

EXPERIENCE:

TOWER REALTY PARTNERS – Maitland, Florida

(2007-2009)

Director, Property & Facility Management

- Direct management for all functional areas of the organization. This includes acquisitions, dispositions, marketing, leasing and lease administration, asset/property/facility management and construction, in addition to finance/accounting, IT, and Human Resources, all in an 850 million dollar commercial investment portfolio.
- Responsible to oversee Tower Realty Partners' organizational structure, achieving all short and long-term growth objectives through effective human capital management, performance monitoring, management controls and succession planning.
- Lead role in developing and negotiating strategic partnerships and relationships in furtherance of Tower Realty Partners' vision, with a strong focus towards building long-term enterprise value.
- Manage the strategic acquisition and disposition of Tower Realty Partners' real estate assets in accordance with the company's financial objectives.
- Direct the controller in providing sound accounting procedures and budget controls. Reduced operating costs by 20% within two million square feet of mixed commercial properties in 2008.

JPMORGANCHASE – Phoenix, Arizona

(1997-2007)

Regional Facilities and Operations Manager – PM Realty Outsource Contract/Phoenix

- Managed in excess of 9 million square feet encompassing 3.8 million square feet of critical environment in Arizona, California, Colorado, Utah, Oklahoma, Missouri, Nevada, Oregon, Washington and Western Canada.

Senior Facilities and Operations Manager – Emcor Outsource Contract/Phoenix

- Reduced operating contract costs by \$300,000 per year.
- Developed, and implemented procedures on M/WBE, environmental, A.D.A., emergency preparedness, disaster recovery and safety training (OSHA) to meet and excel professional management standards.
- Established a 3-5 year capital asset improvement plan that reduced deferred maintenance, enhanced real property value, and reduced operating costs.
- Stabilized highly aggressive and competent technical staff to maintain in excess of 1,000 retail and critical facilities in Arizona, Colorado, Utah, Texas, Oklahoma, and Louisiana.
- Successfully directed the extensive recovery efforts in the aftermath of Hurricanes Katrina and Rita in Louisiana and East Texas.

Senior Facilities and Operations Manager - Trammell Crow Outsource Contract /Dallas/Phoenix

- Re-adjusted staffing and processes to produce better value and stronger customer focus thus stabilizing and effectively reducing occupancy costs by \$1,800,000 over a three year period.
- Instituted credits for rent delinquency in excess of \$500,000.
- Formalized and implemented procedures for facility site reviews, and development of strong partnerships with our client.
- Developed and instituted a successful measurable quality assurance program within the contract services platform.

FIRST UNION NATIONAL BANK OF FLORIDA - Jacksonville, Florida

(1994-1997)

Director, Property & Facility Management, Southeast Region

- Managed staffing to ensure effective and efficient facility services, through the leadership of four regional property managers in Florida and indirect management of eight property managers outside of Florida.
- Established and put into practice short and long term goals to strategically maximize the bank's real estate values, reducing occupancy expense and optimizing location strategies. Leased 500,000 square feet of space in 1996-1997, increasing rental income to well over 20 million dollars.
- Produced a capital time-line for construction providing an effective replacement program to offset deferred maintenance for properties obtained through mergers.

- Developed and executed a centralized call center for customer repair and maintenance issues, handling 12,000 calls per month, and cost effectively tracking performance (quality and costs).
- Re-evaluated contract services to provide quality results and cost savings in maintaining a flat to 1999 plan that accounted for measured savings of over \$500,000+ per year since 1994 for over 800 facilities in Florida.
- Formalized, established and implemented compliance on environmental, energy, ADA and air quality standards ensuring legislative code requirements and value sensitive operations for over 6-1/2 million square feet of commercial properties, including 12 high-rise buildings.
- Master planned lighting retrofits and HVAC energy conversions which realized a guaranteed saving of 2-1/2 million dollars in utilities and maintenance within the first 24 months.
- Principal in assuring efficient cost-effective Asset Management, for 2 million square feet of Class A & B commercial high-rise properties.
- Accomplished merger and acquisition leader in transfer of real estate assets to cost efficient operation in the short term [1996 saw 5 mergers totaling 178 commercial properties encompassing close to 1 million square feet].
- Team organizer in developing, testing, and maintaining disaster recovery plans.

COLDWELL BANKER - Atlanta, Georgia (1992 -1994)

Realtor - Commercial/Residential

- Highly successful in network-marketing commercial/residential property in North Atlanta/Multi Million Dollar Round Table and Honor Roll, first year.

ALLSTATE INSURANCE COMPANY - Toronto, Canada (1978 - 1992)

Director of Facility Management and Administrative Services

- Directed the facility management portfolio for owned and leased facilities (3-1/2 million square feet) encompassing leasing, construction, lease and tenant administration, property management, purchasing, telecommunications, space planning, furniture, office equipment, mail services, printing, and environmental planning.
- Demographically site searched, negotiated leasing and leasehold agreements, and managed the turnkey construction and opening of over 300 retail facilities from coast to coast.
- Administered the development, construction, and operation of Allstate's new "state of the art" Canadian corporate head office, a 27-acre high-tech commercial development.
- Developed and implemented a "*Contingency and Catastrophe Plan*" including a response mandate to allow areas in the facilities affected by serious malfunction to become operational in the minimal and most effective timeframe.

EDUCATION: Ryerson University - Mechanical Engineering Technology Degree, Toronto, Canada
 Knowledgeable in building LEED (Leadership in Energy & Environmental Design) procedures and processes

AFFILIATIONS & HIGHLIGHTS:

- International Facility Management Association – leadership role as President, Vice President, (Toronto) and lectured at Canadian School of Management on Corporate Facility Development (Toronto)
- Building Owners and Management Association (B.O.M.A.)
- CORENET (Global Corporate Real Estate Network) (since 1997)
- NAIOP (National Association of Industrial and Office Properties)
- Corporate Facility 1999 Manager the Year Award as '**SUPERSTAR**' on the Bank One account
- **T.O.B.Y Award winner** in Arizona for Corporate Category 2000 from the Building Owners and Managers Association (B.O.M.A.) in Phoenix
- EMCOR/JPMC recognition for excellence in support of Hurricane Katrina/Rita Recovery for JPMorganChase-2005