Roger W. Langpaul, CCIM, CPM, CRE

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**Overview of Capabilities**

* 40 years of experience engaged in the acquisition, disposition and management of investment real estate.
* Accomplished institutional and private asset manager
* Utilize business knowledge, commercial real estate expertise, and integrity to achieve results as demonstrated by successful economical outcomes in real estate.
* Ability to correctly assess and creatively approach real estate issues due to notable capacity to view projects in a very global manner – a perspective earned only through years of effective leadership in the real estate industry.
* Demonstrated expertise has consistently yielded the proven means and methodology to work through any property challenge encountered, regardless of complexity or difficulty.
* Perform due diligence and financial analysis of complex real estate scenarios
* Effectively analyze and reposition investment capital to maximize growth and revenue
* Keen ability to structure and direct effective work-out solutions for distressed properties
* Work experience and work product are defined by the success of past employers and clients alike.

**Chronology of Work Experience**

**The evangelical lutheran, good samaritan society June 2012 – February 2020**

Director of Mergers, Acquisitions and Divestitures April 2016-February 2020

Project Development Director June 2012 -April 2016

**Roger Langpaul, Inc./360 Real Estate Services, Inc. January 2001 – PRESENT**

President & founder

**National-Management Corporation January 2001 – September 2006**

President

**Principal Financial Group March 1998 – January 2001**

Managing Director

**AmerUs Properties, Inc., AmerUs group February 1990 – November 1998**

Senior Vice President – Asset management

**Education**

Bachelor of Science in Business Administration, with a Specialization in Real Estate Land Use Economics and a minor in Accounting. 1976, University of Nebraska at Omaha

**Professional Associations/Designations**

Real Estate Broker’s License, Nebraska/Iowa, 1980

Institute of Real Estate Management (IREM)-Certified Property Manager, (CPM), 1980

American Society of Real Estate Counselors (CRE), 1993

Certified Commercial Investment Member (CCIM), 1997

President-IREM Iowa Chapter 63, 2002-2003

Executive Council of the Institute of Real Estate Management, 2004-2005

**Work Experience**

**The evangelical lutheran, good samaritan society June 2012 – February 2020**

Director of Mergers, Acquisitions and Divestitures April 2016-February 2020

Supported the Society’s inorganic growth through managing all facets of corporate Mergers, Acquisitions and Divestitures at the Society. Based on current growth strategies of the Society, Mr. Langpaul was charged to seek out and cultivate opportunities, build relationships with other parties in the transaction, coordinate the negotiation and execution to close the transaction. In this position, Mr. Langpaul would collaborate with Legal and Finance for growth areas and deal points as well as with the Society integration team to transition transactions post-close. Mr. Langpaul would also collaborate with the Development Team, who had the responsibility and focus on existing campus/footprint capital needs and growth. Mr. Langpaul was responsible for making recommendations for action that were in the alignment of the Society’s overall strategy.

Project Development Director June 2012 -April 2016

Duties were to collaborate with GSS construction design and selected architects to facilitate the design process. Work with the GSS team to select an appropriate General Contractor for the development project and coordinate the completion of the appropriate municipal approvals. Work closely with GSS finance office to understand and implement financing strategies for project financing. Assists in the development of the financial proforma needed to support operational future development. Through prior approvals from GSS Director of Operations negotiate fees, prices and establishes agreements for professional services. In partnership with the GSS construction and design department assist as GSS owner representative through the construction process.

**Roger Langpaul, Inc./360 Real Estate Services, Inc. January 2001 – PRESENT**

President & founder

Multifaceted real estate services firm focused on providing comprehensive asset management services to its clients. The company, licensed as a real estate broker in Iowa and Nebraska, has effected numerous acquisitions and dispositions for its clients, the majority of which maximized asset revenue and growth through implementation of the IRS 1031 Tax-Deferred Exchange mechanism.

Roger Langpaul, Inc. managed a $28M family-privately held real estate investment fund, providing comprehensive asset management services. Initially, the investment fund was entirely vested in agricultural land with a value of $22.0M; land leases generated the only revenue, yielding an annual cash return far below its investment potential. Recognizing the potential of the parcels, given the expansion climate of the nearby municipalities, Roger Langpaul, Inc. implemented a calculated, growth-oriented methodology through disposition as development land. By diligently working to attain favorable zoning, positively enhancing the market valuation; engineering a targeted marketing campaign to generate market awareness that illustrated an opportunity to the development community; he was able to negotiate successful dispositions of several of the farms.

