

exp. 03/25/21

01190 - Volunteer Committee / Advisory Board Member

Contact Information -- Person ID: 39687663

Name: PAUL TRUPIA Address: 55 SE 2nd Avenue, Suite 205
Delray Beach, Florida 33444
US

Home Phone: (914) 774-5218 Alternate Phone:

Email: TRUPIA@GMAIL.COM Notification Email

Preference:

Former Last Name: Month and Day of Birth: 10/14

Personal Information

Driver's License: Yes, Florida , ass E

Can you, after employment, submit proof of your legal right to work in the United States? Yes

What is your highest level of education? Bachelor's Degree

Preferences

Minimum Compensation: \$0.00 per hour; \$0.00 per year

Are you willing to relocate? Maybe

Types of positions you will accept:

Types of work you will accept: Full Time , Part Time , Per Diem

Types of shifts you will accept: Day , Evening , Night , On Call (as needed)

Objective

Participate and volunteer my time and expertise to help in the growth of my local community.

Education

City of Delray Beach has chosen not to collect this information for this job posting.

Work Experience

Managing Director
11/2014 - Present

Hours worked per week: 40
Monthly Salary: \$0.00
May we contact this employer?

Kentwood Capital Advisors
York, California

Duties

Established a platform to focus on and source shopping centers and single tenant net leased investments nationally for specifically for select high net worth clients

* Established a successful trademarked 1031 Exchange Process and large referral program spanning coast to coast

* Completed over \$100,000,000 in sales, 75% of which represented Buy Side Clients and were Co-brokered with an extensive brokerage network

* Expanded Santa Monica office from 2016-2018

* Expanded capabilities to include retail site selection and build to suit development advisory

* Utilized underwriting techniques, including current market cap rates, tenant quality and credit analysis, lease terms, rent/sales ratios, loan to value, historical sales history, along with target geographic economic drivers to project valuation and pricing metrics

* Strategize with investors on target acquisitions including underwriting, debt

structures, exit cap rate and residual value.

* Additional focus on Shopping Centers across the nation with grocery anchored tenancy. Added value with outparcel development opportunities and re-tenanting remaining space with stronger credit tenants.

* Sourced short-term net leased properties for clients in order to re-execute leases and add instant value. Handled all tenant correspondence and lease negotiation.

* Built an experienced team that currently achieves and exceeds company goals and targets.

Partner / Director of Operations

1/2011 - Present

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

P3 Property Management & Design
Palm Beach Gardens, Florida

Duties

Syndicated the purchase of 285 Condominium Units and established an onsite rental and management services to Investor Owned Units.

* Oversee the inspection, renovation, maintenance and leasing of 285 out of 316 units on behalf of the members of a Condominium Association Board.

* Ensure that our clients' investment properties are rented to maximum market value, in a timely fashion and to the most qualified tenants.

* Lead company expansion and produced strategy to expand into the South Florida market with a successful addition of over 50 units.

* Handled unit management upgrades and common area construction projects, as well as tenant screening, lease preparation and rent collection.

* Developed relationships with local contractors and specialists for expansion of private design and renovation accounts.

Director

11/2013 - 11/2014

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

Stan Johnson Company
New York, New York

Duties

Recruited by #1 Investment Brokerage Firm, focused exclusively on single-tenant net leased real estate. SJC has done over 900 transactions and \$4 Billion in sales in the past two years.

* Recruited by the top producing Team to achieve gross commission goal of \$3,000,000 in 2nd year of New York presence and lead team expansion with analysts and junior associates.

* Handled in house market analysis, financial modeling, cash flow analysis, lease review, and due diligence activities for all new projects and high level client management.

* Exclusively sourced and hired to market over \$60,000,000 in assets in the first four months.

* Established net lease relationships with investors and developers by using New York network of over 8 years of real estate experience.

