

**SANDRENA BROCKMAN ROBINSON**

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**Executive Summary**

I am a results oriented transformational leader, possessing thirty-three years of demonstrated accomplishments in the public and private sectors, with an extensive background in commercial real estate management. I am highly proficient at creating value in a highly competitive climate that is subject to continuous improvement; and, passionate about pursuing economic development opportunities in commercial real estate that are supported by strategic long-range financial planning for business continuity. I have an unyielding reputation for being a champion of change with an endearing management style that embraces diversity and fosters teamwork through collaboration, while employing innovative visionary leadership strategies. These attributes are coupled with a strong financial acumen and are paralleled by exceptional problem resolution skills. More importantly, I have great success with building high performance teams and partnerships that deliver value added results while making the work environment fun!

**Experience and Accomplishments**

**JONES LANG LASALLE AMERICAS, INC.  
VICE PRESIDENT/ASSOCIATE DIRECTOR**

**03/08 TO PRESENT**

- Successfully directs the Property Management Services operation at Independence Plaza in Denver's CBD on behalf of The Alaska Permanent Fund Corporation and CS Capital Management to achieve the greatest return on investment.
- Skillfully delivers the firm's Property Management Services platform to Fortune 500 commercial office and retail customers at this mixed-use Class A project and manages the entire life cycle of the physical asset management process (i.e., leasing and retention, customer move-in/expansion and relocation, construction, operations & maintenance, commissioning and decommissioning when necessary).
- Leads the Property Management Services component including vendor/contractor management, appraisal and due diligence coordination/participation, oversees all business service lines, and solicits new business opportunities.
- Developed the asset's account management, customer service, sustainable emergency preparedness and operating efficiency strategies and directs more than 50 direct and contracted employees serving in functional areas which include administrative, engineering, retail leasing, construction management, security, accounting, parking operations and customer relations.
- Successfully implemented fiscally prudent asset management strategies to drive the Alaska Permanent Fund's value enhancement strategies at its real estate asset known as Independence Plaza. Purchase Price \$145M in 12/2007. LCM Value at 3/2008 \$138.2M. Appraised value at 12/31/2015: \$220M.
- Directed property operations to attain a LEED EB Gold Certification (on a 43 year old asset).
- Exceptional P&L performance Achieved peak proficiency of the owner's value enhancement strategies and value proposition, which reduced operating expenses by 3.5%, increase revenues 8.2%, and manage collections to affect an outstanding account receivable rate of 0.5% of billed revenues on a monthly basis on an annual basis.
- Managed over \$47.1M in capital spending and improved cash flow through successful project coordination saving in excess of \$2.5M on an electrical bus duct replacement project, and reduced tenant improvement costs through value engineered strategic approaches.
- Collaborated with and managed the brokerage process to effect a successful relet of spaces under renewal or currently vacant. Tenant Retention rate: 94%.
- Started assignment under Cushman & Wakefield of Colorado, Inc. from 03/08 to 11/09. Owner rebid management contract and awarded to Jones Lang LaSalle.

**KAPPA MANAGEMENT, INC.  
CONSULTANT**

**04/07 – 02/08**

- Formed strategic partnerships in carrying out the due diligence process for asset purchases under consideration.
- Provided property management training for property managers responsible for multi-family residential and senior citizen housing.
- Developed an internal audit process and conducted an operational compliance audit in accordance with HUD requirements.

**EQUITY OFFICE PROPERTIES  
PORTFOLIO MANAGER**

**05/98 – 03/07**

• **MANAGEMENT ASSIGNMENTS**

**DENVER CBD PORTFOLIO - 2.9MSF**

**03/02 – 03/07**

Dominion Plaza, the 410 Building, Trinity Place, the Denver Post Tower, US Bank Tower & Retail, Tabor Center Office & Retail – 200+ customers

**SOUTHEAST SUBURBAN PORTFOLIO - 1.5MSF**

**05/98 – 03/02**

The Quadrant, Prentice Plaza, The Terrace, Solarium, and Millennium Plaza - 200 customers

- Championed Regional Account Management Program (Equity Office's leasing and management customer retention initiative on a national platform).
- Provided strategic direction to teams to consistently reach an overall portfolio tenant retention rate of at least 90%, which far exceeds the national 75% retention goal. Portfolio occupancy during tenure was +93%.
- Managed well over \$83.4M in capital projects and directed 70 employees with minimal turnover creating an exceptional, energetic team that exceeds company metrics and expectations on every change, initiative, and new system integration.
- Property teams consistently out-performed Regional/ National and Kingsley indexes on Customer satisfaction surveys.
- Exceeded specific financial performance metrics for the Denver Region to effect operating expense cost savings of 5 to 8%, and created sustainable and measurable revenue enhancement opportunities of 6.1% from year-to-year.
- Appointed Denver Region Strategic Managerial Expert on Operational Audit policy and the Denver Region Strategic Managerial Expert for Parking Operations increasing parking portfolio revenue by \$525K.
- Appointed Denver Region Strategic Managerial Expert on Equity Office's Expense Participation policy governance (a national initiative by committee selected specifically to devise policy and oversee system design implementation for operating expense escalation calculation and billing enhancements).
- Appointed the Denver Region's Director of its Women in Management Network (a corporate initiative designed to promote the development and professional growth of the women of Equity Office while fostering a culture where women and men as colleagues can succeed together.)

