

# SAMUEL CHEE

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## REAL ESTATE EXPERIENCE

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Real Estate Professional focused on directing all aspects of development operations and guiding expansion strategy for large, multi-unit, branded enterprises. Proven capability in analyzing, deciphering real estate market trends and identifying opportunities for expansion in fast-growing, highly competitive environments.

### *Core Competencies*

Corporate Real Estate  
Site Selection  
Lease and Contract Negotiations

Market/DMA Analysis  
Financial Analysis  
Single Tenant Construction

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## PROFESSIONAL EXPERIENCE

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### CAVA GRILL

Dallas/Fort Worth, TX

*Senior Real Estate Manager* – 2021 – Present

- Territory: Texas, Colorado, Oklahoma, Louisiana, Arkansas, and Kansas City
- Created and executed the initial market strategy and rollout for the Chicago Market
- Created the market strategy for the future rollout of St. Louis.

### CHIPOTLE MEXICAN GRILL

Dallas/Fort Worth, TX

*Real Estate Manager* – 2019 – 2021

- Territory: Texas (excluding Houston) and Oklahoma
- In charge of more than 20 deal approvals per year
- Developed a market strategy, including relocations and renewals, and identified trade areas for future growth
- Negotiated LOIs and leases and presented the real estate committee packages for approval
- Toured sites and trade areas with development director and operations director to ensure alignment on growth plans and strategy
- Built trust with all stakeholders in the real estate development process: brokers, landlords, developers, internal team members: construction managers, design managers, directors, architects

#### *Selected Achievement:*

- Reached 1/3 of the 2021 deal pipeline within the first 3 months of the year.

### FIRST WATCH RESTAURANTS

Dallas/Fort Worth, TX

*Real Estate Director* – 2018– 2019

- Territory: Texas, Colorado, Arizona, Ohio, Arkansas, and Oklahoma
- Negotiated with landlords on LOIs and leases
- Developed market strategies and identified trade areas for future growth
- Presented prospective site locations to real estate committee for approval
- Partnered with franchisees to assist with their restaurant growth plans

#### *Selected Achievement:*

- Presented and received approval for 12 new restaurant locations within the first 8 months of joining the team.

### CHIPOTLE MEXICAN GRILL

Dallas/Fort Worth, TX

*Real Estate Manager* – 2016 – 2018

*Real Estate Manager Apprentice* – 2015 – 2016

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- Territory: Texas (San Antonio, Fort Worth, East Texas, Corpus Christi, Rio Grande Valley) and Oklahoma
- Negotiated with landlords on LOIs and leases
- Identified trade areas for future growth and evaluated existing trade areas for in fill locations
- Created and presented real estate decision logics and executive summaries for real estate committee approval

**Selected Achievement:**

- Opened the first Pick-Up Window Lane (San Antonio, Texas), the new vehicle for sales growth, which performed above projections.

## DOMINO'S PIZZA CORPORATION

Dallas/Fort Worth, TX

*Real Estate Leader* – April 2015 – August 2015

- Territory: Southeast Region (Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Tennessee, Kentucky, North Carolina, South Carolina, Georgia, Alabama)
- Consulted franchisees on site selection, LOIs, leases and purchases

## MCDONALD'S CORPORATION

*Real Estate Manager* – 2013 – 2015 (IRVING, TX)

- Negotiated easements and additional property for existing restaurants
- Performed financial analysis, including sales estimating
- Targeted DMAs and specific markets for development
- Performed market analysis and site selection for rebuild and relocatable restaurants
- Collaborated with Regional Staff to ensure the development plan meets required portfolio returns

*Construction Manager* – 2011 – 2013 (HONOLULU, HI)

- Executed the Major Remodel Program for existing restaurants
- Managed the construction timeline (design, drawings/plans, bids, permits, construction, and project closeout)
- Partnered with Franchisee and Corporate Staff to implement site specific design
- Coordinated with Franchisees and Operations to determine project scope and timing
- Reviewed construction drawings with all consultants and vendors to minimize change orders

**Selected Achievement:**

- Decreased the construction timeline by 18% by performing thorough drawing reviews and incorporating franchisees, regional staff, and vendors earlier in the decision-making process

*Regional Property Manager* – 2010 – 2011 (COLUMBUS, OH)

- Managed a portfolio of 1,300 + restaurants throughout Ohio, Indiana, Illinois, Kentucky, Tennessee
- Coordinated interdepartmental teams to complete projects impacting company assets, including: easements, site maintenance, property taxes, insurance, lease defaults, violations
- Reviewed existing leases, easements, ECRs, CCRs to resolve disputes between different parties
- Maximized existing real estate assets by identifying opportunities for site attribute improvements, including: signage, ingress/egress easements, and cross access/parking easements.

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## EDUCATIONAL BACKGROUND

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### DEPAUL UNIVERSITY

Chicago, IL

*M.B.A., Real Estate Investment and Finance* – 2014

Cumulative G.P.A. – 3.7

### LOYOLA UNIVERSITY CHICAGO

Chicago, IL

*B.B.A., Finance and Marketing* – 2008

Cum Laude