



## *Jeffrey P. Lehrbach, Vice President*

### **EDUCATION**

Executive MBA Program, Advanced Real Estate Finance and Advanced Corporate Finance from, Columbia University/Babson College

Executive MBA Program, Advanced Investment Analysis from University at Buffalo

Bachelor's of Arts in Business Economics from State University Of New York At Oneonta

### **EXPERIENCE SUMMARY**

Mr. Lehrbach has more than 25 years of financial and management experience as an executive in commercial lending and private development. His expertise spans all facets of the real estate industry. His financial expertise serves as a pillar to McGuire Development Company's TRANSPARENT process, producing realistic, thorough visions for our clients. His success has produced a healthy portfolio of commercial real estate projects and business financing transactions. Mr. Lehrbach has fostered extensive contacts in both the real estate and financial industries and has been recognized for his contributions to the bottom line.

### **EMPLOYMENT SUMMARY**

**McGuire Development  
Company, LLC  
2009 - present**

Mr. Lehrbach serves as Vice President for McGuire Development Company and is responsible for the origination and administration of project financing as well as financial reporting, accounting management and cash flow analysis.

In addition, Mr. Lehrbach produces and oversees:

- Real estate and business financial analysis and projections
- Owner representation
- Valuation analysis
- Team management and relationship development
- Project and construction management
- Contract and lease negotiation

**EMPLOYMENT SUMMARY (cont.)**

**Reger Holdings, LLC  
and Operating  
Subsidiaries  
1998 – 2009**

As Chief Financial Officer, Mr. Lehrbach was responsible for commercial and residential project real estate and business financing with over 35 transactions totaling in excess of \$205,000,000 for over 25 entities. Extensive lender contacts. All aspects of due diligence for real estate and business acquisition totaling more than \$65,000,000. Key team member for the coordination and completion of the sale of real estate projects and businesses with total transactions grossing more than \$160,000,000.

**Grant Hudson  
Advisors, L.P.  
1994 – 1998**

As Vice President & Regional Manager, Mr. Lehrbach was responsible for relationship development, completion of business analyses, duress acquisitions, valuations and financing packages for conduit, private placement, institutional, and investor financing of existing businesses and business acquisitions and commercial real estate.

**Fleet Bank  
of New York  
1990 - 1994**

As Vice President & Regional Manager, Mr. Lehrbach was responsible for the successful management of 4 relationship officers and support staff in all facets of commercial lending. New relationships and originations exceeded annual budgets by 35% - 160%. CRA & Regulatory compliance. Member of Fleet Bank of NY Market Committee and of NYS Community Lending Corporation Mortgage Committee. Received Chairman's Award for Excellence in 1991. Member of Senior Management Committee for Buffalo Region.

**Norstar Bank  
1987 – 1990**

As Vice President, Mr. Lehrbach started the Commercial Real Estate Office in Western Region and developed numerous new business relationships. Leading fee income generator for Norstar Bank, N.A., and Commercial Real Estate Department in 1988, 1989 and 1990. Managed CRE Workout Portfolio for Western NY (originated in C&I). Legal testimony for grand jury and jury trials. 1991.

**REGISTRATIONS/  
AFFILIATIONS**

Member of the Amherst Chamber of Commerce Board	2011 - Present
Chairman of the Town of Lancaster's Zoning Board of Appeals	2003 – Present
Member of the Town of Lancaster's Zoning Board of Appeals	1999 – 2002