

# **WILLIAM STUCKEMAN**

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## **SUMMARY OF QUALIFICATIONS:**

- Experience in all sectors of the Commercial Real Estate Industry with proven experience in developing and successfully completing resolutions for distressed commercial real estate assets (loans, fee simple and leasehold interests).
- Maintains excellent contacts in the brokerage, asset management, and ownership community.
- Proven track record in development, finance, sales, acquisitions, and strategic planning.
- Extensive experience in providing advisory services to key Executives, Lenders and Owners.
- Able to perform extensive analysis and to prepare and deliver presentations, create proposals and negotiate contracts.
- Proven ability to execute development and repositioning initiatives to a successful conclusion.
- Excellent in multi-tasking and coordinating projects, leading teams, and serving as the liaison between ownership, lawyers, and funding sources.
- Outstanding leadership and communication skills. Able to quickly understand complex situations and find opportunities for resolution.

## **CORE COMPETENCIES AND SUMMARY ACCOMPLISHMENTS:**

### **Problem Loan Resolution:**

Created and executed strategies to value, sell, restructure, and refinance \$500M of non- performing CMBS and Bank Loans.

Ability to quickly analyze market value, property financial performance, review existing documentation, prepare and implement alternative solutions interfacing directly with all parties to remedy distressed situations.

### **Finance, Acquisition and Sales:**

Provided Advisory services in the successful execution of 160 transactions involving more than \$2 billion worth of transactional capital (debt / equity) in the areas of acquisition / disposition / refinancing / new construction / redevelopment for hotels, apartments, retail centers, office buildings nursing homes, and condominium rental management companies. Provided Advisory services in the acquisition or sale of \$200M of Commercial Real Estate Loans.

### **Asset Management:**

Responsible for the asset management for 4 full service upscale hotels which included budgeting, marketing, strategic planning, expense control, revenue optimization, capital expenditures, developing and executing repositioning, debt restructuring and disposition strategies.

### **Strategic Planning and Development:**

Ten years of experience as the Owners Representative and lead developer for two publicly traded companies in the strategic planning and development of three high rise ocean –front condominium projects representing more than \$270M in development costs. All projects were completed on time and under budget with all units sold and closed within 45 days of completion.

Responsible for the strategic planning, feasibility analysis, design coordination and development, expansion, or redevelopment of numerous upscale hotels, condo-hotels, and mixed use projects.

## **WORK EXPERIENCE:**

### **WS Advisory Services: Colleyville, Texas Principal**

**2008 - present**

Provides Advisory and Consulting Services pertaining to the resolution of distressed CMBS and Bank Loans. Also, provides consulting services in the acquisition, disposition, financing, sales, re-development, and strategic planning of Hotel Assets. Advises clients in sourcing debt and equity across all property types.

### **SJ Craig Financial: Lawrence, Kansas Senior Vice President – Development and Operations**

**2006 – 2008**

Directed the company's investment, disposition and repositioning / redevelopment development activities as well as overseeing hotel operations. This two-year assignment resulted in the successful disposition or re-branding of all of the company's assets.

### **FelCor Lodging Trust: Irving, Texas Special Assistant to the President / CEO**

**2000 – 2005**

Responsible for Company's development efforts and select asset acquisitions and dispositions. Primary responsibility was as project developer and strategic planner for condominium and other projects that were developed in partnership with Hilton Hotel Corporation. Directed the strategic planning design, sales, pre-development, construction, and sell out of a 241 Unit / \$175M high rise ocean – front resort condominium project. Directed the strategic planning design, pre-sale, rezoning and the overall pre-development effort for an additional 183 unit/\$95M ocean – front resort condominium project. Also, coordinated the strategic planning and design efforts for the development of a new Holiday Inn Prototype Hotel and the initial planning, feasibility analysis and design for several Embassy Suite Hotels.

