

# Ikenna Udejiofor

Executive Director,

The Prince George's County Redevelopment Authority

***“I enjoy the challenging and often complicated process of finding an opportunity; of adding real transformational value to a project and seeing the end result in the built environment” – Ikenna Udejiofor***

Mr. Udejiofor was recently appointed the Executive Director of the Redevelopment Authority of Prince George's County (RDA) with over 25 years of experience in commercial real estate development. His experience covers the spectrum from acquisitions, dispositions, and leasing to development financing, transaction structuring, and advisory service in both private and public sectors, domestically and internationally. Ikenna brings a unique perspective to the entire real estate lifecycle. In this role Ikenna is responsible for the active management, growth and strategic direction for RDA mission to unlock development outcomes and new pipelines, through its investment and interventionist capabilities.

Prior to joining RDA, Mr. Udejiofor served for six years as the Administrator of Land Acquisition and Real Property Development (LARP) for Prince George County. While at LARP, he managed a portfolio valued at over \$2 billion leading strategic decision-making, portfolio management, and analysis and optimization of the County's real property portfolio. Ikenna was critical in introducing an approach to managing the County's portfolio as a strategic asset. In addition to maintaining owned and leased properties, and providing oversight for transactions, he developed initiatives on re-imagining the workplace, bringing private sector leasing expertise and insights, and working closely with client agencies to apply space use analyses and lease horizon restructuring (operating expenses, lease terminations, occupancy costs, blend and extend, and landlord capital contributions) with the goal of saving costs and improving lease terms.

Previous to his tenure at LARP, Ikenna was a Realty Program Manager at District of Columbia Department of General Service (DGS) (Portfolio Management Division) where he assisted with the development of a comprehensive real estate management strategy for the District's 30 million square-foot portfolio. resulting in the restructuring of 250,000 square feet of rolling lease expirations. Before joining the DC Government, Mr. Udejiofor worked in Nigeria and the United Kingdom holding a senior position at Bauhaus International Limited. Mr. Udejiofor launched his commercial real estate career at Carey Winston Co., the Washington region's largest commercial real estate brokerage (merge with Transwestern Property Co. of Dallas) in the transaction advisory services group in Bethesda.

Astute in turning strategy and vision into tangible outcomes, Ikenna brings bold, creative problem-solving to improve efficiencies and performance. He leverages relationships with internal and external subject matter experts to ensure that solutions and processes are achievable, measurable and rigorous, and he believes strongly in growing and developing teams and talent for the best results.

Ikenna holds a BSc in Business Administration and Economics from the University System of Maryland (USM – Bowie State University) and has completed postgraduate courses in Urban Studies and Planning Program (University of Maryland School of Architecture, Planning and Preservation) and Advanced Management Development Program in Real Estate (AMDP) (Harvard University Graduate School of Design). Ikenna is a member of Project REAP (Real Estate Associate Program), member Phi Beta Sigma Fraternity, Inc. and avid Chelsea Football Club supporter.