**VECTOR PROPERTY SERVICES & PREMISYS REAL ESTATE SERVICES  
GENERAL MANAGER**

**04/92 – 05/98**

**LASALLE PARTNERS  
ASSISTANT GENERAL MANAGER**

**09/89 – 03/92**

**Other Professional Experience**

**REGIS UNIVERSITY; Denver, Colorado  
CONTROLLER & DIRECTOR OF FISCAL PLANNING  
ATLANTIC RICHFIELD COMPANY; Denver, Colorado  
CORPORATE TREASURY ANALYSTS**

**1984 -1989**

**1980 -1984**

**Education**

- University of Colorado. Boulder Leeds School of Business, Executive MBA, May 2009.
- Metropolitan State College of Denver; B.S. Accounting with Minor in Finance
- Licensed Colorado Real Estate Broker
- LEED Green Associate accreditation

**Career Civic/Professional Organizations & Leadership Committees/Boards**

- Denver Metro BOMA –2014 President and 4-Term Board Member; Co-Chaired the Nominating, Community Affairs, Awards & Recognition, Communications Committees; and, an active Member of the Government Affairs Committee. Mentor the Emerging Professional.
- BOMA International – 2017 – 2018 Vice Chair – BOMA International Government Affairs Committee; 2015 -2016 Chair - BOMA International State Government Affairs Committee; voting member of the BOMA International Industry Defense Fund Committee; support the Building Standards and Codes Committee; 2013 BOMA International Strategic Plan Review participant; Panelist for the Inaugural Women's Forum Breakfast at the 2015 BOMA International EXPO and Conference.
- Porter Billups Leadership Academy Advisory Recently Retired Board Member – Regis University
- Whiz Kids Volunteer Tutor
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**Honors and Awards**

- 2015 Denver Metro BOMA Principal Member of the Year; 2012 Jones Lang LaSalle Management Excellence Award – Independence Plaza; 2012 and 2015 Jones Lang LaSalle National and Regional Green Star Awards for Environmental Sustainability 2012; 2004 Denver Business Journal - Denver Women of Excellence Award Finalist.
- Colorado Real Estate Journal – "Denver's Urban Landscape Attracts High Growth Industry Firms and Rallies Office Market", BOMA Supplement, September 17, 2014 publication; Wall Street Journal – People of Jones Lang LaSalle Your Most Valuable Real Estate Asset – July 25, 2012; Colorado Real Estate Journal Executive Profile – November, 2004 publication; BOMA TOBY Awards – 2015 Independence Plaza (Local Award); 2002 Millennium Plaza (Local, Regional & International Awards; Year 2000, The Quadrant; and in 1992 - Prudential Plaza; 2014 Denver Watts to Water Award Recipient – Independence Plaza.

# BOARDS AND COMMISSIONS APPLICATION

Please complete the following information in full, attach a cover letter, current resume or biography and return to the address below. Type or print in blue or black ink.

Board or Commission you are applying for: Downtown Denver Business Improvement District Board

First name: Sandrena  
Last name: Robinson

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Occupation: Commercial Real Estate Management  
Employer: Jones Lang LaSalle  
Work address: 1050 Seventeenth Street  
City: Denver  
ZIP code: 80265  
Work email address: [sandy.robinson@am.jll.com](mailto:sandy.robinson@am.jll.com)  
Work phone: 303-534-6611  
Work/Home fax: 303-534-1542

Home address: [REDACTED]  
City: [REDACTED]  
ZIP code: [REDACTED]  
Home phone: 303-808-8257  
Home email address: [Sandrena.robinson@gmail.com](mailto:Sandrena.robinson@gmail.com)  
Mobile phone: 303-808-8257

Are you a registered voter? yes  
If so, what county are you registered in? Arapahoe County

Colorado driver's license No.: Colorado 92-253-6875  
Ethnicity: African American

Highest level of education or, degree earned: MBA  
Year completed: 2009

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Please list any memberships, organizations and/or volunteer activities you are a part of (past or present):

Denver Metro BOMA – Principal Member (Present)  
Denver Metro BOMA – President (Past)  
BOMA International – Government Affairs Committee – Vice Chair (Present)  
BOMA International – Industry Defense Fund – Voting Member (Present)  
BOMA International – State Government Affairs Committee – Chair (Past)  
Whiz Kids – Volunteer (Past)  
Porter Billups Leadership Academy – Board Member (Past)

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References (Please list three persons, not related to you, whom you have known at least one year):

Name <b>Honorable Gary Jackson</b>	Phonenumber 303-929-2413	Address: (confidential 3 <sup>rd</sup> & Garfield Street)
Name <b>Kelly Reidy</b> , President	Phonenumber 303-725-8191	Address: Reidy Metals, Inc. 575 Nucla Way, Aurora 80111
Name <b>Jeannie Bernard</b> , Association Executive	Phonenumber 303-383-4870	Address: 1600 Broadway, Suite 650, Denver 80202