

# JAMES R. WESTLING

40 Balboa Coves  
Newport Beach, California  
(949) 650-2006

## **EXPERIENCE:**

**WESTLING & ASSOCIATES**  
President

Newport Beach, CA  
May 1996 – Present

Founder and President of a firm specializing in development services and construction project management of commercial, industrial, retail and office building projects.

**INSIGNIA-O'DONNELL COMMERCIAL GROUP**  
Director of Development and Construction  
**O'DONNELL PROPERTY SERVICES, INC.**  
Executive Vice-President and Partner

Irvine, CA  
July 1977 – May 1996

Responsible for the development and construction departments of a commercial/industrial development and property management company managing 25,000,000 square feet of high quality real estate in Northern and Southern California. As Development Partner, successfully completed warehouse, industrial, business park, research/development, retail and office building projects totaling more than 10,000,000 square feet. Responsibilities included directing architects, engineers, land planners, consultants and contractors throughout the development process; overseeing the budgeting, contract documentation, construction progress, job costing and invoicing through project completion, lease-up and tenant improvement construction. Directed the tenant improvements in all properties, and managed an operations department consisting of horticulturists, roof consultants, mechanical engineer and secretarial staff that provided the referenced services to the owned and managed properties, as well as to third party clients. Following the acquisition of O'Donnell Property Services, Inc. by Insignia Financial Group in May 1995, continued to oversee the tenant improvement construction department, and provided construction/development services on two phases of "flex tech" buildings for The Irvine Company totaling 226,000 square feet, and a 133,000 square foot, two building, corporate headquarters and operations facility for Westamerica Bancorporation in Fairfield, California.

**COLDWELL BANKER PROPERTY MANAGEMENT COMPANY**  
Property Manager

Newport Beach, CA  
November 1975 – June 1977

Managed a portfolio of 2,000,000 square feet of business park and new, mid-rise office buildings in Orange County for one major developer. Responsible for the overall management program with emphasis on tenant relations, collection of \$500,000.00 per month in rent receivables, and establishment of management programs in prestigious new office buildings.

**ALEX ROBERTSON COMPANY**  
Assistant to President and Project Manager

Irvine, CA  
August 1973-November 1975

Interfaced with all departments of a multi-faceted construction/development company for special projects as directed by President. Project managed retail and business park development through coordination of the design, working drawings, estimating, bidding, construction and tenant improvement stages. Also provided technical construction knowledge and interior design capability during lease-up. Assumed the function of Property Manager for these projects and was instrumental in establishing procedures and policies for managing company owned real estate.

SECURITY PACIFIC NATIONAL BANK  
Assistant Branch Manager and Commercial Loan Officer

Irvine and Laguna Beach, CA  
July 1971 – August 1973

Completed the Management Training Program and gained experience in real estate, consumer, charge card and commercial lending and loan administration. Development of new commercial loan clients and new corporate banking relationships in the rapidly growing Irvine Industrial Complex area of Orange County.

**QUALIFICATIONS:**

B.A., Business Management, California State University – Fullerton 1971  
Military: U.S. Air Force. May 1966 – January 1970. Staff Sergeant (E-5). Chief Clerk and  
Administrative Supervisor at Squadron level  
California Real Estate Salesman's License  
California General Contractor's License, B-1

**PERSONAL INFORMATION:**

Married, since 1969, to Carol Herberts Westling  
Children: Grown son and daughter  
Health: Excellent  
Interests: Family, surfing, fly fishing, boating, radio controlled sailplanes and motorhoming

**Development Experience: James R. Westling**

<b>Project</b>	<b>California Location</b>	<b>Year Built</b>	<b>Square Feet</b>	<b>Product Type</b>
Cerritos Distribution Center III	Cerritos	1978	663,460	Warehouse Industrial
O'Donnell-BKCG Orange	Orange	1978	247,000	Industrial
166 <sup>th</sup> Street Partners	Cerritos	1979	27,072	Office
Cerritos Distribution Assoc. II	Cerritos	1979	5,290	Restaurant
Moore Street Partners	Cerritos	1980	42,000	R&D
Dow Street Partners	Tustin	1980	60,500	R&D
Ontario Industrial Associates	Ontario	1980	254,000	Industrial
R.C. Industrial Company Phase 1	Rancho Cucamonga	1980	303,110	Warehouse, Industrial
Tustin Business Company JV	Tustin	1980	115,000	R&D
Tustin Business Company JV II	Tustin	1981	144,000	R&D
Cambridge Park Partners	Costa Mesa	1982	230,000	Office, Business Park
R.C. Industrial Company Phase II	Rancho Cucamonga	1982	948,632	Warehouse, Industrial
Meldisco Corporation (bts)	Rancho Cucamonga	1983	250,000	Warehouse
2181 DuPont Associates (bts)	Irvine	1983	75,000	Office
O'Donnell/Wells – Tustin	Tustin	1983	253,189	R&D
Yorba Linda Tech. Partners	Yorba Linda	1984	434,938	R&D
Irvine – O'Donnell I	Irvine	1985	398,233	Industrial
Irvine – O'Donnell II	Irvine	1986	207,200	Office, Industrial
R.C. Industrial Company Phase II	Rancho Cucamonga	1986	169,493	Warehouse
ODB/SII – Los Alamitos I,II,III	Los Alamitos	1986	684,054	Office, R&D, Business Park, Warehouse, Industrial
Alondra Shoemaker Associates	Cerritos	1986	213,755	R&D
Bake & Toledo I	Irvine	1986	269,327	R&D
Irvine/O'Donnell Business Park	Irvine	1986	165,695	Business Park
Heritage Corporate Center I	Santa Fe Springs	1987	447,247	Office, R&D, Business Park
Fairbanks Industrial	Irvine	1987	294,322	Industrial
Bake & Toledo II	Irvine	1988	144,984	R&D
Irvine Parcels 5 & 6	Irvine	1988	180,902	Industrial
O'Donnell-New England Spectrum Associates – Phase I&II	Irvine	1988	403,932	Office, R&D
O'Donnell/Oltmans Rancho Cucamonga I	Rancho Cucamonga	1988	422,798	Warehouse, Industrial
Heritage Corporate Center II	Santa Fe Springs	1989	273,296	R&D, Business Park
Irvine Parcel 32	Irvine	1989	249,705	R&D

