

DENNIS P. HECK

12300 Cottage Lane
Charlevoix, MI 49720
Cell: (231) 313-7244

EDUCATION

Business Administration - Business Management,
Northwood University – Midland, Michigan

EMPLOYMENT

Licensed Associate Broker

June 2007 – present, Coldwell Banker-Schmidt, Charlevoix, MI.

1996 – June 2007, Vacation Properties Network, Charlevoix, MI.

- I conceived, designed, developed, marketed and sold Marina Village waterfront homes and the Perreys Landing Storage facility in Cheboygan, MI.

Vice President

1995 – 1996, Vice President Paradise Brewing Co. Sarasota Florida.

- I was offered an opportunity to relocate to Florida to be responsible for establishing market share and the distribution of the Tommy Bahama brand throughout the entire state. I also developed and distributed the Pelican Cigar brand in the state.

President

1980 – present, U.S. Coastal Development Company, LLC, a waterfront development and consulting company, Michigan.

- I worked as an Associate Broker with Vacation Properties Network and Shoreline Realty. I developed four major marinas on the Great Lakes. I was responsible for the concept, design and permitting of all projects, as well as obtaining financing for and developing the marketing of these projects. I acted as Project Manager for all developments. I created the first recorded "Dockominium" in the State of Michigan and worked with attorneys and the State to develop the first Master Deed for dock sales.

RELATED EXPERIENCE

Receivership duties include, but are not limited to:

REVIEW:

- operations
- budget and expenditures
- maintenance needs and issues
- marketing plans
- personnel and contractor relations

PROPOSE:

- needed operation adjustments
- working budget
- additional or revised maintenance needs and issues
- working marketing plan
- personnel and contractor changes, additions or dismissals

EXECUTE:

- oversight and guidance of needed operations
- bookkeeping and accounting services
- market and sell to re-coup investor interest
- launch newly revised, operational development

RECEIVERSHIP ASSIGNMENTS

- Appointed at the request of Fifth Third Bank Special Asset division in Grand Rapids to the Admiral's Point Development on Crooked River in Alanson, MI. The project consisted of a 65 slip marina, an upland housing subdivision and an approved PUD condominium development with on-site marina storage buildings. Receivership assignment completed in October 2009.
- Appointed at the request of First Community Bank to Pier 33 project on the Cheboygan River in Cheboygan, MI. The site consists of approximately 1,600 feet of river frontage, a 74 slip marina, a commercial restaurant and party store, 10 completed and unsold living condominiums, a free standing residential home and development land originally approved for 160 living units. The site has been divided into five manageable condo site units with Unit Five under contract for the construction of a \$4.5 million dollar assisted-living facility. Zoning and site plan split approvals are now in place to move the project forward.
- Appointed at the request of Comerica Bank Special Asset division in Grand Rapids to Receivership of an unfinished 55 unit waterfront condominium development on East Bay Township's Grand Traverse Bay in Traverse City, MI. 50% of the units needed completion with issuance of Occupancy Permits. Completed the "must be built" common elements, as well. Secured all necessary approvals to market and pass title to units. Established operating budget for Co-Owners Association and created a functioning Board of Directors, comprised of co-owners. All units, as well as development rights, have been sold and the Receivership duties were completed in September 2009.
- At the request of Comerica Bank Special Assets Division in Detroit, I was asked to consult in liquidation of a multi-unit condominium in Mackinac City, MI. The project consisted of 74 living units, with approximately 20 unsold units and the development rights for an additional 20 units. The necessary changes were made to the site, allowing the remaining inventory to be sold over a nine to ten week period. This project in sold out and duties completed.

CONSULTING SERVICES

- In addition to Receivership duties, I have been asked by several local and national lenders to consult with them on multi-unit residential, as well as commercial, troubled assets. The purposed is to evaluate the best course of action for the lender to take in the disposition of the troubled asset, whether it be liquidation through a marketing effort or stabilization and disposition through a Receivership appointment.

MEDIATION SERVICES

- Recognizing that sometimes both sides of an issue or disagreement just need to understand and appreciate each other's position, Mediation Services are often a cost effective approach. I have acted as Mediator between lender and borrower, as well as contractor and client. The duties have involved local as well as nation-wide parties.

QUALIFICATIONS/HONORS

- Background: recipient of multiple awards for annual multi-million dollar sales volume. Successful design, construction and sales of four major marinas on the Great Lakes, with the number of slips totaling over 800.
- Attributes: very knowledgeable in the local, state and federal permit and site plan approval process for both commercial and residential waterfront and non-waterfront properties. Well informed regarding wetland evaluation. Well established working relationships with both the MDEQ and the ACOE.
- Licensing: Real Estate Broker, Michigan. Previews International Agent and Sterling Society Member with Coldwell Banker.