

# JESUS 'ANDRES' CAMPOS

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## PROFESSIONAL SUMMARY

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Pre-development and commercial permitting leader with 10+ years of experience managing due diligence, entitlements, and full-lifecycle permitting for 100+ commercial projects valued from \$100K to \$100M+ across all 50 states. Currently Operations Project Manager at PermitFlow and founder of Coast to Coast Permitting (CTCPermits.com), a nationwide commercial permit expediting practice. Held ICC-certified Commercial Building Plans Examiner (B3) with direct municipal experience as a Plans Examiner at the City of Southlake and Town of Prosper. Proven track record representing clients before DRCs, Planning & Zoning Commissions, and AHJs; navigating complex jurisdictions; and delivering large-scale multi-market development programs on schedule and on budget.

## PROFESSIONAL EXPERIENCE

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### Operations Lead | Project Manager

*PermitFlow* • Dallas, TX (Remote) October 2024 – Present

- Serve as primary client contact for nationwide commercial development and redevelopment projects, managing the full permitting lifecycle from due diligence and jurisdictional research through plan review, permit issuance, business licensing, inspections, and Certificate of Occupancy (C/O).
- Prepare comprehensive due diligence reports, zoning analyses, permitting strategies, and entitlement recommendations for commercial, mixed-use, retail, hospitality, industrial, and downtown redevelopment projects.
- Successfully managed permitting for 100+ commercial projects valued from \$100K to \$100M+, supporting nationally recognized clients including McDonald's, Amazon, IKEA, Dick's Sporting Goods, Tesla (AOR), Walmart, Fabletics, Toll Brothers, and hospitality developers.
- Represent projects before Development Review Committees (DRCs), Planning & Zoning Commissions, and AHJs across the U.S. to secure entitlements and timely approvals.
- Lead and mentor permitting teams through training, coaching, quality assurance, workflow management, and continuous process improvement initiatives.
- Leverage AI-driven tools, permitting platforms, and data analytics to streamline workflows, reduce approval timelines, and enhance client experience.
- Extensive expertise in ground-up construction, tenant improvements, phased permitting, deferred submittals, special inspections, utilities, civil/site development, and multi-jurisdictional permitting across the United States.
- Manage Material Handling Equipment (MHE) permitting for large-scale warehouse and fulfillment projects (including Amazon facilities), coordinating conveyor systems, racking/storage, mezzanines, anchorage, and sortation equipment permitting across Building, Structural, Electrical, Fire Sprinkler, High-Piled Storage, and Life Safety disciplines; serve as cross-disciplinary liaison between Owner, MHE vendor, GC, AOR/EOR, fire protection, and AHJ to determine permit strategy, assemble packages, track review comments, and coordinate responses across all affected trades.

### Senior Project Manager | Founder

*Coast to Coast Permitting (CTCPermits.com)* • Dallas, TX January 2015 – Present

- Founded and operates a nationwide commercial permit expediting and pre-development consulting practice serving developers, contractors, and multi-site commercial brands across the U.S.
- Manage commercial development projects from due diligence through Certificate of Occupancy (C/O), ensuring compliance with zoning ordinances, IBC/IRC, local amendments, and municipal development regulations.
- Represent developers before Planning & Zoning Commissions, Development Review Committees (DRCs), and municipal boards, securing entitlements, site plan approvals, variances, and land use approvals.

- Prepare site investigations, jurisdictional research reports, zoning analyses, permitting strategies, and cost projections to support executive decision-making and project feasibility across retail, hospitality, industrial, mixed-use, logistics, and urban redevelopment sectors.
- Comprehensive permitting experience across all major commercial permit types: Building, Tenant Improvements, Ground-Up Construction, Shell & Core, Demolition, Site Development, Civil/Public Works, MEP, Fire & Life Safety, Accessibility (ADA/TAS/TDLR/RAS), Environmental, Stormwater, Utilities, Health Department, Signage, Right-of-Way, Coastal Development, Liquor Licensing, Specialty Permits, Certificate of Occupancy, and Business License.
- Extensive AHJ knowledge and working relationships across all 50 states, including major markets: Los Angeles, Sacramento, San Diego, Miami-Dade, Dallas-Fort Worth, Houston, Austin, Atlanta, Charlotte, Phoenix, Las Vegas, Denver, Nashville, Chicago, Seattle, Portland, Tampa, New York, and Philadelphia.
- Coordinate architects, engineers, contractors, municipal reviewers, inspectors, utilities, and project stakeholders to keep developments on schedule and compliant.
- Manage full entitlement coordination for ground-up commercial projects, including zoning/land-use approvals, rezoning, Conditional/Special Use Permits (CUP/SUP), site plan and development plan approvals, variances, platting/replatting, development agreements, architectural/design review, and Planning Commission/City Council hearings; conduct pre-application coordination across Planning, Engineering/Public Works, Building, Fire, Utilities, and Transportation to establish the required approval path before design teams advance, and manage the design team, architect, civil engineer, landscape architect, traffic engineer, surveyor, and land-use attorney, through submission, comment response, discretionary hearings, and conditions of approval.

