

Alan Hersh is responsible for coordinating entitlement, community outreach, government relations, engineering, and infrastructure construction. Recently, Mr. Hersh led the project team consisting of the EPA, the California Department of Toxic Substances Control, the Regional Water Quality Control Board, the Air Force, and the County of Sacramento to create the first privatized clean-up of a Superfund site in the nation. Mr. Hersh was also highly involved in the master planning, entitlement and development of the Stanford Ranch and McClellan Park projects.

In addition, Mr. Hersh has special expertise in project acquisition, due diligence, master planning new communities, negotiation and managing complex environmental transactions, procurement of entitlements, including specific plans, Environmental Impact Reports, general plan amendments, brown-field properties, tentative maps and final subdivision map approvals. Mr. Hersh has been directly involved and responsible for negotiating multiple ESCA agreements, as well as securing federal grants at McClellan Business Park.

Additionally, he has overseen the planning and construction of \$60MM worth of infrastructure upgrades at the park. Mr. Hersh also managed the final phases of infrastructure for Stanford Ranch, including planning and management from initial design through acceptance by the municipalities.

At McClellan Park, Mr. Hersh has been instrumental in coordinating appropriate entitlements for a myriad of property types, ranging from single-family homes to hotels to heavy industrial uses, including short line rail and airport projects. He has also been the point person in coordinating the resolution of environmental issues, from wetlands to significant contamination. His experience includes the due diligence on behalf of MSREF of the \$150,000,000 purchase of a Chevron Land portfolio, in which he was also responsible for developing environmental remediation plans for the properties. In addition, he has extensive experience in large residential development projects throughout California.