



## James Geiger, Director of Business Development

### EDUCATION

Associate's degree Bryant & Stratton Business School  
Erie Community College School of Hospitality

### REGISTRATIONS/ AFFILIATIONS

New York State Commercial Real Estate Broker  
Past Chairman New York State Restaurant Association  
Advisory Board S.U.N.Y. Buffalo State College Hospitality  
Advisory Board Erie Community College Hospitality  
Member of NYSCAR (New York State Commercial Association of Realtors)  
Veteran U.S. Army National Guard Honorable Discharge

### EXPERIENCE SUMMARY

Mr. Geiger possesses more than 35 years experience in all facets of commercial real estate from franchise development, brokerage sales, tenant relations and ground up construction. Mr. Geiger's extensive experience, coupled with a unique background in hospitality, adds an unparalleled level of service and expertise to McGuire Development Company's Transparent process. With extensive background and experience in Sales, Retail and Hospitality Mr. Geiger has been involved with numerous developments assisting local, National developers and Tenants find the right location for their businesses. As a lifelong resident of Western New York, he has worked with various Architectural firms, Banks, Law Firms, Restaurants, Hotels, and International Franchise Companies to assist in site locations, design and client representation.

### PARTIAL CLIENT LIST

CARA Corporation, Ontario	Swiss Chalet	Ruth's Chris Steak House
Coffee Culture, Ontario	Duff's Restaurants	Walgreen's
Dunkin Donuts	Lake Shore Savings Bank	Dairy Queen Grill n Chill
Tim Hortons	First Niagara Bank	McKenzies
IHOP International	Distillery Rochester New York	Tully's Good Times

### EMPLOYMENT SUMMARY

#### McGuire Development Company, LLC 2011 - present

As Director of Business Development, Mr. Geiger handles McGuire Development Company's portfolio on existing properties along with our aggressive new building plans that are in various development stages. He is responsible for handling leasing and working with the Broker network and marketing its properties with the clients' needs in mind. This portfolio includes (partial list):

- ♦ Airport Commerce Park, Cheektowaga
- ♦ Camp Road Sequel, Hamburg
- ♦ Derby Professional Park, Derby
- ♦ Maple Ayer Sequel, Amherst
- ♦ Wehrle Professional Park Sequel, Williamsville
- ♦ 665 Main Street, Buffalo
- ♦ 4225 Genesee Street, Cheektowaga
- ♦ 6325 Main Street, Williamsville

## **EMPLOYMENT SUMMARY CONTINUED**

**Coffee Culture  
Café & Eatery  
2009-2011**

Mr. Geiger served as Vice President of Real Estate and Franchise Development for Coffee Culture Café & Eatery. Coffee Culture has headquarters in Mississauga Ontario and Mr. Geiger was hired to launch their U.S. operations in New York State as well as Pennsylvania. During his employment he was able to identify sites, negotiate leases, purchase of properties, and assist in design elements and construction input with Architects and construction manager. Mr. Geiger also was successful in marketing Coffee Culture Franchise opportunities and negotiated all franchises in both New York and Pennsylvania.

**Ciminelli Real Estate  
Corporation  
2006-2009**

Mr. Geiger served as an Associate Commercial Real Estate Broker handling negotiations with National retail tenants, banks, office and regional hospitality opportunities. He was also responsible for identifying retail opportunities while representing both owners and landlords with their new ground up construction, leasing and purchasing of outparcels.

**Hunt Commercial  
Real Estate Corporation  
2001-2006**

As a Real Estate Sales Associate, Mr. Geiger worked with National tenants in selling /negotiating their leases for new builds in Western New York. Responsibilities included representing many National Franchise businesses looking to develop in the Western New York market.

**Four Seasons /  
Country Kitchen  
Restaurants  
1970-2001**

Owner and operator of a local chain of restaurants in Western New York which became affiliated with the National Franchise systems of World Wide Carlson Companies (Country Inns/ Suites/ TGIF (FRIDAYS) Radisson Hotels) in Minneapolis, Minnesota. During his employment he helped develop a chain of free standing successful restaurants located throughout Amherst, Orchard Park, Williamsville and Niagara Falls New York.

Experience ranged from identifying sites, negotiating sales, design involvement, equipment design, negotiation with banks, marketing, menu design and food contracts with national procurement suppliers, hiring, setting up business plans and the full involvement in operations with more than 200 employees.

Negotiated contracts and sales of properties to Walgreens, Duff's, 800 Maple, and Original Pancake House.