

AARON M. ANDERSON

REAL ESTATE DEVELOPMENT EXECUTIVE

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EXECUTIVE SUMMARY

Full-cycle real estate development executive with 15+ years of experience leading complex industrial, commercial, self-storage, retail, and build-to-suit investments from acquisition diligence through construction completion and turnover. Delivered or managed 37 projects across nine states totaling 7.6 million square feet and approximately \$1.67 billion in project budgets across public REIT, private equity, and corporate owner-user platforms.

Combines investment judgment with field-informed execution across underwriting, entitlement strategy, CEQA, design management, preconstruction, budgeting, contract negotiation, and delivery. Translates development risk into actionable recommendations that protect basis, accelerate time to income, and improve predictability while aligning investment, legal, finance, design, construction, agency, and operating stakeholders.

CORE COMPETENCIES

- Acquisition diligence and deal risk assessment
- Financial underwriting and executive reporting
- Entitlement strategy, CEQA, zoning and public hearings
- Design management and constructability review
- Preconstruction, estimating and budget validation
- GC selection and contract negotiation
- Construction management, schedule and delivery
- Utilities, infrastructure and mission-critical constraints

PROFESSIONAL EXPERIENCE

PROLOGIS | Ontario, CA 2025 - Present

Vice President, Development

- Lead industrial development execution across Southern California from acquisition diligence and entitlement strategy through design, budgeting, permitting, construction management, and delivery.
- Manage a portfolio of six projects totaling approximately 2.4 million square feet and \$425 million in aggregate project budgets.
- Evaluate land use, environmental, infrastructure, utility, cost, schedule, jurisdictional, and execution risk; translate findings into executive recommendations on feasibility, capital requirements, and development path.
- Partner with acquisitions, legal, finance, operations, consultants, and contractors to convert diligence findings into capital plans, milestone schedules, and executable risk-mitigation strategies.
- Build repeatable development-intelligence, budgeting, and portfolio-management tools that improve executive visibility, decision speed, and accountability across the platform.

DERMODY | Irvine, CA 2024 - 2025

Vice President, Development

- Led private equity-backed Southern California industrial development from PSA and diligence through entitlements, permitting, preconstruction, construction, and closeout.
- Managed a portfolio of six projects totaling approximately 2.5 million square feet and \$736 million in aggregate project budgets.
- Integrated deal economics, land use, cost, schedule, constructability, and execution risk to support investment committee decisions and maintain alignment between underwriting assumptions and delivery strategy.
- Oversaw consultant, design, and contractor teams across infill, redevelopment, and ground-up assignments, balancing entitlement, utility, grading, procurement, and schedule constraints.
- Established project budgets, milestone schedules, procurement strategies, and executive risk reporting for complex industrial investments throughout Southern California.

PUBLIC STORAGE | Glendale, CA 2021 - 2024

Senior Director, Development

- Directed a multi-state pipeline of development, redevelopment, and acquisition projects across the full lifecycle, including diligence, approvals, design, permitting, construction, and delivery.
- Led 14 completed projects totaling approximately 2.6 million square feet and \$400 million in aggregate project budgets.
- Supported acquisition and investment decisions through feasibility analysis, entitlement strategy, cost evaluation, schedule planning, and early identification of jurisdictional and infrastructure risk.
- Negotiated consultant and contractor scopes, challenged pricing and constructability, and maintained executive reporting on cost, schedule, approvals, and delivery risk.
- Led agency, political, and community coordination to advance entitlements and resolve project-specific approval issues across multiple jurisdictions.

PROFESSIONAL EXPERIENCE - CONTINUED

IN-N-OUT BURGER | Baldwin Park, CA

2018 - 2021

Development Manager

- Led development supporting expansion into Colorado and surrounding markets, including restaurants, cold storage, logistics, and regional support facilities.
- Delivered 11 projects totaling approximately 186,000 square feet and \$110 million in aggregate project budgets.
- Managed site diligence, entitlement strategy, consultant teams, jurisdictional approvals, design coordination, contractors, budgets, schedules, construction, and turnover.
- Coordinated real estate, operations, logistics, design, construction, and local agencies to support a disciplined multi-market rollout while adapting repeatable prototypes to local conditions.

