

Linda T. Nguyen

linda@elletienne.com | 804-938-4474

<https://www.linkedin.com/in/linda-nguyen-cre>



Thrives in Navigating Complexity

Drives Large, Complicated Projects Forward

Creates Long-Term, Relationship-Focused Value

EXECUTIVE – WITH ENTREPRENEURIAL MINDSET

Strategy | Implementation | Impact – Builds, implements and manages effective teams, processes and systems. Fosters collaboration, innovation and creative solutions to put together initiatives that advance complex deals, projects and partnerships. Ensures holistic solutions that balance alignment with the overall business plan and attention to pertinent details to mitigate risk. Navigates nuance, with ability to thread the needle and structure/negotiate deals among stakeholders with divergent interests, to achieve desired outcomes. **20+ years supporting business owners as advisor and capital partner across the US and Canada.**

KEY COMPETENCIES

- Acquisitions, Dispositions
- Real Estate Finance
- Due Diligence
- Master Planning Mixed-Use
- Rezoning, Entitlements
- Automotive Real Estate
- Lease Negotiations
- Commercial Lending
- Construction Financing
- Construction Oversight
- Portfolio Management
- REO Asset Management
- Credit Underwriting
- Dealership Financial Analysis
- Automotive Business Valuations

CAREER HIGHLIGHTS

[LTN] Elletienne

Property Partners, Principal

2021 – present

Partnering and collaborating with the private and public sectors to deliver custom-tailored, innovative solutions to capture opportunities and advance challenging, large-scale projects that would otherwise not move forward – with unique ability to bridge gaps between stakeholders to build consensus and achieve objectives. Services include:

- ◇ **Strategic partner to CEO / CFO / Dealer Principals**, in executing corporate initiatives / alternative investments / international expansion.
- ◇ **Project Executive / Deal Quarterback** (in partnerships with many stakeholders, both internal & external).
- ◇ **Partnering with Clients to Reimagine & Transform Underutilized Real Estate to Maximize Opportunities.** Tysons Newsletter Spotlight → <https://www.tysonspartnership.org/blog/june-member-spotlight>
- ◇ **Land Use Planning & Development**
 - **Repositioning & Repurposing. Mixed-Use, Automotive, Attainable Housing Shortage Solutions** (to help companies attract and retain the best workforce within the community).
 - **¹Development Consultant.** Owner's Representative. Workload Overflow. Expedites Entitlements.
 - **Navigates Political Landscape & Citizen Opposition |** Facilitates Proactive Community Engagement | Advocacy & Education on Real Estate Finance (to move large-scale development projects forward efficiently, reduce entitlement cost, lower interest rate/construction cost risks and boost returns).
- ◇ **Automotive**
 - **Franchised business valuations**, analysis of **automotive financial statements** and key performance metrics to **determine enterprise value for buys-sells**, estate planning, and tax purposes
 - Strategy and **proactive portfolio management. Expertise in the US & Canada on:**
 - **Automotive Leases** (seasoned negotiator of new leases, lease renewals/rent concessions, lease exit/surrender negotiations, early terminations, restructures, and other complicated deal structures to address manufacturer site control)
 - **Owned Automotive Real Estate** – Expert on the full life cycle from acquisitions, development, asset management, portfolio management and disposition (including opportunistic sales and managing / repurposing vacant, non-performing REO assets held, with strategies to mitigate loss exposure).

¹*Certified SWaM (Small, Woman and Minority owned business) [5 points in VA QAP for competitive LIHTC / tax-exempt bonds in support of the state's focus on DEI (Diversity, Equity & Inclusion)] & DBE (Disadvantaged Business Enterprise) [for government contracts] – expected Feb 2023.*

Brookfield Property Partners (BPY) subsidiary, Capital Automotive REIT**2005 – 2020****Vice President, Portfolio Manager**

