

SAMUEL CHEE

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REAL ESTATE EXPERIENCE

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

Core Competencies

Corporate Real Estate
Site Selection and Investigation
LOI and Lease Negotiations

Market/DMA Analysis and Planning
Financial Analysis
Single Tenant Construction

PROFESSIONAL EXPERIENCE

CAVA GRILL

Dallas/Fort Worth, TX

Senior Real Estate Manager – 2021 – Present

- Territory: Texas, Oklahoma, Louisiana, Arkansas, Kansas City, St. Louis, and Minnesota
- Created and executed the initial market plan and strategy for the following new markets
 - Chicago
 - St. Louis
 - Minnesota
- Continued touring of all territories to visit competitors, observe market shifts, and updating existing market strategies
- Negotiated Letters of Intent (LOIs) and leases
 - Including primary term, exclusive use, and landlord work letter deliverables
- Prepared and presented real estate committee presentations for new restaurant locations
 - Including economics, trade area and site characteristics, sales projections, cannibalization and proformas
- Coordinated with internal partners including, design, construction, and facilities
- Maintained active relationships with landlords, brokers, and developers to keep the pipeline growing
- Resolved landlord issues related to landlord's improvements

Selected Achievement:

- Created, evaluated, and executed multiple new market rollouts

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.

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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

- 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

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)

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

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, project scope
- 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.

EDUCATIONAL BACKGROUND

DEPAUL UNIVERSITY - *M.B.A., Real Estate Investment and Finance*

Chicago, IL

LOYOLA UNIVERSITY CHICAGO - *B.B.A., Finance and Marketing*

Chicago, IL