### **Property Development Manager — Pre-Construction**

*Parkway Construction & Architecture, LP* • Lewisville, TX February 2021 – September 2024

- Managed commercial development projects across 30+ active markets nationwide, overseeing project schedules, budgets, and concurrent municipal plan reviews from due diligence through Certificate of Occupancy (C/O).
- Directed commercial permitting, entitlement, and right-of-way approvals across multiple jurisdictions, representing developers and national brands before Development Review Committees (DRCs), Planning & Zoning Commissions, and municipal agencies in Florida, Pennsylvania, Ohio, California, and other key markets.
- Prepared comprehensive pre-construction Site Investigation Reports (SIRs) including zoning analysis, jurisdictional research, permitting strategies, code requirements, utility coordination, cost estimates, executive summaries, and critical path schedules.
- Managed architects, civil engineers, consultants, contractors, and subcontractors throughout pre-construction and construction; conducted site visits, resolved RFIs, and mitigated field issues to maintain project momentum.
- Coordinated directly with Building, Planning, Fire, Public Works, Utilities, and other AHJs from pre-application through permit issuance, inspections, and final Certificate of Occupancy; proactively reduced permitting delays through strong municipal relationships.
- Delivered executive project updates, monitored budgets and project risks, maintained permitting documentation, and ensured successful execution across multiple concurrent developments.
- Tools: MS Office Suite, Smartsheet, Concur, Bluebeam Revu, Microsoft Teams.

### **Plans Examiner**

*Town of Prosper* • Prosper, TX January 2019 – January 2021

- Performed comprehensive plan reviews for residential and commercial development projects, ensuring compliance with IBC, IRC, IFC, IECC, local zoning ordinances, development regulations, and adopted city amendments.
- Reviewed construction documents for new construction, tenant improvements, additions, remodels, accessory structures, pools, patios, retaining walls, signage, site improvements, and MEP systems; identified code deficiencies and provided detailed review comments.
- Evaluated zoning setbacks, lot coverage, building height, easements, floodplain considerations, landscape requirements, and site design for compliance with city ordinances and approved development plans.
- Coordinated with Building, Planning & Zoning, Engineering, Fire, Public Works, and other city departments to facilitate efficient permit processing; served as primary technical resource for architects, engineers, developers, and contractors.

- Calculated permit valuations, development fees, impact fees, and associated permit costs; maintained permit records and tracked plan review workflows using TrakIt, Esri GIS, and Microsoft Office.

## **Plans Examiner**

*City of Southlake* • Southlake, TX January 2016 – January 2019

- Performed residential and commercial plan reviews for projects up to 25,000+ SF, evaluating construction documents for compliance with IBC, IRC, IFC, local zoning ordinances, and adopted municipal amendments.
- Reviewed architectural, structural, MEP, accessibility, and signage plans for new construction, tenant improvements, additions, remodels, accessory structures, and right-of-way improvements.
- Coordinated with Building Inspections, Planning & Zoning, Engineering, Fire, Public Works, and utility departments to ensure permit applications met all jurisdictional requirements prior to approval.
- Assisted applicants in navigating permit applications, plan revisions, inspections, Certificates of Occupancy (C/O), and municipal approval processes; resolved technical questions and facilitated communication between applicants and city departments.
- Maintained permitting data and tracked workflows using EnerGov, Esri GIS, Microsoft Office Suite, Google Workspace, and Excel.

## **EDUCATION**

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### **Bachelor of Arts (B.A.)**

*East Texas A&M University - Business Administration*

*University of Texas at Dallas - Business Marketing Courses*

### **Associate's Degree**

*Collin County Community College*

## **CORE COMPETENCIES**

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Pre-Development & Entitlements • Due Diligence & Jurisdictional Research (JRR / SIR) • Zoning & Land Use Analysis • Full-Lifecycle Commercial Permitting • Multi-Jurisdictional Permitting (All 50 States) • AHJ & Regulatory Agency Relations • DRC / Planning & Zoning Commission Representation • Ground-Up Construction • Tenant Improvements • Shell & Core • MEP • Fire & Life Safety • Civil/Site Development • Right-of-Way • Accessibility (ADA/TAS/TDLR) • C/O & Inspections Management • Critical Path Analysis • Budget Forecasting • Team Leadership & Mentorship • AI-Driven Permitting Tools • Bluebeam • Smartsheet • TrakIt • EnerGov • Esri GIS • MS Office Suite