

Lance K. Wilhelm

President (Feb 2017 – current)

The Wilhelm Group is an independent consulting firm focused on the real estate, development and construction industries. We service clients in the public sector and in both the non-profit and for-profit sectors providing oversight, management and expert advice on every phase and aspect of development and construction.

AREAS OF FOCUS/SCOPE OF SERVICES:

PRE-DEVELOPMENT

- Community / Relationship Building
- Development team assembly
- Conceptual construction estimating
- Program Management

PRE-CONSTRUCTION

- Project Management
- Pre-Construction Management
- Entitlement support
- Construction estimate review

CONSTRUCTION

- Project Management
- Construction Management
- Partnering Facilitation
- Disputes Review Board

EXPERIENCE

Irongate | Managing Principal (2014 – Feb 2017)

Lance joined Irongate in December 2014 as Managing Principal to oversee the company's current and future development operations in Hawai'i, including the brand new Ritz-Carlton Residences Waikiki Beach, the 280 Beach Walk retail center, Trump International Hotel & Tower at Waikiki Beach, and various other holdings. In addition to building Irongate's brand in the local market and managing the company's on-going interests in their resort properties, Lance was responsible for overseeing legislative



EDUCATION

B.A. Communications,
University of Hawai'i

Kamehameha Schools

EXPERIENCE

32 Years of Experience in
the Building and Real
Estate Industries

REFERENCES

Jack Wong
CEO

Kamehameha Schools

John Leong
Chief Executive Officer

Susan Eichor
President & COO
AIO

initiatives, coordinating planning and permitting processes, providing construction oversight, dealing with community issues and identifying new business opportunities throughout Hawaii.

In addition to managing Irongate's development business and overseeing its construction operations, Lance played a significant role in opening the Ritz Carlton Residences Waikiki Beach. In particular, Lance was actively involved in helping to build the property's sales and marketing infrastructure and team. Lance regularly interfaced with the hotel's management team over a wide variety of issues during the per-opening and opening phases, including safety and security, property and FF&E turnover and maintenance, public relations and brand management and vendor relations.

Because Irongate maintains an ownership interest in the properties they develop, Lance remains engaged in the on-going operations of their properties including maintaining oversight of the leasing and operations of commercial spaces, monitoring the performance of the food and beverage operations, and ultimately the financial performance of the hotel itself. Because of the unique structure of the hotel-condo model, Lance also serves as President of the Ritz Carlton Residences Condominium Association where his responsibilities include overseeing and interfacing with property and hotel management.

Kiewit Companies | Various (1989 – 2014)

Joining Kiewit in 1989, Lance held virtually every line responsibility within the company at one time or another throughout his tenure with the firm. Lance entered the firm as an entry-level clerk and left as the highest-ranking executive residing in Hawaii. Highlights of his 25-year career are noted below:

Kiewit Infrastructure West Co. | Sr. Vice President, Hawai'i Regional Manager

In 2013, Lance was promoted to the newly created position of Senior Vice President for Hawaii Operations where he assumed responsibility for all of Kiewit's work in Hawaii. Central to his responsibilities was the oversight of the firm's three separate contracts under the Honolulu rail transit program totaling approximately \$1 billion. Involved from the company's initial pursuit of these projects, through their award and execution, Lance played a pivotal role in moving the project from concept to concrete. In addition to maintaining day-to-day oversight of these important projects, Lance held oversight responsibility for the firm's other construction and business development operations while building critical relationships within the construction and development industries, among Hawaii's political and governmental leaders, and within the broader community.

Kiewit Building Group Inc. | Senior Vice President and Hawai'i Area Manager



As Kiewit Building Group Inc.'s Senior Vice President and area manager, Lance had overall responsibility for the financial and operational performance of this Kiewit Company subsidiary. Specifically, Lance's efforts included oversight of; strategic and corporate business planning, marketing and business development, contract negotiations, labor relations, personnel development, legal and contract administration, and the local and corporate philanthropic program. Under his leadership, the area acquired approximately \$700 million of contract volume including the \$211 million Trump International Hotel & Tower at Waikiki Beach, the \$56 million Waimalu Viaduct Widening project and the \$195 million Maintenance & Storage Facility for the rail project.