In the Spring of 2009, he answered a “Request for Proposal” to secure a new site for the then, Omaha Royals, triple A baseball team, as they were looking for a site to build a new ballpark. In the Summer of 2010, he was awarded the site for the “new ballpark” on ground that his family controlled. This is now the site of the “Omaha Storm Chasers” on 123rd and Hwy 370 in Papillion, Ne. He also sold off 150 acres of this site for an upscale housing development which sold out quickly and he now has the final 58 acres of commercial ground under contract to close in April of 2020. Further elevating the effect of this growth strategy, many of the proceeds from dispositions were reinvested utilizing the IRS 1031 Tax Deferred Exchange program. Roger Langpaul, Inc. provided oversight of the 1031 Exchange process, identification of qualified exchange properties, acquisition negotiations, and oversight of due diligence fulfillment. The resultant portfolio of institutional-grade real estate holdings has far exceeded the expectations of the families investment fund, with a valuation now exceeding $28M, and the intentional diversity of the holdings, serves to mitigate the risk inherent with homogenous assets.

Roger Langpaul Inc. also serves as the Managing Member for Robin’s Resort, a $4.5M fully-functioning resort property located in Osage Beach, MO on the shores of the Lake of the Ozarks. Since 2001, Roger Langpaul, Inc. has provided strategic guidance on expansion, construction planning and oversight, and all municipal negotiations. The net effect of Mr. Langpaul’s involvement has resulted in a $380k growth in Net Ordinary Income annually, and a net increase in asset value of over $3.1M.

Additionally, Roger Langpaul, Inc. has performed in the capacity of consultant for numerous Low Income Housing Tax Credit projects over the past several years. Providing construction oversight, site selection and negotiations, financial analysis and property management oversight, Roger Langpaul, Inc. was an integral component to several projects receiving successful allocations of IRC Section 42 LIHTC.

**National-Management Corporation January 2001 – September 2006**

President

As President of National Management Corporation (NMC), a property management firm focused on Federally-funded multifamily properties, Mr. Langpaul was responsible for the overall administration and growth of the organization. NMC’s operations encompassed a four-state area with 170 employees, providing management, maintenance, programmatic compliance and accounting services for over 3,600 apartments units which included conventional, HUD, IRS Section 42, and USDA RD properties.

While at NMC, Mr. Langpaul personally oversaw revenue expansion activities, including the geographically strategic acquisition of other property management companies, development of new management opportunities, and due diligence assistance for acquisition activities pursued by existing clientele of NMC.

From an administrative standpoint, Mr. Langpaul, during his tenure, implemented processes to streamline accounting procedures, enacted a thorough restructuring of technological assets, including development of a web-based/field-accessible property-specific database, and identified and removed employment redundancies through restructuring the corporate hierarchy, thereby maximizing the overall efficiency and profitability of National Management Corporation.

**Principal Financial Group March 1998 – January 2001**

Managing Director

As Managing Director at Principal Financial Group, Mr. Langpaul’s team oversaw all corporate leasing for the Principal Financial Group entities and ancillary entities, including the leasing of new office space and renewals/expansions of existing leasehold estates held by the company. The reach of this charge was national in scope, and included leasehold assets in excess of 10M SF.

**AmerUs Properties, Inc., AmerUs group February 1990 – November 1998**

Senior Vice President – Asset management

As Senior Vice President, Asset Management for AmerUs Properties, Inc., a wholly owned subsidiary of the AmerUs Group, Mr. Langpaul and his Team were responsible for the entire $350M real estate portfolio held by the company. The properties included both REO and OREO.

Mr. Langpaul was in charge of AmerUs’ development of West Lakes Office Park, a 400-acre project in West Des Moines, Iowa, and the development, construction and leasing of four large office buildings totaling over 500,000 SF with a value in excess of $65M. Mr. Langpaul also shared the co-responsibility for overseeing the company’s investment in LIHTC projects, successfully managing the production of over 4,500 affordable rental units in 30 diverse locations around the United States. The total investment value by AmerUs was over $87M in equity, and the “after tax” rate of return to the company yielded an impressive 21%.

For distressed properties in the AmerUs Group portfolio, Mr. Langpaul provided financial analysis, and developed comprehensive structured work out plans. Mr. Langpaul continually worked toward risk mitigation and expeditious disposition of REO assets, besting industry averages and company expectations.