

Mez R. Birdie, CCIM, CPM, SCSM

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Offering

- Real Estate executive with over 25 years of multi-discipline experience in strategic and tactical brokerage, leasing, asset and property management practices.
- Possess strong leadership, negotiation, financial, communication and professional rapport skills on all levels.
- Bottom line, results oriented professional who can make a significant contribution to your company.

Professional Experience

NAI Realvest Partners, Inc. (NAI) – Orlando, Florida 2006 to present

NAI Realvest is an independent firm in NAI Global, the world's leading managed network of more than 325 commercial real estate firms in 55 countries throughout the world. NAI Global's transaction volume is over \$45 billion with over 200 million square feet of managed commercial space.

Director of Retail & Investment Services

- ❖ Specializing in outsourced retail services such as; brokerage, leasing, site selection, surplus, tenant and landlord representation.
- ❖ Leasing and management services to third party Owners of shopping centers.
- ❖ Brokerage services to 1031 exchange investors.
- ❖ Brokerage and leasing services to national and regional retailers.
- ❖ Relationship manager and single point of contact for national retailers.

National Retail Properties, Inc. (NRP) – Orlando, Florida 1992 to 2005

A publicly traded retail Real Estate Investment Trust (REIT) with total capitalization of approximately \$1.4 Billion, listed on NYSE ticker NNN. Portfolio consisted of 425 properties located in 40 states and serving 110+ tenants.

Senior Vice President – Acquisitions

2003 to 2005

- ❖ Consummated complex acquisitions and leasing transactions with institutional clients, national retailers and restaurateurs such as; Wal-Mart, Barnes & Noble, CVS, Walgreens, Academy, Best Buy, Staples, Office Depot, OfficeMax, Pier 1, Sports Authority, Ashley, Borders, Dollar Tree, Food Lion, Haverty's, Ross, Captain D's, Wendy's, Burger King, Denny's, Golden Corral, IHOP, Yum Brands and other prominent retailers.
- ❖ Source sale-leaseback business from NRP tenants and corporate customers.
- ❖ Work with national brokerage companies to acquire properties in open market.
- ❖ Evaluate new markets for acquisitions and perform due diligence functions.
- ❖ Seek value-oriented acquisitions for core portfolio and/or 1031 disposition clients.
- ❖ Broker of record for NorthStar Realty, Inc., the brokerage subsidiary of NRP.

Senior Vice President – Asset Management**1998 – 2002**

- ❖ Supervised portfolio of parent company and all subsidiaries consisting of 300 properties totaling 6 Million SF valued at \$1 Billion. Tenants included public investment grade and private-rated companies.
- ❖ Sold \$40 Million of performing assets with short lease terms to avoid vacancies.
- ❖ Re-leased or disposed under-performing assets and maximized buy-outs in excess of \$8 Million.
- ❖ Evaluated and obtained cost savings of \$1.5 Million for real estate taxes, insurance premiums and CAM.
- ❖ Obtained outsourcing business generating revenues in excess of \$4 Million.
- ❖ Handled all tenant bankruptcy matters and sold claims to mitigate losses.
- ❖ Negotiated with tenants to restructure leases and implement work-outs to increase FFO.
- ❖ Supervised the Director of Property Management and Director of Leasing.
- ❖ Responsible for financial reporting of core portfolio and Asset Management department.
- ❖ “Single point of contact” and solutions provider for all NRP tenants.

Vice President – Property Management & Leasing**1992 – 2002**

- ❖ Started with portfolio of retail and restaurant properties consisting of 500,000 SF which grew to 6 Million SF.
- ❖ Supervised in-house and third party managers for all issues pertaining to management, leasing, legal, maintenance, etc.
- ❖ Handled condemnation matters to maximize proceeds.
- ❖ Procured billboards and telecommunication agreements on owned properties, thereby generating added revenues for the company.
- ❖ Assisted the Acquisitions department with due diligence and site visits.
- ❖ Restructured the Property Management department for efficiencies due to growth of assets.
- ❖ Supervised construction for store remodeling and approved Tenant Improvement funds.

Charles Wayne Properties, Inc. – Daytona Beach, Florida**Prior to 1992**

A full service commercial real estate ownership, development, management, and leasing company with shopping centers and office buildings portfolio consisting of approximately 3 Million SF located throughout the Southeast.

Director of Property Management

- ❖ Procured 1 Million SF of new fee-management leasing and property management business.
- ❖ Grew company portfolio by 30%.
- ❖ Opened newly developed shopping centers in various Florida markets.
- ❖ Successfully performed work-outs with weak tenants.
- ❖ Responsible for all property management, leasing, and reporting functions.
- ❖ Court appointed Receiver for lenders, banks, owners and management companies.

Professional Accreditations, Education and License

Certified Commercial Investment Member – “CCIM”, designated by CCIM Institute.

Senior Certified Shopping Center Manager – “SCSM” designated by ICSC.

Certified Property Manager – “CPM” designated by IREM.

Bachelor of Science degree from Embry Riddle University - Daytona Beach, FL
Florida Real Estate Broker License.

Honors

Inducted to IREM “Academy of Authors” in 2008

Received IREM “CPM of the Year” award in 1996 & 1989.

Only associate to receive NRP “LandServant”SM award for service
exceeding customer expectations

Accomplishments

NAI Global Elite Top Producer.

IREM Instructor for Marketing, Leasing and Management courses.

Authored several articles in various real estate publications.

Speaker at ICSC, IREM, CCIM & NRTA real estate conferences and symposiums.

Serving on Board of Directors for CCIM, IREM & NRTA