Kiewit Pacific Co. | Project Sponsor

Lance filled a variety of management roles including estimating, on-site project management, and off-site project sponsorship. As a Project Sponsor, Lance managed such notable multi-million dollar projects as the Multiple-Award Task Order Contracts (MATOC) Numbers 3 and 10 for the Office of Naval Research, H-3 Finish Unit VII – Kaonohi Street to the Waiau Interchange, and Waimea Bay. His involvement in business development included assuming marketing functions, client relations, and proposal qualification and preparation.

Kiewit Pacific Co. | Area Business Manager

Lance was the first Hawai'i Area Business Manager for the Kiewit Companies. He coordinated the business administrative functions for four independent divisions working in the State of Hawai'i. Because each division pursues and builds work within specific market sector, Lance obtained experience in a wide variety of construction disciplines. Among and between these divisions, Kiewit managed an average cumulative volume of \$200 million annually. Within his role as Area Business Manager, Lance's responsibilities included safety and quality program administration, project and area office auditing, corporate policy compliance, financial reporting and forecasting, coordinating job startup and closeout transitions, administering trainings with area/corporate/district personnel, and effectively executing transactional processes and procedures.

CURRENT MEMBERSHIPS & ASSOCIATIONS

Industry, Trade & Business Organizations:

Association of General Contractors of America – National AGC Board of Governors
(2006-present)

Counselors of Real Estate - Member

General Contractors Association of Hawaii –President (2003); Director (1996-present)

General Contractors Labor Association – Board Chairman (2003); Vice President (2009-present); Director (1996-present)

Hawaii Business Roundtable – Member (2019-present)

Lambda Alpha International – Aloha Chapter – Member (2022-present)

Move Oahu Forward – Board Member (2013-present)

NAIOP Hawaii – Member (2015-present)

Native Hawaiian Chamber of Commerce – Member (2012-present)

PASHA – Board Advisor (2018-present)

Waikiki Improvement Association – Board Member (2015-present)

Non-Profit Organizations:

KUPU Hawaii – Board Member (2019-present)

YMCA of Honolulu – Board Chair (2013-2017); Board Member (2006-present)

Educational Institutions:

Hawaii Pacific University – Board Member (2015-present)

Island Pacific Academy – Board Member (2009-present); Board Chair 2018 to present)

Kamehameha Schools – Chair (2014/2015); Trustee (2012-present)

University of Hawaii Regents Candidate Advisory Council – Member (2017-current)

Union Trusteeships:

Hawaii Carpenters Trust Funds – Management Trustee

- Market Recovery (2012-current)
- Apprenticeship/Training (2019-present)

Operating Engineers Trust Funds – Management Trustee

- Hawaii Annuity Trust Fund (2005-present)
- Industry Stabilization (2014-present)



PREVIOUS MEMBERSHIPS & ASSOCIATIONS

Industry, Trade & Business Organizations:

Hawaii Developers Council –President (2010/2011); Member (2006-2013)
Honolulu Executive's Association - President (1999 & 2008); Member (1996-2013)
LURF—Member (2016-2017)
Oahu Economic Development Board— Board Member (2011-2017)
Retail Merchants of Hawaii – Member (2015-2017)
State of Hawaii Workforce Development Council – Board Member (2007-2011)
ULI – Member (2015-2018)
West Oahu Economic Development Association – President (2012-2013); Member (2010-2014)

Non-Profit Organizations:

Aloha Council, Boy Scouts of America – Board Member (2007-2015)
American Heart Association – Board Member (2014-2016)
Honolulu Theatre for Youth – Board Member (2007-2011)
March of Dimes – 2011 March for Babies Chairperson

Educational Institutions:

University of Hawaii Ahahui Koa Anuenue – Board Member (2013-2015)
University of Hawai'i Foundation – Board Member (2007- 2016)

Union Trusteeships:

Hawaii Carpenters Trust Funds – Management Trustee

- Financial Security Trust Fund (1999-2012)
- 410 (k) Trust Fund (2005-2012)

Operating Engineers Trust Funds – Management Trustee

- Pension Trust Fund (2006-2011)
- Pensioners' Health & Welfare Trust Fund (2006-2011)
- Pre-Apprentice, Apprentice & Journeymen Affirmative Action Training Fund for Hawaii (2005-2013)

