

**Richard H. Machinski**  
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Nov 99 – Present

**Senior Vice President and Director of Corporate Real Estate  
The Huntington National Bank**

Executive responsible for **Huntington's** corporate real estate portfolio, all space the bank uses to conduct its business. Oversee Real Estate procurement for all retail and corporate office locations and collaborate with teams on strategic space planning of all bank real estate. Position entails management of all real estate transactions and lease administration for Huntington's portfolio of corporate offices and over 700 banking offices, management of excess property disposition, and all new and renewal lease transactions. Responsible for collaboration with Segment CFO for accurate forecasting of Lease Payments (\$54MM), Real Estate Taxes (\$12MM) and Tenant Income (\$12MM), which represents 66% of the current occupancy budget. Also, responsible to keep Segment CFO informed of potential opportunities and risks related to tax appeals and disposition properties (manage reserves). Manage CRE aspects for approximately 7MM sq. ft. of space with a team of 7 colleagues. CRE point person for M & A due diligence.

**Accomplishments:**

- Led negotiations for regional HQ transactions in Columbus (200K sf), Pittsburgh (60K sf), Cleveland (100k sf) consolidating multiple offices and optimizing use of space, reducing run rate and increased brand awareness thru crown signage.
- Collaborated on a portfolio optimization plan which will reduce \$5MM in expense run-rate over time.
- Led team that completed site identification and lease/purchase negotiations of ~150 new branch locations.
- Led the real estate integration of multiple acquisitions (Empire, Unizan, Fidelity, Warren, Advantage) including a merger of equals in 2007 (Sky).
- