

# Acey Stinson

Havana, FL 32333

aceystinson@yahoo.com - 850-445-2274

Willing to relocate: Anywhere

## WORK EXPERIENCE

### CEO

Real Estate Management And Consulting Company LLC (REMACC) - Tallahassee, FL - 2009 to Present

- Development of strategic business plans for owners and operators of diverse property portfolios.
- Management, stabilization and reorganization of distressed assets.
- Acquisitions of mortgages and distressed properties.
- Development of equity financing for property acquisition.
- Management and acquisition of over 2,000 multi-family units.
- Management of 400,000 square feet of commercial space.
- Develop fiscal policy for the management of owned and leased real estate assets.
- Develop maintenance procedures for all assets.
- Comply with all local and state regulatory procedures and policies.
- Develop safety and procedural training and development of policy handbook.
- Develop contracts and negotiate lease terms and vendor contracts.
- Work with clients including developers to acquire land for development.
- Develop relationships with Local County and city to entitle property for development.
- Oversee consulting activities to develop process and policy development for contracted clients.
- Research and respond to request for proposals, prepare and review presentations, and develop marketing strategies.
- Develop facilities plans for properties and develop relationships with vendors.
- Cumulative sales over 1Billion in sales.

### Broker/Owner

Stinson Realty and Property Management and Real Estate Consulting - Tallahassee, FL - 1995 to Present

- Direct staff in the successful negotiation of commercial and residential real estate transactions.
- Develop relationships between investors, private lenders, and banks to facilitate closings.
- Develop marketing studies for developers and investors, presentation of studies to financial institutions.
- Represent clients before state and local agencies for review and approval of development plans and zoning issues.
- Property Management of HUD, residential, commercial and shopping center sites.

### Consulting Activities:

- Development of Statewide commercial and real estate contact database under contract to a major real estate firm.
- Develop marketing plan and develop relationships with real estate executives for a startup Real Estate Annuity Company.
- Work with major commercial real estate companies to obtain contracts with government agencies to provide tenant brokerage services. Provided tenant brokerage services developing consolidation plans for various offices as well as negotiation of commercial leases and preparation of various financial reports.
- Consulting services with Vertical Integration to qualify and obtain a state contract for brokerage services for The Department of Management Services.

**Regional Manager of Real Estate Acquisitions and Closings**

American Government Services - Tallahassee, FL - 2004 to 2008

- Responsible for growing the company's acquisition, consulting, and closing sections.
- Interface with partners and large clients to develop and maintain organizational strategies, operational efficiencies, and proposals for increasing technical efficiency and improving profitability. • Oversees consulting activities to develop process and policy development for contracted clients.
- Research and respond to request for proposals, prepare and review presentations, and develop marketing strategies.
- Management and coordination of all acquisition projects. Acquisition projects range in size from \$10,000 to \$100 million.
- Development of feasibility studies for clients and development of process improvement plans.
- Management of accounting functions for the company including development of accounting procedures, development of budgets, and preparation of in-depth financial reports. Review all audits and develop audit responses. Provide information to State and Federal agencies.
- Management of all staff including closings, administrative, accounting and acquisition agents.
- Development of Human Resources policies and procedures including benefit administration, employee recognition programs, benefit development and disciplinary actions.

**Operations and Management Consultant Manager**

Florida Department of Environmental - Tallahassee, FL - 1999 to 2004

- Directed all aspects of the asset management section for the division including oil and gas leases, submerged land leases, agricultural leases, conservation properties, raw land, and surplus property. Developed property classification system and financial models for leasing activities.
- Lead negotiation process for state owned lands including oil and gas leases, state land leases telecommunication contracts. Review of all land easements, recreational leases and develop surplus land sales process.
- Initiated accounting systems for all lease payments including development of new computer applications to properly track all financial transactions for the Bureau. Preparation of in-depth financial reports for the division and Governor and Cabinet. Development of financial forecasts for various projects.
- Preparation of legislative budget requests, review impacts of pending legislation.
- Review all cabinet agenda items and coordinate agenda process for the bureau.
- Management of all acquisition agents, accounting and administrative staff.
- Management of Human Resource functions for the Bureau. Implement employee improvement plans and disciplinary actions.