SEQUOIA DEVELOPMENT | Irvine, CA

2006 - 2016

Land Use Planner / Development Consultant

- Advised commercial, industrial, retail, mission-critical, and infrastructure-constrained clients throughout California on site feasibility, entitlement strategy, permitting, and agency coordination.
- Managed more than 30 entitlement and permitting projects annually across planning, building, fire, public works, environmental agencies, utilities, elected officials, consultants, and communities.
- Built practical expertise in CEQA, zoning, land use policy, environmental review, utilities, infrastructure, and jurisdictional risk.
- Advised clients on site selection, development conditions, public-hearing strategy, infrastructure constraints, and the most direct path from initial concept to permit issuance.

UNION CARPENTER | Southern California

Early Career

Commercial Carpenter

- Gained hands-on field construction experience that continues to inform budgeting, constructability review, contractor coordination, schedule judgment, and execution risk management.
- Worked within active commercial construction environments, building practical fluency in sequencing, labor productivity, field coordination, quality control, and contractor accountability.

LEADERSHIP DIFFERENTIATORS

Full-cycle judgment. Evaluates projects from acquisition concept through turnover, allowing financial, political, technical, environmental, jurisdictional, and construction issues to be identified early and addressed through one integrated development strategy.

Construction-informed leadership. Combines executive development experience with a field construction background to improve budgeting, constructability review, contractor coordination, schedule judgment, and execution risk management.

Utility and infrastructure orientation. Brings land use and agency coordination experience to mission-critical and infrastructure-constrained projects where power, utilities, CEQA, entitlement certainty, and sequencing can determine site viability.

Platform-building mindset. Converts project experience into repeatable standards, cost intelligence, risk dashboards, and decision tools that expand team capacity and improve investment consistency.

EDUCATION AND AFFILIATION

University of California, Irvine - Bachelor of Science, Applied Physics; Engineering Specialization. Post-graduate research in computational physics. Honors include All-California Academic First Team, Coca-Cola Gold Scholar, and All-USA Academic Team. Member, NAIOP - Commercial Real Estate Development Association.

PROJECT PORTFOLIO

Representative development portfolio includes 37 projects across nine states totaling 7.6 million square feet and approximately \$1.67 billion in aggregate project budgets. Exact addresses for active pipeline projects are withheld; market-level information is retained.

PLATFORM	PROJECT / LOCATION	SECTOR / TYPE	STATUS / YEAR	SCALE / BUDGET
Prologis	Confidential Pipeline Project Commerce, CA	Industrial New Development	In Development 2027	283,621 SF \$64M
Dermody	1600 E Francis St Ontario, CA	Industrial Redevelopment	Completed 2025	167,000 SF \$59M
Dermody	4 Sterling Irvine, CA	Industrial New Development	Completed 2025	133,000 SF \$58M
Dermody	2 Sterling Irvine, CA	Industrial Redevelopment	Completed 2025	92,000 SF \$42M
Dermody	4000 Prime Paseo Ontario, CA	Industrial New Development	Completed 2025	1,000,000 SF \$367M
Public Storage	3930 W Craig Rd North Las Vegas, NV	Commercial New Development	Completed 2024	150,000 SF \$19M
Public Storage	1015 S Val Vista Dr Gilbert, AZ	Commercial Expansion	Completed 2024	150,000 SF \$15M
Public Storage	3716 Stanley Blvd Pleasanton, CA	Commercial Redevelopment	Completed 2024	210,000 SF \$31M
Public Storage	3625 S Grand Ave Los Angeles, CA	Commercial Redevelopment	Completed 2024	250,000 SF \$65M
Public Storage	3010 Alameda St Compton, CA	Commercial New Development	Completed 2024	120,000 SF \$21M
Public Storage	13808 Imperial Hwy Santa Fe Springs, CA	Commercial New Development	Completed 2024	200,000 SF \$31M
Public Storage	1330 Cypress St Covina, CA	Commercial New Development	Completed 2024	140,000 SF \$26M
Public Storage	1321 Halehana St Honolulu, HI	Commercial New Development	Completed 2024	150,000 SF \$58M
Dermody	1100 Valencia Ave Tustin, CA	Industrial Redevelopment	Completed 2024	312,000 SF \$122M
Public Storage	4880 E La Palma Ave Anaheim, CA	Commercial Redevelopment	Completed 2023	200,000 SF \$17M
Public Storage	11211 Sorrento Valley Rd San Diego, CA	Commercial Redevelopment	Completed 2023	210,000 SF \$21M
Public Storage	20565 Valley Green Dr Cupertino, CA	Commercial Redevelopment	Completed 2023	271,000 SF \$25M
Public Storage	1561 Desert Crossing Ct Las Vegas, NV	Commercial New Development	Completed 2023	130,000 SF \$18.5M
Public Storage	7900 Deering Ave Canoga Park, CA	Commercial Redevelopment	Completed 2023	105,000 SF \$20.5M

