

Resume
Stephen Rambo Cissel
127 Willow Pond Lane
Ponte Vedra Beach, Florida

FirstStar Development
President and Founder

Mission Statement

To be a full service real estate Development Company, providing acquisition assistance through development assistance in the State of Florida for property Owners and Investors. Focus on containing liability and insuring profits using proper management.

➤ **2001 to Current**

Representing Cypress Real Estate Advisors, Austin, Texas on search for land to be developed as income producing. Current development management services for;

Jackson Square at San Marco, Jacksonville, Florida

This is a 20 acre mixed use development using a Transit Oriented Development planning program to utilize the volume commuter traffic on I-95, Philips and the FEC ROW for commuter rail. The project includes 750 apartments, 150,000 sf Retail, 200,000 sf office,

Maiden Creek at Brunswick Georgia

This multi-family community is still in the planning stages located on Maiden Creek with full deep water access to the Atlantic Ocean.

Representing BDI, Inc, Ponte Vedra Beach, Florida on full entitlement and development of the infrastructure. Assisted in the negotiation for the “Builder Program”

Morgan’s Cove, St. Augustine, Florida

This 279 acre, 493 home subdivision is fully entitled and permitted and scheduled for finish lot builder program with three affordable home builder that are scheduling model openings in Spring of 2009.

❖ **Representing Deerwood Development LLC, I – Drive Investors LLC, Gate Parkway Investors LLC on the following:**

II Villagio Condominiums, Jacksonville, Florida

440 Unit Garden Style development, concrete block and cast in place, two and three story structures.

- Designed and developed the Sales and Marketing Center.
- Designed and developed the 7900 SF Clubhouse and Lake Amenity features.
- Developed logistic planning of development and oversaw the Owner’s Project Manager and the construction contractor.
- Developed the construction planning and construction scheduling for the 32 Acre Site.

- Created the Customer Service Acceptance Program and monitored the closing operation and developed the Warranty Program.

AcquaSol Mixed Use Subdivision, Orlando, Florida

77.8 Acre parcel on International Drive for mixed use for 2057 residential units and 64,000 SF of retail for sale product.

- Due-diligence on site for acquisition.
- Selected the design professionals for planning, engineering and architecture for a For Sale Condominium development of 844 Units in a garden style development.
- Designed three products for residential, six story 30 unit structure using post-tensioning cast in place concrete with masonry infill, three story townhouse and two story flat over flat masonry and cast in place structures for sale product.
- Designed a three story town center using a retail ground floor and two floors of short term rentals.
- Rezoned the property to PUD for the town center and residential components.
- Master planned the remaining AC-3 SP zoned property for inclusion into the South Florida Water Management District Permit for the entire 77.8 acres.
- Negotiated the Corp of Engineering Permit mitigation plan to allow 100% development of the site using off-site mitigation.

TerraSol, Jacksonville, Florida

20 Acre, 400 unit condominium development, with preserve frontage.

- Negotiated the acquisition for the property and did all due-diligence for the conditions of the contract.
- Selected and managed the design professionals for civil engineering and entrance and amenity design. Reused the AcquaSol architecture for sale product with some modifications.

➤ 2001 to 2004

❖ Represented master developer as follows:

**South Star Partners
Miami, Florida**

Bartram Springs Mixed Use Subdivision, Jacksonville, Florida

Obtained entitlements for a 2,300 acre; 1187 lot subdivision, Bartram Springs, Jacksonville, Florida, which included St. Johns Water Management District and Corp of Engineers permits. Managed the professionals in the roadway and amenity center design process and developed the logistics for development, soliciting and analyzing the horizontal bids and completing the contract awarding process to a CDD for execution.

❖ Represented two entities in developing projects as follows:

**Brown & Luke Contracting
Coastline Utilities**

Providing management services to a Sitework and a Utility Contractor, negotiating and planning for horizontal developments in Northeast Florida including mass clearing, grading, utilities and roadway construction for the following projects:

- **Village Walk**
35 acre mixed use, apartments, retail and office development, included all mass clearing and grading along with all utilities and roadway construction.
- **Marsh Harbor;**
75 acre; single family sub-division on the intracoastal waterway that included a 25 ft. deep lift station and a double 24 inch jack and bore under the intracoastal of 500 ft. long.
- **Mallards Landing**
45 acre; multi-family development of 35 structures which included all mass clearing and grading along with all utilities and roadway construction.
- **Hunters Run**
30 acre; multi-family development of 33 structures which included all mass clearing and grading along with all utilities and roadway construction.
- **Sea Pines**
100 Acre; 180 lot single family subdivision, which included all mass clearing and grading along with utilities and roadway construction

➤ **1996 to 2001**

Cissel & Company

President and founder

General real estate development service provider in general contracting and real estate brokerage operations. Opened general real estate office in Ponte Vedra Beach for retail sales along with providing design-build services for the following:

- **4023 Salisbury Road, Jacksonville, Florida**
20,000 SF Assisted Living Facility, acquisition and due-diligent services, design services for permitting and value engineering, entitlements procurement.
- **100 Executive Way , Ponte Vedra Beach, Florida**
19,000 SF office building, design build services
- **350 3rd Street South, Jacksonville Beach, Florida**
9000 SF office building, design build services
- **2850 Ravenswood Road, Ft. Lauderdale, Florida**
300,000 SF manufacturing plant, design build services, fast track coordination to maintain factory out-put, re-zoning for update expansion, Brownfield designation procurement, tilt-wall construction with pre-cast columns and hollow core slab construction, Category Five hurricane construction qualified, full generator back up.
- **5270 Palm Valley Road, Ponte Vedra Beach, Florida**
3500 SF office building, design build services
- **11900 Main Street, Jacksonville, Florida**
23 acre industrial park, Nationwide Equipment Company, 115,000 SF manufacturing plant for restoring heavy equipment, design build, entitlement procurement.