TDK (bts)	Irvine	1989	138,967	Warehouse, Industrial
RCDC Associates L.P.	Rancho Cucamonga	1990	625,823	Warehouse, Industrial
Alcon Surgical (bts)	Irvine	1990	189,199	Office, R&D
One Technology Park	Irvine	1990	183,177	Office, Business Park
Sorenson I	Santa Fe Springs	1990	151,618	Industrial
Sorenson II	Santa Fe Springs	1990	130,976	Industrial
Irvine Parcel 33	Irvine	1990	232,215	R&D
O'Donnell-New England Spectrum Associates - Phase III	Irvine	1990	96,000	Office
Corporate Business Center Phase I	Irvine	1995	102,000	Office, Flex-Tech
Corporate Business Center Phase II	Irvine	1996	114,380	Office, Flex-Tech
Westamerica Bancorporation (bts)	Fairfield	1996	133,000	Office, Warehouse
Corporate Business Center Phase IV	Irvine	1997	95,026	Office, Flex-Tech
Corporate Business Center Phase V	Irvine	1997	75,826	Office, Flex-Tech
Spectrum III – Parcel 31, Phase I	Irvine	1997	76,080	Office
Spectrum III – Parcel 31, Phases II & III	Irvine	1998	176,160	Office
The O'Donnell Group – Marquardt	Cerritos	1998	123,154	Warehouse
The O'Donnell Group - Industry	City of Industry	1998	253,850	Warehouse
Canyon Ridge Tech Park – Phase III	San Diego	1998	112,230	Flex-Tech
The O'Donnell Group–Sally Place	Fullerton	1998	201,197	Warehouse
Irvine Business Center-Phases I&II	Irvine	1998	210,886	Office
Spectrum 3 – Phases I&II	Irvine	1998	138,000	Flex-Tech
Irvine Business Center – Phases III,IV,V	Irvine	1999	294,018	Office
CarMax Superstore	Duarte	1999	65,000	Used Car Superstore
Pier 1 Imports (bts)	Ontario	1999	746,082	Warehouse
Summit Springs Business Park	Santa Fe Springs	1999	234,662	Warehouse, Industrial
Steris, Inc.	Ontario	1999	160,000	Warehouse w/2 Cobalt 60 Irradiator Cells
Taylor Woodrow Homes, Inc (bts)	Irvine	2000	27,000	Corporate Office
Discovery Business Center Phases 1&2	Irvine	2000	215,574	Office
Discovery Business Center Phases 3&4	Irvine	2000	215,574	Office
Discovery Business Center Phases 5&6	Irvine	2001	196,136	Office
Discovery Business Center Phases 8&9	Irvine	2002	246,324	Office
Becton Dickinson and Company	Redlands	2002	425,285	Distribution Center
University Center Reinvestment II	Irvine	2002-2004	n/a	Landscape, hardscape, new building facades
Don Bosco technical Institute	Rosemead	2003-2004	n/a	Football field, track, two (2) baseball fields, soccer field, support buildings, upgrade to

Fashion Island Reinvestment II	Newport Beach	2004	n/a	utilities Landscape, hardscape upgrades, building facades and addition to an existing building
Newport North Center Reinvestment	Newport Beach	2004	n/a	Landscape, hardscape upgrades, new storefront system, signage, lighting
Harbor View Center Reinvestment	Newport Beach	2004	n/a	Landscape, hardscape upgrades, painting, signage, lighting
Walnut Village Reinvestment	Irvine	2004	n/a	Landscape, hardscape upgrades, site lighting, signage
University Center Reinvestment	Irvine	2004-2005	n/a	Landscape, hardscape upgrades, waterproofing, new grease rooms
Irvine Technical Center Phase 7&8	Irvine	2005	266,770	Flex-tech/Multi-tenant
Discovery Business Center 7	Irvine	2005-2006	94,180	Flex-tech/Multi-tenant
Discovery Business Center 10 -12	Irvine	2005-2006	316,108	Flex-tech
Jamboree Business Center 4&5	Irvine	2006-2007	232,800	Three 3-story office buildings
Corporate Plaza West	Newport Beach	2007-2008	39,680	Flex-tech
<b>TOTAL SQUARE FEET DEVELOPED</b>			<b>15,913,091</b>	