

Paul Joseph Knopinski



13357 W 84th Drive • Arvada, CO 80005 • Phone: 970-290-4826 • Fax: 303-484-5155 • E-Mail: jknopinski@rawlandsolutions.com

Experience

Raw Land Solutions, LLC

January, 2009 - Current

Project Manager

- Manage entitlement process for developing properties including securing annexation, zoning, sub-division and site planning approvals from local governments.
- Manage formation of special financing districts. Actively serve on several metropolitan district boards of directors.
- Provide due diligence to lenders on distressed assets and distressed loans.
- Specialize in analysis of properties with special districts; generally metropolitan districts.
- Negotiate issues related to development within governmental or quasi-governmental entities. Examples include school districts, irrigation companies, water and infrastructure districts and environmental centers.
- Provide due diligence on properties and notes under consideration for acquisition to assist clients in positioning for future growth.

McWhinney

October, 2006 - January, 2009

Vice President, Neighborhood Development

- Managed all aspects of residential development in the company's flagship development, Centerra, as well as in other projects in Northern Colorado.
- Performed or managed the planning, financial analysis, builder marketing, community design, entitlements and development of residential communities.
- Managed all governmental and neighbor relations related to residential development.
- Established and managed metropolitan districts and homeowners associations.
- Coordinated infrastructure responsibilities for Centerra including improvements to I-25 interchanges which involved all aspects of CDOT and FHWA approvals.
- Managed the development and updating of complex financial proformas.

Castle Rock Development Company

September, 2005 - October, 2006

Project Director

- Coordinated planning for Kings Point, a 944 acre golf course community in the City of Aurora, Colorado. Concentrated on sales to builders, golf organization and planning for \$53 million of initial phase back-bone infrastructure and golf course construction.

The Farm Development Company and Alpert Companies

June, 1997 - August, 2005

Director of Land Development

- Primary responsibilities included all aspects of development of The Farm at Arapahoe County, a 633 acre master planned community in Arapahoe County, Colorado; Eastern Hills, a 3,369 acre master planned community in Aurora, Colorado; and The Canyons, a 3,533 acre high-end golf course community in Douglas County, Colorado.
- Accountable for all governmental entitlements, development of off-site infrastructure, marketing and builder relations.

Other positions

- District Manager of East Cherry Creek Valley Water and Sanitation District; Consultant with R. S. Wells Corp.; Vice President with American Continental Real Estate Division; Town Administrator of the Town of Castle Rock, Colorado; Circuit Rider City Manager for Castle Rock, Morrison and Black Hawk, Colorado; and Assistant to the City Manager for the City of Aurora, Colorado.

Education

M.P.A., Public Administration
University of Colorado, Boulder

August, 1976

B.A., International Affairs
University of Colorado, Boulder

May, 1973

Affiliations/Memberships

- Member of Urban Land Institute
- Vice President, Executive Committee member and Chairman of the Governmental Affairs Committee of the Home Builders Association of Northern Colorado
- Member of Home Builders Association of Metro Denver
- Member and Governmental Affairs Committee member of the Colorado Association of Home Builders
- Board of Directors member of the Thompson Education Foundation
- Chairman of the Board of the High Plains Environmental Center