

JUSTIN BIRD

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EDUCATIONAL BACKGROUND

Masters of Business Administration (Cum Laude) (8/2006)

CAPITAL UNIVERSITY - Columbus, OH

Bachelor of Science in Landscape Architecture (5/2001)

UNIVERSITY OF KENTUCKY - Lexington, KY

Ohio Basic Economic Development Course (4/2008)

OHIO ECONOMIC DEVELOPMENT ASSOCIATION/ IEDC

Ohio Real Estate Broker License (7/2012)

QUALIFICATIONS PROFILE

Cross disciplinary real estate professional with over twelve years of commercial real estate development experience including development due diligence, site planning, entitlement negotiation, public/private sale and lease negotiations and financial analysis. Proven ability to analyze a development opportunity, work with a diverse group of public and private interests and communicate results to direct reports or cross functional departments.

- ♦ **MBA:** Completed Masters in Business Administration (Cum Laude) with concentrations in Management and Finance.
 - ♦ **Business Acumen:** Knowledgeable in current and possible future policies, practices, trends and information affecting my business; aware of how strategies and tactics work in the marketplace.
 - ♦ **Communication:** Can clearly and effectively articulate concepts in a variety of presentation settings. Can effectively communicate ideas through written and spoken communications.
 - ♦ **Skilled:** Skilled in using MS Office applications. Proficient in using Excel for financial analysis applications.
 - ♦ **Interpersonal Skills:** Relate well to a variety of people and personalities; easy to engage and approach.
 - ♦ **Analytical Skills:** Highly analytical in my approach to real estate and financial due diligence problems. Associate financial analysis and logarithmic equations into answering highly complex real estate problems.
 - ♦ **Key Strengths:** Ability to manage a high performing team. Consistently meet deadlines and performance measures using excellent time management, organization and project coordination skills. Extremely detail oriented.
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EXPERIENCE HIGHLIGHTS

CASTO, COLUMBUS, OH

2010 - Present

Commercial Development Manager/ Broker

- Manage all facets of the development process including land acquisition, disposition, entitlement negotiation, design, feasibility and contract negotiation.
- Develop and retain tenant relationships with a variety of commercial users. Leverage relationships with development partners to create mutually beneficial opportunities.

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- Understand and communicate community impact from new and proposed development opportunities. Balance the needs of developer, land-owner and community with those of the tenant.
- Communicate development opportunity to a variety of audiences.
- Assist financial underwriters in financial due diligence and investment quality of asset.
- Broker for Casto Communities Management. Manage compliance issues for sales people and property management.

BIRD HOUK COLLABORATIVE, Columbus, OH

2006 to 2010

Economic Analyst/ Development Planner

Created a new service within Bird Houk Collaborative that assists the leaders of the architecture and planning departments by providing financial analysis that supports design decisions and helps the client understand the cost/ benefit of development types, the marketability of the opportunity within the environment and how best to structure the project to create the highest investment return. The analysis portion of this service creates the opportunity for development by justifying investment from the public or private sectors or through strategic partnerships.

- **(OKI) Planning Conference, Louisville, Ky., Speaker**
Case study on the financing of Creekside in Gahanna, Ohio. Presentation touched on the creation of an economic development opportunity, public/ private partnership and public bonding.
- **Fiscal Impact Analysis for a Joint Economic Development District (JEDD)**
Performed a fiscal impact study on the net economic benefit of creating a (JEDD) agreement between a Township and a neighboring incorporated area. The study focused on the development potential of the land before and after off-site improvements and the net benefit that would result from an increase in income and property tax collections per the shared agreement. The cost of the development and maintenance of roadway and interchange improvements as well as the extension of water and sewer service were considered in the study. The study concluded with a cost benefit analysis and was based on various financial projections; the report was presented to the Township for review.
- **Creekside, Gahanna, Ohio**
Worked directly with the developer, the design team and the City of Gahanna in structuring the development program, financial incentive package and marketing campaign that led to the development of the Creekside Project in Gahanna, Ohio. Study considerations included the balancing of risk/return, development cost and creating equitable income streams for both parties.
- **Highest and Best Use Study: Fortune 500 Company's Corporate Headquarters, Dublin, Ohio**
Provided real estate analysis for a Fortune 500 Company that had experienced a downsizing and was interested in what could be done with its 250,000 sq.ft. inefficient, owner-occupied facility. Provided options for: reconfiguring the existing facility into a multi-tenant facility, selling the facility and leasing it back from the new owner or building or leasing a new build-to-suit facility with tax abatement in a new area of town. Study considerations included: conversion costs, residual land sale income, construction/lease rates for a variety of office options, operating costs, tax consequences and the marketability of the facility based on the building's layout and amenities.
- **Evansville Promenade, Evansville, Indiana**
Created a budget and analyzed the cash flow needs, sales schedule and phasing of a 280-acre mixed-use development located in Evansville, IN. Considerations included site development costs, area capitalization and leasing rates, and tax revenue increases resulting from the development, providing the basis for negotiations between the developer and the county.
- **Techneglass Warehouse and Office Facility, Columbus, Ohio**
Created the budgeting and positioning of an obsolete warehouse and office facility into a viable multi-tenant complex using private equity and state funds for environmental cleanup, roadway and facility improvement. Study considerations included the cost and benefit to the city and developer in reconfiguring the site into a viable office/warehouse distribution center, job creation, and the creation of value from an inopportune site.
- **Heitmeyer Homes, Columbus, Ohio**

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Provided Cash Flow Analysis for a single family development including a cost estimate of all hard and soft costs, land cost, interest carry, and projected take-down schedule for single family lots.

REAL ESTATE HOLDING COMPANY

5/2003 to Present

Entrepreneur/ Investment Management

Created a profitable real estate holding company that owns investment real estate and allows investors to diversify their portfolio's by investing in a series of real estate partnerships. Managed the acquisition of several apartment buildings (including subsidized housing) through several rounds of private placement funding. Managed the improvement, lease-up and stabilization of the properties into performing assets. Created a management entity for the purpose of managing the real estate and mitigating liability. Manage all aspects of the business including marketing, finance, investor relations, payroll and property acquisition/disposal.

BIRD HOUK COLLABORATIVE, Columbus, OH

Land Planning and Zoning Services

2001 to 2006

managed zoning and planning projects for several single family, condominium and retail centers throughout central Ohio

- **Manos Property, Delaware, Ohio**

Led team in the re-zoning of 37 acres from Farm Residential (FR-1) to a Planned Commercial District (PCD) with a mix of commercial and residential opportunities.

- **Green Meadows Plaza, Delaware, Ohio**

Managed team involved in the razing and re-development of a functionally obsolescent distribution center into an active retail center.

- **Stockdale Farms, Delaware, Ohio**

Co-leader of a cross-functional team of civil engineers, zoning attorneys and the Ohio Dept. of Transportation to re-zone 150 acres into a Planned Residential District (PRD) with a variety of housing types.