



Colby Smith, Senior Vice President, CCIM, CPM, RPA, CEP

EDUCATION

Associate's degree in Building Management and Maintenance from
Erie Community College

REGISTRATIONS/ AFFILIATIONS

2009 Certified Commercial Investment Member (CCIM)
2007 Licensed Real Estate Broker
2003 Certified Power Quality Professional (CPQ)
2002 Licensed Real Estate Salesperson
2002 Certified Property Manager designation (CPM)
2000 Real Property Administrator designation (RPA)
2000 Certified Energy Procurement Professional (CEP)

EXPERIENCE SUMMARY

Mr. Smith possesses more than 20 years experience in commercial, residential and facilities management. As an experienced Real Property Administrator (RPA), he has a broad knowledge of the real estate industry and is proficient in all areas of building systems design, operations, and maintenance; commercial real estate law; investment and finance; risk management and insurance; leasing and marketing; and environmental health and safety. He has gained a thorough working knowledge of the banking industry, commercial warehousing industry and residential property management industry, including government subsidized housing.

EMPLOYMENT SUMMARY

McGuire Development Company, LLC 2007 - present

Mr. Smith serves as Senior Vice President of McGuire Development Company. In this capacity, he oversees building and facility operations, specializing in the management of the company's third party portfolio. His responsibilities include:

- ♦ Business development
- ♦ Property management
- ♦ Construction management and facilities management within the company
- ♦ Leading a team of Property Managers, Construction Service staff and Environmental Services staff
- ♦ Responsible for approximately 1.5 million square feet of space
- ♦ Establishing, implementing and administering company policy, procedures and best practices

EMPLOYMENT SUMMARY CONTINUED

Ciminelli Real Estate Company 1996-2006

Mr. Smith served as Vice President with Ciminelli Real Estate Company. He oversaw all building and facility operations for approximately 900,000 square feet of Ciminelli properties, specializing in the management of the company's third party class A office portfolio including: The Key Center, Lafayette Court, Seton Medical, Lake Avenue and First Niagara Bank.

Responsibilities included: Supervision of employees including Property Managers, Marketing Coordinators, Tenant Relations Coordinators and Building Engineers; preparing and reviewing property operations on a capital budget, including implementing capital improvement plans; overseeing tenant relationships and ensuring tenant satisfaction; guaranteeing that all properties were in good overall condition; full vendor contract performance and pricing responsibilities; establishing preventive maintenance, life safety, environmental, and energy management systems; full lease management/enforcement; developing and maintaining property management policies and procedures; developing bid specifications for building services; risk management of all operating properties; assisted with tenant lease renewals and marketing activities.

Signature Housing Solutions, Inc. 1993-1996

Mr. Smith served as Property Manager and was responsible for residential property management of a four hundred unit Section 236 property. This also included the supervision of sixteen employees including maintenance, leasing and bookkeeping staff. Budget preparation, project tracking, and computerized work orders. He is a member of the Registered Apartment Managers Program.

Professional Achievements

CCIM Upstate New York Board of Directors
BOMA, Building Owners and Managers Association, Board of Directors
BOMA President
Theatre District Association Board of Directors
Buffalo Place Operations Committee
Certified Property Manager
Licensed Salesperson and Broker in New York
Real Property Administrator
National Dean's List
Phi Theta Kappa
St. Mary's School for the Deaf PTO President
Member of Grand Island Lions
Member of Buffalo Kiwanis
Member of Who's Who Among College Students
Member of RAM

Interests

Married to Jennifer with nine children | Enjoys spending time outdoors
Architecture | Computers