

# WILLIAM JASON ROTOLO

[billrotolo339@yahoo.com](mailto:billrotolo339@yahoo.com)

847.875.8289

1719 N. Maplewood, Chicago

Industry Recognized, Multiple Award-Winning, Industry C-Level Executive, Company President,  
Successful Entrepreneur

- ◆ Produced Net Profits Surpassing \$30 Million in a Single Year ◆  
*Track Record Of Saving Large Companies Multiple Millions Of Dollars*

## *Career Highlights*

- **Key role in development of 1000s of acres** for residential and mixed-use property in contributing to Concord and Lexington Development's rise as top developers in the Chicago Metropolitan area
- **Rehabbed** over 60 foreclosed and short sold units in City of Chicago between 2010 and 2012, in Bronzeville, Hyde Park/Kenwood, and on the West Side
- **Achieved cumulative sales of \$175 million, \$45 million at peak after 3 years** as founder/president of Insignia Development Corporation
- **Effectively managed all acquisition and entitlements** for Lexington and Concord Homes, each the largest in the Midwest at the time, with +\$200 million annual sales. Currently performing this same function for the revived Lexington Homes
- **Efficiently managed over 2,500 acres** of mixed-use land and property development holdings and over 2,500 new retail and residential units, office/industrial facilities and tax credit-affordable projects for own company

## *Overview of Experience and Expertise*

- ⊕ **Experience leading large & mid-sized companies with budgets up to \$50 million and teams of up to 50 people**
- ⊕ **Purchased, built, developed and ran several highly profitable development companies** for mixed-use communities in the Chicago, Illinois and Phoenix, Arizona markets
- ⊕ **Expertise** in TIF Districts, housing market research, site selection and analysis, purchase negotiations, land use and site planning, land development, zoning and government relations
- ⊕ **Expert witness** in zoning, land use and condemnation cases for both governmental and private sectors, including on winning side of a recent \$6 million settlement for a landowner
- ⊕ **Recognized authority** in housing and mixed use development, tax incentives to increase bottom line and profits, zoning and land use, site planning
- ⊕ **Author** of numerous comprehensive plans, sub-area plans, and planning-related articles
- ⊕ **Extensive public speaking engagements** including as featured speaker at national and local conferences

- ⊕ **Provided expert advice and consultation to Mayoral programs** to develop over 100 sites in major U.S. cities
- ⊕ **Created and implemented innovative customer service programs** that reduced complaints and increased customer satisfaction
- ⊕ **Managed** engineers, architects, land planners, traffic experts, brokers, and legal staff
- ⊕ **Senior Planner during the greatest period of growth** in the history of Schaumburg, Illinois
- ⊕ **Record of creating value** through repositioning, entitlements, governmental incentives and tax shelters
- ⊕ **Experience and savvy** in securing funds from, and working with, government entities, and expert in government incentives to save money
- ⊕ **Successful in working with city governments** in turning problem-laden sites into thriving residential developments
- ⊕ **Conducted extensive lobbying** in Chicago and Washington to reduce industry impact fees
- ⊕ **Lifetime Achievement Award** received for generating considerable sums as Chairman of the Land Development and Zoning committee

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### *Key Skills*

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- Acquisition and Dispositions
- Asset Management
- Bank/REO property purchases and rehabs, over 60 since 2010
- Budgeting
- Contract Negotiations
- Corporate Planning
- Expert testimony for property owners and governments
- Facilities Upgrades
- Feasibility Analysis
- Financial planning and management
- Government Relations
- Investor and Banking Relations
- Land acquisition management
- Land use and Zoning
- Land/property entitlements
- Market Research
- Mixed-use developments
- Process development
- Product development
- Site Selection
- Strategic planning
- Tax Strategy

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## *Career History*

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Lexington Homes, Chicago, IL <b>Vice-President, Acquisitions &amp; Entitlements</b>	2013-present
Structure Development Company, Chicago, IL <b>Founder/CEO</b>	2010 – 2013
TWJ Associates, Chicago, IL <b>Founder/President</b>	2003 - Present
Insignia Development Corporation, LLC, Palatine, IL <b>Founder/President</b>	1996 - 2006
Concord Development, Palatine, IL <b>Executive Vice President</b>	1992 - 1996
Lexington Development Corporation, Arlington Heights, IL <b>Director of Land Acquisition and Government Relations</b>	1986 - 1992

### ***Prior Experience***

**Senior Planner** for the City of Schaumburg, IL

**Planning Director** for City of Wilmette, IL

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## *Education & Development*

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Cornell University, Ithaca, NY  
**Master of City and Regional Planning/Finance**  
GPA: 3.7 on Four Point Scale

University of Illinois, Urbana-Champaign IL  
**Bachelor of Arts, Magna Cum Laude with Distinction in Political Science**

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## *Publications & Affiliations*

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- *Crain's Chicago Business*, May 6, 2002 cover story, "Developer's Get Caught Short: New Homes Sales Hit By Low Supply"
- *Chicago Tribune*, April 27, 2002, "Tied to the Land: As wide open spaces fill in, developers seek hard to find urban sites," Section 4, Page 1, article about finding and developing urban in-fill sites
- *Chicago Tribune*, November 20, 1999, "New Homes" Section, Page 1, article about building on difficult urban sites
- Featured in *Professional Builder*, April 1999, "One on One" profile
- Member, American Institute of Certified Planners (AICP). (Professional City Planning Certification)