* Exclusively hired by Phillips Edison (One of the largest, public, non-traded REIT's) to begin the disposition of assets for their first ever NNN Lease Fund.

* ~~~~~ focus on merchant developers along the east coast and Shopping Center developers with outparcel's.

Director of Acquisitions

7/2011 - 10/2013

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

Cohen Commercial Properties
New York, New York

Duties

Spearheaded the company initiative for retail expansion into the New York City market by sourcing and executing transactions.

- * Expanded Single Tenant and Shopping Center acquisitions efforts by sourcing off market and jo
- * Secured Joint Venture partners for over \$50,000,000 worth of retail and mixed use investments in six months.
- * Lead in house market analysis, financial modeling, cash flow analysis, lease review, and due diligence activities for all new acquisitions.
- * Built a division and team from the ground up, dedicated to sourcing acquisitions and gathering market knowledge and brokering all properties outside of the acquisition criteria.
- * Established the company as a strong retail driven investor with the ability to aggressively close deals.
- * Expansive national broker network, as well as property owners operating in established target markets. Created a customized database with over 30,000 active retail real estate professionals to help source deals and brand company.
- * Worked with attorneys and colleagues to negotiate successful contracts and monitor the entire transaction process.

Senior Associate

1/2006 - 5/2011

Hours worked per week: 40

Monthly Salary: \$0.00

May we contact this employer?

Massey Knakal
New York, New York

Duties

- * Massey Knakal was acquired by Cushman Wakefield and was New York's No. 1 Investment Sales firm (based on number of transactions) for more than a decade
- * Platform was based on exclusively in representing owners in the sale, retail lease or financing of their properties in the New York metro area.
- * Extensive experience creating detailed Opinion of Values on a wide range of transactions including office buildings, townhouses, multi-family buildings, development sites, large portfolios, note sales, commercial coop/condo sales
- * Reviewed and developed all due diligence packages including violation reports, environmental reports rent regulation analyses, lease abstraction, cash flow models and organizing potential financing.
- * Helped market over 100 listings and closed transactions with an aggregate value totaling more than \$350,000,000.
- * Relied upon to handle high net worth client management, solicit offers, expand business, track and understand local market drivers i.e. rents, sellouts, market share and comparable sales within a defined territory.
- * Supported Two of Massey Knakal's Top Producers in 2007, 2008 & 2009
- * Day to day interactions with building owners, investors, brokers, appraisers and tenants through calls and meetings.

Certificates and Licenses

Type: Real Estate Broker License

Number:

Issued by:

Date Issued: 2 /2006 Date Expires: 2 /2021

Skills

Office Skills

Typing:

Data Entry:

Additional Information

Professional Associations

New York Athletic Club

Professional Associations

USTA Tennis Team Member - Ranked in the Northeast & Southeast
CCIM (Certified Commercial Investment Member) National Member
ICSC (International Council of Shopping Centers) National Member

Honors & Awards

Academic & Athletic Scholarship

References

Professional

Breslin, Ed

9147745218

ebreslin@kentwoodcapital.com

Personal

Massari, Domenique

110 SE 2nd Street, 402

Delray Beach, Florida 33444

561-271-6849

dmassaripa.c@gmail.com

Resume

Text Resume

Attachments

Agency-Wide Questions

1. Q: The Board application MUST be completed whether you submit a resume or not. It is important that your application show all the relevant experience and skills you possess that would assist you in serving on this committee or board. Applications must be received no later than ten (10) business days prior to the first City Commission meeting where the nomination for appointment to the board will be considered. Applications may be rejected if incomplete. Resumes alone WILL be rejected. PLEASE NOTE: A) ONCE YOU SUBMIT YOUR APPLICATION, YOU WON'T BE ABLE TO ADD OR CHANGE ANYTHING and you will NOT be able to reapply for the same position(s) during that posting period. B) The City of Delray Beach is a public entity subject to Chapter 119 of the Florida Statutes concerning public records. Therefore, please be advised that all applications are public record and subject to the disclosure provisions of Chapter 119 of the Florida Statutes. In addition, please be advised that applications will remain on file in the City Clerk's Office for a period of two (2) years from the date submitted. It is the applicant's responsibility to ensure that the application on file is current.

