



## **DIRECTOR OF REAL ESTATE DEVELOPMENT AND FINANCE SAN ANTONIO, TEXAS**

Hemisfair Park Area Redevelopment Corporation (HPARC) is seeking a Director of Development and Finance (“Development Director”) to lead real estate and finance efforts for Hemisfair’s development opportunities and urban park expansion.

HPARC’s vision is to create one of the world’s great public places. The original site of the 1968 World’s Fair, Hemisfair is in the heart of downtown, with direct access to the Riverwalk. Hemisfair is becoming the central gathering place for San Antonians, strengthening the local community, and enhancing the sense of pride in our city.

A unique feature of this World’s Fair site redevelopment strategy is the dual role of developing and activating public parkland while creating dense, urban, residential-centric mixed-use projects on Hemisfair-controlled parcels located immediately adjacent to the parks. The economic goal is to create a financially self-sustaining district that uses revenue streams to pay for park operations, maintenance, and activation.

HPARC is a 501(c) 3 Local Government Corporation established in 2009 by the San Antonio City Council. Our responsibilities include acquiring property, planning, developing, constructing, managing, maintaining and financing projects at Hemisfair. HPARC partly relies on funding from the City of San Antonio and is expected to receive funds from additional sources such as P3s, leases, parking, events, grants and philanthropy. The Development Director will be responsible for executing the strategic effort to redevelop the Hemisfair District, guided by the Hemisfair Master Plan and in coordination with the City of San Antonio.

We believe that great cities have great downtowns, and great downtowns have great urban parks. With dreams of plazas, courtyards, green space, art and cultural amenities, residences and local businesses, the plan for Hemisfair will mature our city center asset into a collective space bursting with users and excitement.

### Position Summary

The Development Director reports directly to the HPARC CEO and manages several employees, including project managers overseeing planning, design and construction of the parks, historic structures rehabilitation, and streets. This individual is responsible for creating, designing, and leading a strategic and tactical effort to redevelop the 40-acre Hemisfair District in coordination with the City of San Antonio. This individual will communicate HPARC’s vision and detailed strategy to existing and potential stakeholders to maximize Hemisfair’s redevelopment potential.

The Development Director will perform a variety of tasks requiring financial, analytical, organizational, and interpersonal skills. In addition, this position will conduct research, perform qualitative and quantitative analysis, develop execution plans, organize around goals and tactics, and present reports to the CEO. The Development Director will lead procurement processes to select development partners; manage and assist with selection processes; and negotiate with partners and tenants.

### Key Responsibilities

- Participate in, and contribute to, strategies and tactics related to planning & development, finance, communications, and park activation & operations
- Develop and execute strategy for the revitalization of the Eastern Zone, including Tower Park activation
- Work with current and prospective tenants and developers
- Identify and solicit private sector investment through RFI/RFQ/RFP processes
- Prepare and manage proformas, budgets and other financial projections
- Oversee financial decisions and analyze financial impacts
- Manage existing assets such as commercial tenants and parking
- Oversee bookkeeping staff and accounting consultants, and manage bank accounts and relationships
- Oversee preparation of the annual audit report, coordinating with third-party auditors
- Guide and interact with outside legal team
- Communicate clearly, professionally, and respectfully across the organization and with various stakeholders
- Attend and participate in all appropriate Board of Directors meetings, Board Committee meetings, and other Hemisfair-related activities, some of which occur on weekends and evenings
- Provide expertise on real estate development ethics, best practices and models

### Qualifications and Characteristics

- Energy, enthusiasm and confidence in building relationships on behalf of Hemisfair
- Analytical abilities to determine best courses of action
- Ability to work well independently and as a member of a team environment, and be able to prioritize and manage strategic tasks effectively and efficiently
- Manage and cultivate team members for successful execution of vision and strategy
- Strong writing and presentation skills
- Demonstrated track record of setting and achieving goals
- Experience with urban planning and development
- Knowledge of San Antonio's entitlement processes preferred
- Track record of real estate development experience

### Requirements

- Bachelor's degree
- MBA or relevant master's degree preferred
- Minimum of seven years of experience with development and finance
- Demonstrated track record in essential development skills: planning, financials, design, construction and management

### Benefits/Compensation

A competitive compensation package will be offered for this position based on the successful candidate's education, skills and experience. The position offers an attractive benefits package and an excellent working environment with enthusiastic colleagues in a restored downtown historic building.



Contact

**Position will remain open until filled. Initial deadline is January 14, 2022**

To apply for this position, please email your résumé, cover letter, three references and salary history to:

[info@hemisfair.org](mailto:info@hemisfair.org)

Attention: Andres Andujar, CEO, Hemisfair  
630 East Nueva  
San Antonio, Texas 78205

Hemisfair Park Area Redevelopment Corporation is an Equal Opportunity Employer.