 7 story mixed-use project covers a city block and includes a 250 room Hilton Garden Inn, 133 Condominiums and 20,000 of retail/commercial space.
- \$90 million **Hilton Garden Inn and Residences** - Jackson, MS. A 12 story, mixed-use renovation located in downtown Jackson – consisting of a 186 room Hilton Garden Inn, 64 upscale apartment units and retail space. Historic spaces of the hotel are intricately restored back to their original grandeur including the lobby, ballroom, rotunda, pre-function spaces, and the building’s neo-classical exterior. This restoration has won numerous national awards.
- \$35 million **Standard Life Apartments** - Jackson, MS. A renovation and adaptive re-use of the historic 21 story Standard Life Building office building constructed in 1929 into 76 upscale apartments and retail/commercial space.

**McEagle Development, L.C., St. Louis, Missouri**  
**Executive Vice President**

**1998 to 2000**

Overall responsibility for the operations and management of a real estate development organization including development, construction, marketing and property management. Major emphasis on the completion of the region’s largest master planned mixed-use community, **WingHaven®**, a 1,100 acre project with an estimated value in excess of \$700 million upon completion. Significant accomplishments include:

- Direction of the design and construction of the projects infrastructure with a value of \$15.25 million.
- Negotiation and development of the **MasterCard International Operations Center**, a 560,000 square foot state of the art office and computer facility with a value of \$145 million.
- Lead negotiator with the **Missouri Department of Transportation** for the construction of a \$17.4 million-dollar diamond highway interchange *at no cost to the developer*.
- Build -to-suit transactions with a value of \$25 million.

**BJC Health Systems, St. Louis, Missouri**  
**Director of Design, Construction and Real Estate Service**

**1990 to 1998**

Provide the direction and management control of system wide real estate activities as well as design and construction direction for one of the largest health care systems in the country. and management control of system wide real estate activities as well as design and construction direction for one of the largest health care systems in the country. Responsible for administration of a wide variety of real estate transactions including acquisitions, property management, and operations for a portfolio of more than 13 million square feet of diverse properties in two states. Serve as principal negotiator in all system wide real estate transactions and as the primary interface with municipalities on matters involving planning, zoning and entitlements. Select and supervise architects, engineers, contractors and specialty consultants. Coordinate with both external and internal legal staff. Significant accomplishments include:

- Established the first real estate department for the health care system.
- Created and implemented a third-party property management program, improving the performance and communication between the system and tenants in system-owned and master-leased buildings while substantially increasing rental income and reducing expenses.

- Created an internal real estate development function capable of delivering major projects from acquisition and land development through construction and tenant finish. Completed significant medical office buildings on the Missouri Baptist and Barnes West County campuses.

**B.A., J.D Degree, University of Laverne, Los Angeles, CA**  
**Missouri Licensed Salesperson**