A: Acknowledged, I entered all my experience and information in this application. I understand that my application may be rejected if incomplete. Also, I understand that my application needs to be completed whether I submit a resume or not and I understand that resumes alone will be rejected. I have checked my application before submitting and I understand that I won't be able to change or add anything once the application is submitted. I also understand that my application is considered a public record and will remain on file in the City Clerk's Office for a period of two (2) years from the date it was submitted.

2. Q: Declaration of Personal Information Exemption Personal Information provided in this application is public information unless the applicant qualifies for an exemption pursuant to Florida Statutes. You are encouraged to thoroughly read the applicable sub-sections of F.S. 119.071. If you qualify for an exemption, your address and phone number are protected information. If you have any questions, please contact the Clerk's Office at 561-243-7056. Do you qualify for a statutory exemption from public disclosure based upon F.S. 119.071?

A: No

3. Q: If you stated yes to the above, please list under which sub-section of F.S. 119.971 do you qualify for a statutory exemption from public disclosure?

A:

-
- 4. Q:** The City of Delray Beach does not discriminate on the basis of race, color, national origin, sex, religion, age or disability, marital status, family status or sexual orientation in employment or the provision of services.

A: Acknowledged

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- 5. Q:** I identify my gender as...

A: Male

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- 6. Q:** Age

A: 25-40

-
- 7. Q:** Occupation (If retired, please indicate former occupation or profession.)

A: Real Estate Investment Advisor, Investor and Developer

-
- 8. Q:** How many years have you lived or worked in Delray Beach?

A: 2

-
- 9. Q:** Employer name and address

A: Kentwood Capital Advisors
55 SE 2nd Avenue, Suite 205
Delray Beach, FL 33444

-
- 10. Q:** Home Phone

A: 9147745218

-
- 11. Q:** Mobile Phone

A: 9147745218

-
- 12. Q:** Business Phone

A: 5619003362

-
- 13. Q:** Please contact me at the following phone number

A: Mobile

-
- 14. Q:** Please contact me at the following address.

A: Business

-
- 15. Q:** Do you or any of your family members work for or serve on the board of directors of any organization which has contracted with or applied for funding from the City of Delray Beach?

A: No

-
- 16. Q:** Do you anticipate any involvement of this kind in the future? If yes, please describe the relationship.

A:

-
- 17. Q:** Have you previously been employed by the City of Delray Beach?

2. Q: Please list any community activities that relate to this position.

A: Real Estate Developer

3. Q: List any experience that would assist you in serving on this committee, board, commission, or authority

A: My experience with understanding and developing urban areas provides me with a unique viewpoint, and an attention to detail.

4. Q: Please indicate any activities you are involved with that may present a conflict of interest with the committee, board, commission, or authority you are applying for.

A: None

5. Q: How did you hear about the vacancy on this committee, board, commission, or authority?

A: City of Delray Beach Website/Social Media

6. Q: If "other" was selected for question #6, please describe here.

A:

7. Q: Why do you want to serve on this committee, board or commission?

A: I want to provide the community with my set of skills and experience to create a better, safer, more enjoyable environment for our residents and tourists.

8. Q: What unique abilities/skillset/perspective would you bring if selected?

A: My perspective is what separates me from traditional thinking in this community - I am a new member of the town, but have been a resident in South Florida for many years. I am part of the younger generation of self employed business owners, and specialize in real estate development and community improvement. I can provide a different approach and viewpoint that tra

9. Q: Please describe your understanding of the functions and capacity of the board(s), committee(s), or commission to which you are applying?

A: To serve the city in making clear, concise, sound decisions which will enhance and benefit its residents.

10. Q: Have you ever attended a meeting of the board or committee for which you are applying?

A: Yes

11. Q: I understand that by applying to this committee, board, commission, or authority, I am offering a reasonable portion of my time to the City of Delray Beach and the requirements that accompany this position, including, but not limited to, routine meetings, hearings and responsiveness to the public.

A: Yes, I understand