PROJECT PORTFOLIO - CONTINUED

Project-level scale and budget are shown to provide context for the operating range of the portfolio. Additional case studies and supporting materials are available upon request.

PLATFORM	PROJECT / LOCATION	SECTOR / TYPE	STATUS / YEAR	SCALE / BUDGET
Public Storage	1111 118th Ave SE Bellevue, WA	Commercial Redevelopment	Completed 2023	273,000 SF \$32M
In-N-Out Burger	2895 New Center Point Rd Colorado Springs, CO	Retail New Development	Completed 2021	3,500 SF \$6.5M
In-N-Out Burger	9171 Westview Rd Lone Tree, CO	Retail New Development	Completed 2021	3,500 SF \$3.5M
In-N-Out Burger	5470 Factory Shops Blvd Castle Rock, CO	Retail New Development	Completed 2021	3,500 SF \$3.1M
In-N-Out Burger	111 E 136th Ave Thornton, CO	Retail New Development	Completed 2021	3,500 SF \$5.2M
In-N-Out Burger	42560 Bob Hope Dr Rancho Mirage, CA	Retail New Development	Completed 2021	3,500 SF \$4.8M
In-N-Out Burger	150 S Wadsworth Blvd Lakewood, CO	Retail New Development	Completed 2021	4,000 SF \$5M
In-N-Out Burger	1840 Democracy Point Colorado Springs, CO	Retail New Development	Completed 2020	3,500 SF \$5M
In-N-Out Burger	1935 Interquest Pkwy Colorado Springs, CO	Industrial New Development	Completed 2020	150,000 SF \$66M
In-N-Out Burger	14150 E Alameda Ave Aurora, CO	Retail New Development	Completed 2020	4,000 SF \$6M
In-N-Out Burger	1100 W Irvington Rd Tucson, AZ	Retail New Development	Completed 2020	3,500 SF \$2.5M
In-N-Out Burger	795 East 800 North Spanish Fork, UT	Retail New Development	Completed 2020	3,500 SF \$2.5M
Prologis	Confidential Pipeline Project Ontario, CA	Industrial Redevelopment	In Development 2028	260,337 SF \$57.8M
Prologis	Confidential Pipeline Project Brea, CA	Industrial Redevelopment	In Development 2028	113,593 SF \$46.5M
Prologis	Confidential Pipeline Project Perris, CA	Industrial Redevelopment	In Development 2029	551,922 SF \$77.6M
Prologis	Confidential Pipeline Project Los Angeles, CA	Industrial Redevelopment	In Development 2028	340,298 SF \$86.7M
Prologis	Confidential Pipeline Project Moorpark, CA	Industrial Redevelopment	In Development 2029	850,001 SF \$92M
Dermody	27900 Franklin Pkwy Valencia, CA	Industrial New Development	In Development 2027	763,925 SF \$88M