

# THOMAS G. BAKER

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## QUALIFICATIONS PROFILE

Results-oriented leader with extensive commercial real estate experience including strategic planning, site selection and development.

## PROFESSIONAL EXPERIENCE

KW COMMERCIAL-Eagan, Minnesota 2010 –present

### **Managing Director** (2010-present)

Responsible for identifying prospective investments/developments, building a Minnesota office which includes recruiting, as well as general brokerage (leasing and sales).

THE VELMEIR COMPANIES – Bloomington, Minnesota 2007-2010

### **Vice President** (2009-2010) **Director of Real Estate** (2007-2009)

Responsible for the strategic planning and development of retail properties in three states including the coordination of a team of brokers, attorneys, project managers, general contractors, and deal coordinators.

#### **Key Accomplishments:**

- Developed detailed strategic plan for CVS Caremark outlining target sites for multi state region which was approved and instituted by the client.
- Successfully managed pipeline of seventy sites with over \$150,000,000 in total project value.
- Conducted monthly tours for CVS management of market areas with recommended site selections.
- Increased client approval of proposed sites by 40% over previous two year period.
- Completed detailed review of an eighty-plus store competitor that was utilized by CVS senior operations management for the analysis of a possible acquisition.
- Trained staff in the development process including site selection, acquisition, contract negotiations, and entitlements.
- Consistently the number one broker in site selection, acquisition, and approvals.

UHI COMMERCIAL REAL ESTATE – Eagan, Minnesota 1987-2007

### **President** (1990-2007)/**Vice President** (1987-1990)

Responsible for the management of a full-service brokerage firm providing leasing, property management, brokerage, and consulting to various clients. Properties include office complexes (from concept to completion), retail developments, and industrial.

#### **Key Accomplishments:**

- Completed site acquisition assessment for developer representing Fortune 50 retailer for new store locations in Minnesota.
- Developed small office complexes in suburban locations, including lease negotiations.
- Renovated and updated 30 year old office properties which included lease up.
- Acquired development rights for retail developments at two non-affiliated transit sites.

- Increased asset value for client from initial \$1M investment to \$11M market value.
- Increased leasing production with decreased staffing.
- Established value-engineering for tenant improvements reducing cost \$5.00 per RSF.
- Presented training program at Coffee Fest Chicago on site acquisition and leasing.

MERRILL LYNCH REALTY – Apple Valley, Minnesota

1986-1987

**Associate Broker**

Residential and commercial brokerage; consistently performed as one of the top agents with residential and office sales.

## EDUCATION AND CREDENTIALS

**Augsburg College, Minneapolis, Minnesota**

1971-1975

***Professional Associations:***

International Council of Shopping Centers - ICSC

Commercial Investment Real Estate Institute; CCIM Minnesota-Dakotas Chapter

Minnesota Shopping Center Association-Legislative Committee

Minnesota Commercial Association of REALTORS

Minnesota REALTORS Association – Professional Standards & Strategic Planning Committees

***Community Involvement:***

Rotary Club of Burnsville, Minnesota – Past President

Dakota County Regional Chamber of Commerce-Government Affairs Committee

***Designation:***

CCIM-Certified Commercial Investment Member

***Professional Licenses:***

Minnesota Real Estate Broker's License