



JESSE D. ALLEN

SENIOR VICE PRESIDENT

Specializing in Retail & Multi-Family Properties

PROFILE

Distinguished Real Estate Executive with over 20 years of experience and a proven track record in leading and managing real estate teams through data-driven strategies. Jesse possesses strategic foresight and an innovative mindset that have been instrumental in driving operational excellence and market growth.

In his role as a Real Estate Executive, he has successfully developed and executed multi-state retail expansion strategies, overseeing design and construction teams for ground-up developments, tenant improvements, and remodels. Jesse has effectively managed corporate real estate managers, brokers, and legal teams in lease and purchase negotiations, achieving remarkable results.

ACCOMPLISHMENT HIGHLIGHTS

- **New Business Development:** Utilized predictive analytics to formulate strategies for new store openings and real estate transactions, leveraging market insights for informed decision-making and competitive advantage.
- **Building for Scale:** Built high-functioning corporate real estate teams, brokerage, and legal network to drive a multi-state growth strategy in acquiring prime real estate assets; rightsizing the real estate portfolio, and the design-build of a state-of-the-art new corporate office.
- **Compelling Executive Presence:** Developed strategic partnerships across departments to enhance operational efficiencies and effectiveness, fostering collaboration and synergy within the organization. predictive analytics to formulate strategies for new store openings and real estate transactions, leveraging market insights for informed decision-making and competitive advantage.

PROFESSIONAL EXPERIENCE

- **Chief Real Estate Officer / Chief Administrative Officer - 99 Cent Only Stores, Commerce, CA (Feb 2023 - Aug 2024)**
 - Led strategic initiatives in Real Estate, Facilities, Construction, Human Resources, Payroll, Employee Benefits, and Loss Prevention
 - Implemented a comprehensive talent management program, restructuring teams to enhance skills development.
 - Successfully acquired, designed, and built a collaborative corporate office to foster productivity and creativity.
 - Championed diversity, equity, and inclusion efforts, ensuring a respectful workplace culture.
 - Expanded healthcare offerings, resulting in significant cost savings while expanding coverage.
 - Restructured Asset Protection team to improve operational efficiency and mitigate losses.
 - Raised \$240M in investment capital, executing the largest warehouse transaction in Los Angeles.

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EXECUTIVE IMPACT

- ▶ Stakeholder Engagement
- ▶ Visioning| Agile Asset Protection
- ▶ Market Intelligence
- ▶ Real Estate Acquisition
- ▶ Growth Strategies
- ▶ Cost Optimization
- ▶ Finance Strategy
- ▶ Executive Reporting
- ▶ Organizational Culture
- ▶ Investment Portfolio Management
- ▶ Predictive Analytics
- ▶ Risk Identification & Mitigation
- ▶ Coaching & Mentoring
- ▶ Cross-Functional Influence
- ▶ Strategic Initiative Success

PROFESSIONAL EXPERIENCE

- **Chief Real Estate and Construction Officer - 99 Cent Only Stores, Commerce, CA (Jan 2022 - Jan 2023)**
 - Led acquisition, design, and construction projects for warehouse and retail spaces.
 - Developed and implemented a multi-state expansion strategy, managing over \$500M in transactions.
 - Implemented predictive analytics for store strategies and lease portfolio optimization.
 - Achieved record store openings and implemented energy-efficient initiatives.
 - Successfully acquired a leasehold interest in a large industrial building in Los Angeles.
 - Managed LED light program for stores, delivering significant ROI in the first year.

CAREER HISTORY

- **99 Cent Only Stores, Commerce, CA**

Multi-dimensional executive with a proven record of impactful contributions, progressing through several roles of increased scope, accountability, and influence.

 - Senior Vice President, Real Estate and Construction (2015-2021)
 - Vice President, Real Estate and Construction (2013-2015)
 - Vice President, Real Estate Acquisition (2012-2013)
 - Senior Director, Real Estate (2010-2012)
 - Director, Real Estate (2008-2010)
 - Real Estate Manager (2006-2008)
- **YMI dba Styles 4U Stores** - Director, Real Estate and Facilities
- **Advanstar Communications** - B2B Sales Director
- **AllenKnight, LLC dba DeManchi Menswear** - Managing Partner, V.P., Business Development
- **Cross Colours Clothing** - Direct, Real Estate, Design, Construction and Facilities
- **Prudential Realty Group** - Investment Real Estate, Land and Multifamily

ADVISORY BOARD MEMBERSHIPS

- **Real Estate Advisory Board Member, California Polytechnic University**
 - Provided strategic guidance and expertise to the university's finance and real estate programs.
 - Enhanced curriculum relevance and student engagement through collaboration with faculty and industry professionals.
 - Advised on industry trends and best practices to ensure program alignment with industry needs.
 - Facilitated student networking and mentorship programs.
- **Board Member, ENOR Traffic Control**
 - Contributed to strategic decision-making and policy development in the traffic control industry.
 - Advised on regulatory compliance and safety standards.
 - Supported initiatives to improve traffic management and infrastructure efficiency.
 - Facilitated collaboration with stakeholders to address industry challenges and opportunities.

EDUCATION / LICENSE

- Bachelor of Science Degree (BS), Finance, Real Estate & Law, California State Polytechnic University
- California Real Estate Brokers License

AFFILIATIONS

- Member, Real Estate Executive Council
- Member, ICSC