



McGuire
Development Co

James F. Dentinger

EDUCATION

Master of Business Administration from the Richard J. Wehle School of Business at Canisius College

Bachelor of Science, Canisius College

REGISTRATIONS/ AFFILIATIONS

Licensed Real Estate Broker in New York and Florida

EXPERIENCE SUMMARY

Mr. Dentinger is a life-long resident of Buffalo with more than 25 years experience in Commercial Real Estate and Development. This experience, coupled with his formal education, has allowed him to excel in numerous areas including site selection and development, business development, marketing, leasing, finance, construction management and property management.

Mr. Dentinger possesses extensive knowledge of the New York and Florida real estate markets and their respective broker communities. He is adept at negotiating business deals and contracts from initial contact to tenant move-in. This includes coordinating all aspects of major development projects, acquisitions, project restructuring, corporate representation, and real estate strategic planning.

PARTIAL LIST OF CLIENT HIGHLIGHTS

Mr. Dentinger has been personally involved in transactions with the following clients:

New Era Cap	AT&T
Brain and Spine Center	Univera Health Care
United Health Group	Airport Pediatrics
Independent Health	Business First
Omni Pain & Wellness Center	Medaille College
M&T Bank	Time Warner
Catholic Health System	Buffalo Medical Group
Raymour and Flannigan	Smith Barney
Allstate Insurance	First Niagara Bank
Delaware North Companies	Liberty Mutual Insurance
American Steamship	Lake Shore Family Medicine

EMPLOYMENT SUMMARY

McGuire Development Company, LLC

2006 - Present

Mr. Dentinger has embraced a new vision in the commercial real estate industry, which focuses on honesty and transparency. Through this solid business model, he facilitates a transparent, open dialogue with clients, exposing all intricacies and details of a particular project. This transparency is evident in every aspect of his business practices, allowing him to establish an immediate level of trust and comfort with his clients. This trademark service also means that there are no unknowns when entering into a contract. Costs, time frames and client involvement are discussed up front, laying the necessary groundwork for a seamless, straightforward experience.

Ciminelli Development Company, Inc.

1989-2006

Mr. Dentinger served as Chief Executive Officer for Ciminelli Real Estate Corporation where he was involved in all facets of the company's 9 million square foot portfolio and Brokerage services division. Prior to this, he served as Senior Vice President of Ciminelli Development Company. In addition he was the executive champion and liaison of the Ciminelli Real Estate of Florida's leadership team, headquartered in Tampa Florida.

Uniland Development Company

1985-1989

Mr. Dentinger served as Marketing Manager handling aspects of marketing and leasing for the growing development company.

RECOGNITIONS & MEMBERSHIPS

In addition to his business initiatives, Mr. Dentinger is involved in many professional and non-profit organizations and has been lauded for his contributions to the WNY community.

- ♦ Chairman of the Buffalo Urban League
- ♦ Secretary of Buffalo State College Foundation
- ♦ First Vice Chair of Buffalo Renaissance Foundation
- ♦ Assistant Vice Chairman of Employers Supporting the Guard and Reserve (ESGR)
- ♦ Amherst Police Foundation Board
- ♦ Hospice Board of Directors
- ♦ Past President of the Board of Directors of Leadership Buffalo
- ♦ Past Chairman of American Heart Association Advisory Board
- ♦ Past Chairman of Amherst Chamber of Commerce
- ♦ Past President and Member Erie Community College Executive Board 1997-1999
- ♦ 2000 - *Business First of Buffalo* - "40 Under 40" Award
- ♦ 2005 - Amherst Chamber of Commerce - "2004 President's Award"
- ♦ 2008 - Canisius College - "Bernard Martin Outstanding Alumni Award, MBA"