

Stephen E. Smith

Fairway, KS 66205 • (816)729-2693 • stephen_edward_smith@yahoo.com

Director of Real Estate & Construction

Construction Operations | Real Estate Development | Capital Project Management | Executive Leadership

Senior Real Estate and Construction executive with expertise in building design and construction, real estate negotiations, site selection, vendor sourcing, and financial analysis. Demonstrated success building teams and guiding the planning and execution of complex projects for new building construction, remodels, and relocations. Strong business and financial acumen with knowledge in all facets of capital project management and experience administering large operating budgets, preparing annual forecasts, and managing stakeholder relationships.

AREAS OF EXPERTISE

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|--------------------------------|----------------------------|----------------------------|
| • Real Estate & Construction | • Vendor Management | • Market & Data Analysis |
| • Site Selection & Development | • Operations Management | • Contract Negotiations |
| • Budgeting & Forecasting | • Multi-Project Management | • Franchisee Relationships |
| • Real Estate Negotiations | • Permits & Compliance | • Prototype Development |

PROFESSIONAL EXPERIENCE

Sonic Corp / Inspire Brands

2017 - 2020

Director of Real Estate & Construction

Direct all real estate development across an 18-state territory and construction projects across a 33-state region, working closely with sales, design teams, architects, engineers, and real estate/construction teams.

- Lead all development planning, market analytics, site selection, and forecasting for both franchise and corporately owned projects
- Developed and documented best practices for obtaining the leadership board's approval for new sites, which was rolled out to all real estate development teams
- Represented the company at national and regional International Council of Shopping Centers (ICSC) real estate conferences and trade shows
- Manage construction bids, prepare project cost estimates, attend city planning meetings, secure permits, and oversee projects for new builds, scrape and rebuilds, relocations, and remodels
- Manage relationships with franchisees and source vendors, architects, engineers, and contractors for all signage, furniture, and equipment

Shelter Insurance

2012 - 2017

Property Adjuster, Catastrophe Response Team

Leveraged construction knowledge and contacts in the industry to assist with inspections for personal and commercial catastrophic claims.

- Managed the full claims process, included scheduling and conducting inspections, estimating losses, verifying policy coverage, preparing documentation, and closing over 100 claims per month totaling several million dollars
- Mentored new employees, ensuring their success through training, property appraisal, coverage review, and negotiation techniques

Mr. Goodcents Franchise Systems Inc

2001 - 2010

Director of Restaurant Development (2003 - 2010)

Directed new restaurant design and construction projects, building a strong network of architects, engineers, and contractors to complete projects statewide.

- Developed floor plans using AutoCAD software, updated restaurant prototypes, reviewed all construction documents, and secured necessary permits
- Evaluated all construction, signage and equipment bids and maintained all project documentation and created a manual to standardize the new store opening process

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Director of Field Services (2001 - 2003)

Managed a team of seven field consultants overseeing operations of 130 franchise units and four company-owned sites. Identified new site locations, negotiated letters of intent and leases for new sites, and provided support through the end-to-end process of new restaurant openings.

ADDITIONAL EXPERIENCE

Construction Concepts LLC

Owner/President

Own and operate a general contracting company with responsibility for overseeing all aspects of project development, including lease negotiations, design and construction of new builds, remodels, and tenant improvements specializing but not limited to the restaurant industry.

Hardee's Food Systems, Inc.

District Manager of Operations

Directed a team of 80 Managers across 16 restaurants and administered an \$18M P&L with full accountability for the financial and operational performance of each location. Drove a 12% increase in unit volume sales through execution of local marketing strategies and a focus on customer satisfaction.

PROFESSIONAL AFFILIATIONS & CERTIFICATIONS

Class A Certified • International Code Council (ICC)
International Council of Shopping Centers
International Franchise Association

EDUCATION

Master of Public Administration (MPA) • University of Missouri • Columbia, MO
Bachelor of Science (BS) in Accounting & Business Administration • Columbia College • Columbia, MO