



Vito J. Picone, Director of Business Development

REGISTRATIONS/ MEMBERSHIPS

Licensed Real Estate Broker in New York State
Member & Past Vice President of NYSCAR, New York State Commercial Association of Realtors
Member of NYSAR, New York State Association of Realtors
Member of BNAR, Buffalo Niagara Association of Realtors

EXPERIENCE SUMMARY

Mr. Picone possesses more than 25 years of experience in Commercial Real Estate and Development and has generated more than \$62 million in sales for industrial, retail and investment portfolios. He has an extensive client list and has facilitated development sites throughout Upstate New York that have **additionally** generated more than \$74 million in new construction projects and long-term leases. Mr. Picone has been recognized in local periodicals for promoting and benefiting community growth by negotiating property sales for the development of new retail, office, medical, community service and other projects. His listing portfolio is unmatched in the commercial real estate industry.

PARTIAL CLIENT LIST

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|-------------------------------|--------------------------|----------------------|--------------------------------|
| American Axel | Eckerd Drugs | Krislyn Company, LLC | Sheridan Medical Group |
| Bamboo China | Ellicott Development | LaNova Pizza & Wings | Silvestri Architects |
| Birdair | Episcopal Diocese of WNY | Main Urology | Suburban Cardiology |
| Buffalo Dental Group | Evangel Assembly of God | NOCO | Subway |
| Catholic Health Systems | Goodyear | One Beacon Insurance | Sweet Melodies |
| Classifieds Plus, Inc. | Highgate Medical | Picone Construction | Swiss Chalet |
| Coffee Culture | HIVE Lifespan Center | Pier One Imports | Tim Hortons |
| Diocese of Buffalo | Kaleida Health Systems | QTA Machinery, Inc. | Tops, Inc. |
| Dr. Sayeed Nabi | Kenneth Hiller Attorneys | Santora's Restaurant | Williamsville Pediatric Center |
| Eastern Hills Wesleyan Church | Kohl's | | |

EMPLOYMENT SUMMARY

McGuire Development Company, LLC 2006 - Present

Mr. Picone embodies McGuire Development Company's philosophy of honesty and transparency. He has a comprehensive background in sales, real estate finance, site selection, leasing, land acquisition, development and operations. He strives to provide personalized, detailed services to all of his clients while incorporating McGuire Development Company's signature transparent process.

Hunt Real Estate 2002-2006

Mr. Picone served as a Broker Associate for Hunt Commercial Real Estate, where he held the distinguished ranking of "second highest in sales achievements." He has generated millions in land acquisitions, construction costs and long-term leases and has brokered transactions and assisted with site selection & operations for numerous local and national companies.