➤ **1985 to 1996**

The Development Group Inc.

Vice President of Development and Construction

General real estate development services, start-up development company, responsibilities included due-diligence for acquisition, planning, zoning, permitting and entitlements, horizontal cost value engineering and production management, vertical cost value engineering and production management

TDG Construction Inc.

President and Founder

General Contracting services for tenant build-outs of retail centers and design build services for corporate clients.

- ❖ Representing merchant apartment development as Developer of Record for General Electric Capital and American Express Capital and private equity groups as follows:
 - Sail Cove Apartments, Gate Parkway, Jacksonville, Florida
280 units, wood frame two story structures
 - The Links of Windsor Parke, Hodges Blvd., Jacksonville, Florida
250 units, wood frame, garden apartments two and three story structures
Windsor Parke golf course frontage.
 - The Ocean Links, Ponte Vedra Beach, Florida
225 units, wood frame, garden apartments two and three story structures
Ponte Vedra Beach golf course frontage
 - Northlake Apartments, Dunn Avenue, Jacksonville, Florida
225 units, wood frame, garden apartments two and three story structures
 - Bridgewater Apartments, Wells Crossing Blvd., Orange Park, Florida
280 units, wood frame, garden apartments two and three story structures
Included a 158 acre; PUD development, "Wells Crossing" on Wells Road, Orange Park, Florida, zoning and entitlement procurement, Land Association documentation including all roadway improvements for Retail and Industrial elements.
 - Mariners Wharf Apartments, Crossing Blvd., Orange Park, Florida
280 units, wood frame, garden apartments two and three story structures
Include in the Wells Crossing PUD.
 - Coopers Hawk Apartments, St. Augustine Road, Jacksonville, Florida
188 units, wood frame, garden apartments two and three story structures
 - Lakes of Mayport Apartments, Highway AIA, Mayport, Florida
208 units, wood frame, garden apartments three story structures
- ❖ Retail development for Food Lion anchored centers handling the acquisition due-diligence, design development of civil engineering of horizontal improvements along with the architectural design of the vertical construction including construction management of the general contractor.

- Ponte Vedra Pointe Shopping Center, Ponte Vedra Beach, Florida
125,000 SF retail commercial development including 10 acres of out parcel development.
- Crossroads Shopping Center, Jacksonville, Florida
110,000 SF retail commercial development including 2 out parcels
- Main Street Shopping Center, Jacksonville, Florida
130,000 SF retail commercial development including 3 out parcels
- Hillman Square Shopping Center, Jacksonville, Florida
120,000 SF retail commercial development including 2 out parcels
- Wells Crossing Shopping Center, Orange Park, Florida
110,000 SF retail commercial developments including 1 out parcel
Included in the Wells Crossing PUD

➤ 1979 to 1984

The Deltona Corporation

Miami, Florida

- Vice President of Marketing and Sales
- Executive Board of Directors

Director of seven master planned communities totaling 70,000 acres.

Responsibilities included onsite sales operations and the coordination with overseas sales operations. Authored the business plan and operating procedures for the general real estate office operations at each community.

Developed new product line to meet new energy codes, and lead the design team in new home model centers for each community.

Developed marketing program using Owens Corning Pink Panther as “Icon” for “thermal crafted energy efficiency”, introduced computer model programming for estimating energy consumption in new homes to meet needs of the retirement fixed income customer market.

President of Community and Condominium Associations until turn-over to residents.

Managed the transition to resident control for 600 condominium development.

- **Assistant Director of Development and Construction**

Consultant; Distressed Project Management; the projects were in distress, requirement to expedite construction in a high interest rate period.

30 Acre; 150 unit first phase two story condominiums. St. Augustine, Florida

4 Acre; 22 stories, 44 units; Ocean front condominium, Marco Island, Florida.

Retained for special project management to, Authored the Deltona Corporation Development and Construction Manual of Policy and Procedures in Project Management.

➤ 1976 to 1979

Stockton Whatley & Davin

Jacksonville, Florida

- Asst. Director of Distressed Properties

Represented the mortgage lender, performed workout agreements on distressed loans. Management of Subdivision development completion with in workout conditions with the Borrower and Lender. Management of multi-story condominium completion in workout conditions for the lender. Management of garden style apartment developments and administered the development and construction loans for multi-family projects.

Education

University of Florida, College of Architecture, School of Building Construction 1976
Graduate Thesis: Analytical Cost Systems for Construction
Industry Scholarship, Dickenson Inc., Monroe, North Carolina, Worked as project manager on Johns Island Subdivision and Golf Course, Vero Beach, Florida and Sawgrass Country Club Subdivision and Golf Course in preparation for college and awarded scholarship, worked during summers while in school.

Personal

Single Parent, two children, 24 year old son, 16 year old daughter

Memberships

Northeast Florida Builder Association, Past Director
Jacksonville Chamber of Commerce, Board of Trustees
Christ Episcopal Church, Ponte Vedra
Neese High School Golden Panthers Booster Club & PTO
Ponte Vedra High School, Founder PTO

Licenses and Certificates

State of Florida Certified General Contractor since 1976
State of Florida Registered Real Estate Broker since 1980

References on Request