### **WS Financial Services: Pittsburgh, PA Principal**

**1990-2000**

Provided specialized consulting and advisory services related to real estate acquisition, sales, financing, problem loan resolution, and development in the Hotel and Apartment sectors. Clients served and summary accomplishments are as follows:

*FelCor Lodging Trust:* Over an eight-year period provided, acquisition, analysis, financing and development services. Directing the acquisition and repositioning of seven hotels representing an investment of \$200,000,000. Arranged interim and permanent financing. Represented FelCor and Hilton Hotels (then PROMUS) in the joint venture acquisition of a 150-acre Resort. Served as a consultant to FelCor and Hilton Hotels as strategic planner and project developer of the resort from 1996 to 2000. Directed the design, construction and completion of a 200 unit \$50M Condominium project that also included an interactive water park and 30,000 sq. ft of meeting space.

*Westinghouse Credit Corporation:* Served as a consultant to the Chairman and others in the company in advising with the successful restructuring and refinancing of a \$450,000,000 apartment portfolio. In addition, originated \$ 100,000,000 in financing and joint ventures on various Apartment projects using IRB Financing as well as 221D4 FHA Insured Financing.

*Remington Hotels:* Provided consulting services on condominium development.

*Shannon Hotels:* Acted as lead consultant on the sale to Lend Lease of the Holiday Inn Lido Beach and the Hilton on Longboat Key. Provided Advisory services on the Resort at Longboat Key Club.

*The Mariner Group/ South Seas Plantation:* Provided consulting services in various acquisition efforts.

*Ocwen Financial:* Assisted the Lender as lead advisor in the sale of the Knickerbocker Hotel to Richfield Hospitality.

*Aetna:* Facilitated the sale of \$45M in defaulted participating hotel loans to Lowes Enterprises.

**WS Financial Services: Pittsburgh, PA (continued)**  
**Principal**

**1990-2000**

*Creative Real Estate Development Company:* Arranged non – recourse financing more than \$25M for three Hampton Inns and a Residence Inn. Two of the Hampton Inns were the of the first 10 Hampton Inn’s developed in the United States.

*Cedarwood Development Company:* Over a 7-year period arranged more than \$150M in financing for various hotel (Radisson Suites at Sand Key – Now the Marriott Suites Clearwater / Sand Key) apartment, retail, and office properties.

*Other:* Arranged more than \$150,000,000 in non-recourse debt for apartments owned by various clients.

**Carey, Kramer, Pelusi and Company: Pittsburgh, PA**  
**Vice President – Commercial Mortgage Banking**

**1984 - 1990**

Served as Vice President for a Mortgage Banking Firm that was previously part of the Rouse Company and is now part of Holiday, Fenoglio and Fowler. During tenure with CKP originated over \$500M in debt and equity placements representing a stable of 10 Life Insurance Companies. Arranged \$200M of construction loans using tax exempt bond financing. Funding sources included AEW, Mutual Benefit, Allstate, AETNA, GIGNA, Westinghouse Credit, Textron, Dollar Bank, GE Capital, and various conduit lenders. Types of projects financed included apartments, hotels, retail centers, mixed use properties, office buildings, and nursing homes.

**Dollar Savings Bank: Pittsburgh, PA**  
**Assistant Vice President**

**1982-1984**

**Mellon Bank NA: Pittsburgh, PA**  
**Banking Officer**

**1978- 1982**

**EDUCATION:**

West Virginia University – Bachelor of Science Degree  
Carnegie Mellon University - Graduate Level Study in Finance and Accounting

**EDUCATION:**

Bachelor of Science Degree in the School of Forestry, West Virginia University, 1975  
Graduate Level Courses in Accounting and Finance, Carnegie Mellon University, 1979

**COMPUTER SKILLS:**

Excel, Word

**AFFILIATIONS:**

Gerson Lehman Group – Council and Educator Member  
Advisory Board, Children’s Medical Center, Dallas, Texas  
Compass Church - Member  
USA Hockey – Coach  
Eagle Scout