**Assistant Vice President of Credit**

Southeast Federal Credit Union - Tallahassee, FL - 1997 to 1998

Southeast Corporate is a credit union for financial institution providing processing, financial products and clearing functions.

- Reviewed and approved member credit union line of credit applications and review of supporting financial documentation.
- Managed credit and funds transfer staff.
- Preparation of in-depth financial reports.
- Served on various financial committees to ensure financial stability of credit union activities.

**EDUCATION****Bachelor of Science in Finance**

FLORIDA STATE UNIVERSITY - Tallahassee, FL - 1994





# COMMISSIONER OF FINANCIAL REGULATION - 43004009

(37902) [View Details](#)

Job Postings (1)

Status : Open

Hiring Manager : SHERRI BRALEY  
Age : 0d

Talent Pipeline [Hide Talent Pipeline](#)

[View active candidates \(9\)](#)

[View all candidates \(9\)](#)

Forwarded 0	Invited To Apply 0	New 9	Review 0	1st interview 0	2nd Interview 0	Offer 0	Ready to Hire 0
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Candidates: [View all candidates \(9\)](#)

Action 0 Selected

[Filter Options](#)

- Name
- Acey Stinson
- Christopher Jenkins
- DEBORAH DEAN
- Donald Hudgins
- Eric Sorenson
- Linda Charity
- Lonnie Salimone
- Richard Burns
- Scott Williams

## Acey Stinson (External Candidate)

[8504452274](#) [aceystinson@yahoo.com](mailto:aceystinson@yahoo.com) [Cover Letter](#) [Resume](#)

### Application

\*Status:

Country: United States

Attachments to be included in all Job Submissions: [Submission Attachments: 1 attached](#)

Attachments Added After Submission: [Attach a document](#)

Vacancy Source: People First

Relatives: To your knowledge, do you have any relatives working in this agency? No

Right To First Interview: Not Applicable  
If you responded yes to the above statement, attach a copy of your official layoff letter applying for this vacancy.

Veteran Status: None of the Above

ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING? No

HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING? No

People First Initial VP Review: No Selection

People First Eligible VP Category (if different): No Selection

Agency Final VP Eligibility Review: No Selection

Agency Final VP Category Determination: No Selection

### Background Information

A "yes" answer to these questions will not automatically bar you from employment relatedness, severity, and date of the offense in relation to the position you are applying for. [see 112.011, F.S.]

No

Have you ever been convicted of a felony or a first degree misdemeanor ?

If yes, what were the charges ?

Where ? (City/State)

Date

Have you ever pled nolo contendere or guilty to a crime which is a felony or a first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

Have you ever had the adjudication of guilt withheld for a crime which is a felony or first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

### Signature

I am aware that any omissions, falsifications, misstatements, or misrepresentation disqualify me for employment and, if I am hired, may be grounds for termination at understand that any information I give may be investigated as allowed by law. I co release of information about my ability, employment history, and fitness for employ employers, schools, law enforcement agencies, and other individuals and organiz investigators, human resources staff, and other authorized employees of Florida si for employment purposes. The consent shall continue to be effective during my em hired. I understand that applications submitted for state employment are public rec the best of my knowledge and belief all of the statements contained herein and on are true, correct, complete, and made in good faith.

If applicable, Complete Qualifying Questions prior to submitting your applica

By checking this box, I certify that I have read and agree with these statements Yes

Interview Result overdueInterviews

#### Screening Details

In the State of Florida application you indicated that you are legally authorized to work in the United States, Are you one of the following: Citizen or National of the United States; Lawful Permanent Resident; Refugee; Asylee, or Temporary Resident (does not include non-immigrant visas such as F-1, J-1, H-1, etc.)? Yes

Will you now or in the future require sponsorship for No

employment visa status (e.g. H-1B visa status)?

Do you have at least five (5) years of responsible private sector experience working fulltime in areas within the subject matter jurisdiction of the Office of Financial Regulation within the previous ten (10) years?