- **Capital partner** for automotive franchise groups acquiring stores across the **US & Canada**, providing **funding for the real estate** component of buy-sells.
- **Clients included:** public company conglomerates, private equity backed groups, smaller regional players, and family-operated local dealers, such as: **Lithia, Sonic, Asbury, AutoNation (nationally); MileOne Autogroup in the Mid-Atlantic (MD, PA, VA, NC); Foundation Auto in CO; GoAuto.ca in Canada**
- **Handled atypical / alternative investments for the US-based subsidiary, spearheading new terrain:**
 - **Navigated transnational regulations/customs to execute on company expansion internationally.**
Established legal & accounting framework for acquisition of 4 automotive properties simultaneously in C\$64 million real estate transaction. Thereafter, oversaw all Canadian investments from the US; implemented processes, procedures and templates for future deals
 - **Managed \$110 million construction funding of 800,000 SF vertical luxury dealership HQ** in new Sole Mia development in N. Miami, FL. Reviewed / signed off on all monthly AIA pay applications; monitored project to ensure adherence to timing, budget and scope objectives, holding relevant parties accountable
 - **Underwrote and directed acquisition of \$105 million real estate company with 19 dealership properties** and broad range of other deals (**JV deals with Kimco Realty**, tax deferral OP unit product, ground leases)
 - Led the creation and approval of **Dominion Square East & West** development plan to transform **20-acre** single-story dealership car lots into **mixed-use development (12 buildings ranging from 18-33 stories at Spring Hill Rd Metro Station in Tysons, VA)**
 - **Rezoning / entitlement for 4.5 million SF development fully approved for:**
 - **6 multi-family, 5 office buildings, 1 hotel, ground floor retail, new grid of streets**, Dominion Energy substation to power the entire south side of Route 7 / Leesburg Pike
 - **6+ acres of open public amenity space** (2 public sky parks, full size soccer field, other at-grade parks and cultural pedestrian/bike trail connecting the neighborhood to the Metro)
 - 2 of the multi-family buildings in process toward construction of over **500 units of affordable housing:**
The Washington Post Article → <https://www.washingtonpost.com/dc-md-va/2022/05/03/amazon-affordable-housing-investment-tysons/>
- **Deal Lead / Quarterback:** Managed multi-disciplinary design, engineering, legal, consultant team. Made final design & proffer decisions, weighing the value of each negotiation against returns
- **Consensus builder with extensive network of contacts** in the US & Canada. **Forged strong relationships** with internal & external business partners, government agencies, other landowners, and the community to secure approvals
 - **Navigated citizen opposition** from residents adjacent to Resource Protection Area/stream valley
 - **Negotiated with neighboring property owners** (Sunburst & Perseus) on traffic generation, development caps, alignment/phasing/construction/cost of **new grid of streets**
- **Renegotiated & restructured leases with all impacted tenants across the 20 acres to obtain rights to the land** for future redevelopment
 - **Restructured multiple dealership leases along Route 7**, requiring precise execution with significant timing/valuation implications (Honda, Jaguar, Land Rover, Nissan, Infiniti, Mazda)
 - **Negotiated complicated 6-party deal to facilitate operations being sold** and to:
 - **Eliminate tenant purchase options** at bargain purchase price as single-story dealership FAR
 - **Extend expiring leases to secure income generation** until market ready for development

- **Pre-negotiate with all tenants to grant owner the flexibility to buy out each lease and shut down operations at any time**, giving future developers ability to quantify cost when ready to move forward with development, without risk of unknown Tenant demands
- **Structured & presented deals to the Executive team, Investment Committee & Brookfield's Board. Highly adaptable, excels under pressure, fosters collaborative environment** focused on **employee development & engagement** to ensure effective execution, in overseeing:
 - **Portfolio Management** – Managed a team of **8 direct reports** to execute portfolio strategy & investment objectives in support of a **\$4.8 billion real estate portfolio with 400+ properties**, on behalf of a fund of global institutional investors
 - **Acquisitions** – **Due diligence, underwriting, closing, onboarding new clients and assets** to achieve portfolio return objectives. Negotiated dozens of automotive deals during 15-yr tenure, including complicated deal structures with **manufacturer / franchisor site control** requirements while protecting dealer & institutional investor interests.
 - **Exit strategies, Dispositions & Deal Restructures** – to mitigate loss exposure on problem assets
 - **Credit Underwriting** – For new dealer groups & existing dealer clients
 - **Quarterly Financial Reviews** – for all clients (dealer group parent co & store-level performance). **Signed off on quarterly reporting to investors.**
 - Included deep dives of dealership factory statements (12th & 13th month statements with adjustments), CPA audited statements, tax returns, trial ledgers, trial balances to deeply understand financial health, operating performance and KPIs of all automotive clients
 - **VP/PM since 2017**, prior positions: AVP, Assistant PM, Senior Asset Manager, Senior Analyst, Analyst II

Prior Experience

- **PricewaterhouseCoopers | Financial Advisory Services | Dispute Analysis & Investigations**
 - **Automotive Group**: Litigation consulting, forensics, valuations, expert witness trial testimony support
 - DOJ Victim Compensation Fund: Valuations, financial modeling for 9/11 claims
- **Navigant Consulting (acquired by Guidehouse)** – Consulting for companies in financial distress, bankruptcy

PROFESSIONAL DEVELOPMENT / OTHER

Education	University of Virginia McIntire School of Commerce B.S. Commerce, Finance Concentration Organizations: Virginia Women's Chorus (Business Manager & Member) Sigma Kappa (Member)
Training	Corporate Executive Leadership Program (CELP) , sponsored by Accenture & Ascend GW Chapter Dale Carnegie Leadership Training & Capstone Course (TA & Leadership Coach)
Interests	Corporate Executive Initiative Advisory Committee Supporting Diversity & Inclusion Efforts for Companies in the Greater Washington DC Area Guest Lecturer George Washington University Real Estate Investments course (FINA 4201) Founder & Chair Tysons Attainable Housing Initiative (AHI) Council Member Tysons Partnership Committees on Land Use & Leadership Advisory Inaugural Board Member Appointee Tysons Community Alliance (working to shape the future of Tysons' transformation into a vibrant urban center) Food, Nature, Hiking, Biking, Mindfulness, Meditation Entrepreneurship, Innovation, Alternative Investments & Solutions
Languages	Fluent in English & Vietnamese. Basic proficiency in French.