

Daniel M. Scaring

2020 – Present – Principal – Ridgeback Development. Albany, NY

1. Developed and/or currently developing self storage facilities, Quick serve food Outlets and Urgent care facilities in the greater Albany area.
2. Perform all site selection for sites.
3. All engineering, architectural and approvals are guided by Ridgeback Development.
4. Secure all financing and lease negotiations with national tenants.

2001 – Present – Managing Partner – Shaker Hills Hospitality Group, LLC, Albany, NY

Managed all operations for five hotels throughout the Northeast. (Hilton and IHG)

Director of Operations: Annual Revenue \$20M, Assets \$50M, 150 Employees.

1. Developed and Implemented Annual Business Plans and Financial Operating and Capital Budgets.
2. Opening and re-opening of new build and brand conversion facilities.
3. Arranged for long term complex real estate financing.
4. Negotiated acquisitions. Major prime contracts, loan agreements.
5. Developed and trained a staff of operating & support personnel from the ground up.
6. Built and lead team in sales and market share growth that exceeded the marketplace performance.
7. Controlled all revenue management decisions for five properties.
8. Made forecast budgets for all properties and kept all properties within or exceeded expectations.
9. Monitored all financial numbers on a daily, biweekly and monthly basis.
10. Made all buying decision including food and replacement goods.
11. All managerial personal decisions.
12. Managed all operations of full service restaurant, including buying and personal.
13. Handled all weekly inspections of properties, including housekeeping reports.
14. Consult on operations of three apartment complexes totaling 500 units.
15. Ran day-to-day operations of the Days Inn, 142 rooms.
16. Created a DOS division within the company. Hired all Department heads.
17. Negotiated all refinancing of all properties, including a non-recourse option.

2005-2008 Business Development: numerous multi segment real estate class of hospitality, Restaurant, industrial/commercial & residential exceeding \$40M in diverse markets of NY, PA and Mid Atlantic. Project size \$1.5M-\$15M

1. Market Research: including environmental, demographic and financial modeling.
2. Local permitting, licensing, design and legal negotiations.
3. Transaction Management from purchase & sale, finance & franchise negotiations and real estate closings. Project Management of new build and conversions with full range of stakeholders. From design to construction to business openings.

Managed expansion of Shaker Hills Hospitality into Western New York State and Pennsylvania.

1. Did site selection for all four sites, handled all negotiations with pricing.
2. Chose hotel brand for each site and negotiated with hotel chain.
3. Managed the approval process with all government agencies.
4. Handled the conversion of Wingate Inn to Hotel Indigo.
5. Consulted on all construction matters.

2001-2005 Small Business Operator of Independent Restaurant of \$2M sales, 120 seats, Albany, NY

1. Day to day management of production and service staff.
2. Food and Beverage planning, controlling and management of work.
3. Development and training of staff.
4. Marketing of business.
5. Menu product design and creation of service offerings.

Managed Kitchen operations of Calaway Grill (Attached to the Hotel Indigo)

1. Worked on the line as needed, made kitchen schedule.
2. Cut food and Liquor expenses by 20%.
3. Cut labor by 15%
4. Managed floor operations when needed.

1997- 2001 Binswanger - Northeast Vice President (Sales and Development)

1. Sold over \$35 million dollars of Industrial real estate throughout the Northeast. For such companies as TRUVALU, Seagram's, Phillips.
2. Direct Sales and Client Account Management of all Fortune 500 clients in territory. Such as General Electric, Eastman Kodak, Xerox, Stanley Tools.
3. Developed and presented real estate leases and Asset sales opportunities

4. Made presentations, evaluations of properties, site selections.

1991 – 1997 Coldwell Banker Prime Properties –Commercial Real Estate Broker

Education:

University of Arizona – Master of Real Estate

SUNY – Albany; Bachelor of Arts

Graduate courses taken in Political Science and Psychology.

Ritz Carlton Executive School Graduate

Courses taken from CCIM, Ritz Carlton Executive School Graduate, Cornell Executive Program, University of Denver, MBA