Yes

If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.

please note that while my time managing property for Big Bend Community Based care I was responsible for oversight of financial regulation for their contract. Additionally, with American Government Services I was responsible for contract oversight which included regulation.

A

Do you have at least five (5) years of experience as a senior examiner or other senior employee of a state or federal agency having regulatory responsibility over financial institutions, finance companies, or securities companies within the previous ten (10) years?

Yes

If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.

Assisting contracted employees with oversight of contract and examination and review of audit.

Periods of Employment

Real Estate Management And Consulting Company LLC (REMACC)

CEO

Details

Name of Employer\* Real Estate Management And Consulting Company LLC (REMACC)  
 Your Job Title\* CEO  
 Currently Employed\* Yes  
 Start Date\* 01/01/2009  
 End Date\* MM/DD/YYYY  
 Hours Per Week\* 60  
 Employer's Address Tallahassee, FL  
 Supervisor's Name self  
 Supervisor's Phone Number

Duties and Responsibilities\* \* Development of strategic business plans for owners and operators of diverse portfolios.\* Management, stabilization and reorganization of distressed assets.\* A mortgages and distressed properties.\* Development of equity financing for proper Management and acquisition of over 2,000 multi-family units.\* Management of 40 feet of commercial space.\* Develop fiscal policy for the management of owned real estate assets.\* Develop maintenance procedures for all assets.\* Comply with all regulatory procedures and policies.\* Develop safety and procedural training and policy handbook.\* Develop contracts and negotiate lease terms and vendor contracts including developers to acquire land for development.\* Develop relationship with County and city to entitle property for development.\* Oversee consulting activities process and policy development for contracted clients.\* Research and respond to proposals, prepare and review presentations, and develop marketing strategies.\* Develop plans for properties and develop relationships with vendors.\* Cumulative sales over sales.

Reason For Leaving\* currently employed

Your name, if different during employment



**Stinson Realty and Property Management and Real Estate Consulting**

2:  
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Broker/Owner

▼ Details

**Name of Employer\*** Stinson Realty and Property Management and Real Estate Consulting  
**Your Job Title\*** Broker/Owner  
**Currently Employed\*** Yes  
**Start Date\*** 01/01/1995  
**End Date\*** MM/DD/YYYY  
**Hours Per Week\*** 30  
**Employer's Address** Tallahassee, FL  
**Supervisor's Name**  
**Supervisor's Phone Number**

**Duties and Responsibilities\*** \* Direct staff in the successful negotiation of commercial and residential real estate. Develop relationships between investors, private lenders, and banks to facilitate commercial development. Develop marketing studies for developers and investors, presentation of studies to local institutions. \* Represent clients before state and local agencies for review and approval of development plans and zoning issues. \* Property Management of HUD, residential, and shopping center sites. Consulting Activities: \* Development of Statewide commercial real estate contact database under contract to a major real estate firm. \* Develop and maintain relationships with real estate executives for a startup Real Estate Annuity company. Work with major commercial real estate companies to obtain contracts with government to provide tenant brokerage services. Provided tenant brokerage services developed consolidation plans for various offices as well as negotiation of commercial lease agreements and preparation of various financial reports. \* Consulting services with Vertical Integration and obtain a state contract for brokerage services for The Department of Management Services.  
**Reason For Leaving\*** currently employed  
**Your name, if different during employment**

**American Government Services**

Regional Manager of Real Estate Acquisitions and Closings

▼ Details

**Name of Employer\*** American Government Services  
**Your Job Title\*** Regional Manager of Real Estate Acquisitions and Closings  
**Currently Employed\*** No  
**Start Date\*** 01/01/2004  
**End Date\*** 12/31/2008  
**Hours Per Week\*** 40  
**Employer's Address** Tallahassee, FL  
**Supervisor's Name** Wendy Mcalese  
**Supervisor's Phone Number** (813) 933-3322

