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BAC-6848

Contact Information

Contact Name	Sandrena Robinson	Home Address	5451 S Jasper Way
Preferred Phone	3038088257	Home City	Centennial
Preferred Email	srobinson@lbarealty.com	Home State	CO
Other Phone	3032433820	Home Zip	80015
Other Email	srobinson@lbarealty.com	County	Arapahoe
DOB	11/15/1952	Hispanic or Latino origin or Descent?	
SSN		Race/Ethnicity	African American
Gender	Female	Other Ethnicity	
Other Gender		Salutation	Ms.

Board Information

Board Name	Downtown Denver Business Improvement District	Other boards or commissions served	Business Improvement District Downtown Denver
Status	New	Resigned	
Term Start Date			
Term End Date			

Work Information

Employer	LBA Realty	Work Address	999 18th Street
Position	General Manager	Work City	Denver
Business Phone #	3032433820	Work State	CO
Work Email	srobinson@lbarealty.com	Work Zip	80015

Additional Information

Are you a registered voter?	Yes	Objection to appointment?	No
If so, what county?	Arapahoe	Special Information	
Denver City Council District No	9		

Education and General Qualifications

Name of High School	East High School	Name of Graduate School	LBA Realty University of Colorado LEEDS School of Business in Boulder
Location of High School	1600 City Park Esplanade Denver	Location of Graduate School	Executive MBA Program in Denver
# of Years Attended High school	3	# of Years Attended Graduate School	2
Did you Graduate	Yes	Did you Graduate	Yes

High School

Graduate Major MBA

Name of College Metropolitan State University of Denver
 Location of College Auraria Campus
 # of Years Attended College 4
 Did you Graduate College Yes
 Undergrad Major Accounting/Finance

Reference Details

Reference Name #1	Beth Moyski	Reference Email #1	bmoysk@downtowndenver.com
Reference Phone #1	3039070663	Reference Address #1	1515 Arapahoe Street, Suite 100, Denver CO 80202
Reference Name #2	Stephen Shepard	Reference Email #2	stephens@bomadenvr.org
Reference Phone #2	3033834870	Reference Address #2	216 16th Street, Suite 820, Denver CO 80202
Reference Name #3	Steve Schwab	Reference Email #3	steve.schwab@cushwake.com
Reference Phone #3	3033124290	Reference Address #3	1401 Lawrence St., Suite 1100, Denver CO 80202
Agree to a background check	<input checked="" type="checkbox"/>		
Owner	Romaine Pacheco	Created By	Denver Integration, 12/2/2020 11:00 AM
		Last Modified By	Denver Integration, 12/2/2020 11:00 AM

Notes & Attachments

Sandy Robinson resume(2).docx

Type Attachment

Last Modified Denver Integration

Description

[View file](#)



Sandrena (Sandy) Robinson

General Manager
Property Management

+1 303 243-3820
srobinson@lbarealty.com
LBArealty.com

Current responsibilities

A 31-year veteran of the real estate industry and BOMA Fellow, Ms. Robinson currently oversees Property Management Services at Denver Place, LBA's trophy mixed-use million square foot LEED EB - Gold BOMA 360 asset in the heart of Denver's Central Business District. In this role she is responsible for directing the delivery of the LBA Realty's Property Management Services platform to approximately 96 office and retail tenants. She is known for building high performance team, long-term strategic partnerships with key decision maker, and for being an exceptional change management facilitator.

Experience

Ms. Robinson's tenured experience encompasses significant responsibilities in leasing, asset preservation management, repositioning, acquisition and disposition due diligence processes, as well as P&L strategic planning and construction/high profiled capital project management. Real estate management and leasing teams under her direction have always successfully met transaction targets that have far exceeded owner value enhancement expectations from year to year. Mr. Robinson's clients have included the Prudential Insurance Company of America, Miller Global, Equity Office, CB Richard Ellis Global Investors, CS Capital Management, and LBA Realty Fund III, Company III.

Prior to her career in real estate, she was the Controller and Director of Fiscal Planning for Regis University.

Education and affiliations

Ms. Robinson earned her MBA from the University of Colorado at Boulder Leeds School of Business and her Bachelor of Science in Accounting from the Metropolitan State University of Denver. She holds a Colorado Real Estate Employing Broker's License and is a LEED Green Associate. Ms. Robinson is a Downtown Denver Business Improvement District Board member; was the 2014 President of Denver Metro BOMA and Board Member for 4 years. Co-Chaired its Nominating, Community Affairs, Awards & Recognition and Communications Committees; serves as the 2017-2021 Chair for BOMAPAC; 2017 Co-Chair of the BOMA International Government Affairs Committee; 2015 -16 BOMA International State Government Affairs Committee Chairperson, a voting member of its Industry Defense Fund Committee, supports the Building Standards and Codes Committee. Inaugural Women's Breakfast Forum Panelist at the 2015 EXPO and Conference and 2016 EXPO Conference Program Covergirl.

Achievements

- Ms. Robinson is a proud 2nd term member of the BOMA International Executive Committee and Co-Chairs the newly formed Diversity and Inclusion Committee
 - Led her JLL team to receive a 2012 LEED- EB Gold Certification for Independence Plaza.
 - Recipient of the 2014 and 2016 Denver Watts-to-Water Award for Energy Efficiency and Water Conservation.
 - Recipient of the 2012 JLL Denver Region Management Excellence Award, and the Regional and National Green Star Awards.
 - Recipient of six international, regional, and local TOBY Awards most recently in 2015, and Denver Metro BOMA 2015 Principal Member of The Year Award.
 - Inaugural member of the Downtown Denver Partnership Emerging Leaders Program
 - Profiled by the Colorado Real Estate Journal as one of the business community's visionary leaders who takes delight in helping others succeed
- 2002 Denver Business Journal nominee for the prestigious Outstanding

SANDRENA BROCKMAN ROBINSON
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CENTENNIAL, COLORADO 80015
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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

LBA Realty, LLC

06//18 TO PRESENT

- Successfully directs the Property Management Services operation at Denver Place in Denver's CBD on behalf of LBA Realty, LLC 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., Tenant retention, customer move-in/expansion and relocation, capital project management, 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.
- Directs the asset's account management, customer service, sustainable emergency preparedness and operating efficiency strategies and directs more than 60 direct and contracted employees serving in functional areas which include administrative, engineering, capital projects management, security, accounting, parking operations and customer relations.

JONES LANG LASALLE AMERICAS, INC.
VICEPRESIDENT/ASSOCIATEDIRECTOR

03/08 TO 06/18

- 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 12/31/2017: \$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

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

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

1984 -1989

ATLANTIC RICHFIELD COMPANY; Denver, Colorado

CORPORATE TREASURY ANALYSTS

1980 -1984

Education

- University of Colorado. Boulder Leeds School of Business, Executive MBA, May 2009.
- Metropolitan State University of Denver; B.S. Accounting with Minor in Finance
- Licensed Colorado Real Estate Employing 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 – 2019 Executive Committee Member
- BOMA International 2018- 2021 Chair BOMAPAC
- 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. 2016 BOMA International EXPO and Summer Conference Program Guide Cover (girl).
- Downtown Denver Business Improvement District Board Member.
- Porter Billups Leadership Academy Advisory Recently Retired Board Member - Regis University
- Whiz Kids Volunteer Tutor

Honors and Awards

- 2020 BOMA FELLOW Nominee, 2017 - 2021 BOMA International Executive Committee Appointee; 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.
 - 2016 BOMA International "I AM BOMA" Blog; 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 and 2015 Denver Watts to Water Award Recipient - Independence Plaza.
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