**Duties and Responsibilities\*** \* Responsible for growing the company's acquisition, consulting, and closing sectors with partners and large clients to develop and maintain organizational strategies, efficiencies, and proposals for increasing technical efficiency and improving profit margins. Oversee consulting activities to develop process and policy development for commercial real estate. Research and respond to request for proposals, prepare and review presentation and marketing strategies. \* Management and coordination of all acquisition projects. Projects range in size from \$10,000 to \$100 million. \* Development of feasibility studies and development of process improvement plans. \* Management of accounting functions for the company including development of accounting procedures, development of budget, and preparation of in-depth financial reports. Review all audits and develop audit response information to State and Federal agencies. \* Management of all staff including clerical, administrative, accounting and acquisition agents. \* Development of Human Resources and procedures including benefit administration, employee recognition programs, development and disciplinary actions.  
**Reason For Leaving\*** contract ended with the state  
**Your name, if different during employment**

**Florida Department of Environmental**

Operations and Management Consultant Manager

▼ Details

**Name of Employer\*** Florida Department of Environmental

<b>Your Job Title*</b>	Operations and Management Consultant Manager
<b>Currently Employed*</b>	No
<b>Start Date*</b>	01/01/1999
<b>End Date*</b>	01/01/2004
<b>Hours Per Week*</b>	40
<b>Employer's Address</b>	Tallahassee, FL
<b>Supervisor's Name</b>	Deborah Poppell
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	* Directed all aspects of the asset management section for the division including leases, submerged land leases, agricultural leases, conservation properties, raw surplus property. Developed property classification system and financial models for activities. * Lead negotiation process for state owned lands including oil and gas land leases telecommunication contracts. Review of all land easements, recreational surplus land sales process. * Initiated accounting systems for all lease projects including development of new computer applications to properly track all financial the Bureau. Preparation of in-depth financial reports for the division and Governor. Development of financial forecasts for various projects. * Preparation of legislative requests, review impacts of pending legislation. * Review all cabinet agenda item agenda process for the bureau. * Management of all acquisition agents, accounting administrative staff. * Management of Human Resource functions for the Bureau. employee improvement plans and disciplinary actions.
<b>Reason For Leaving*</b>	found other employment
<b>Your name, if different during employment</b>	

**Southeast Federal Credit Union**

Assistant Vice President of Credit

▼ Details

<b>Name of Employer*</b>	Southeast Federal Credit Union
<b>Your Job Title*</b>	Assistant Vice President of Credit
<b>Currently Employed*</b>	No
<b>Start Date*</b>	01/01/1997
<b>End Date*</b>	12/31/1998
<b>Hours Per Week*</b>	40
<b>Employer's Address</b>	Tallahassee, FL
<b>Supervisor's Name</b>	Mary Ann Spiegel
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	Southeast Corporate is a credit union for financial institution providing processing products and clearing functions. * Reviewed and approved member credit union loan applications and review of supporting financial documentation. * Managed credit transfer staff. * Preparation of in-depth financial reports. * Served on various financial to ensure financial stability of credit union activities.
<b>Reason For Leaving*</b>	found other employment
<b>Your name, if different during employment</b>	Acey Stinson

▼ **Formal Education**

**Acey Stinson**

Florida State University

▼ Details

<b>Name of School*</b>	Acey Stinson
<b>Location*</b>	Florida State University
<b>Start Date*</b>	09/14/1992
<b>End Date</b>	06/30/1994
<b>Course of Study</b>	Bachelor of Science in Finance
<b>Degree Earned (transcripts may be required)</b>	Bachelors
<b>Credit Hours – Quarter</b>	
<b>Credit Hours – Semester</b>	60



▼ **Language Skills**

There are no items in this section.

▼ **License, Registration or Certification**

**Brokers**

BK642761

▼ Details

<b>License, Registration or Certification*</b>	Brokers
<b>Number</b>	BK642761
<b>State Licensing Agency</b>	Florida Department of Professional Regulation
<b>Received</b>	04/25/1996
<b>Expires</b>	09/01/2018

▼ **Job-Related Training or Course Work**

There are no items in this section.

▼ **Knowledge, Skills and Abilities**

There are no items in this section.

Items per page 10 ▼

Page 1 of 1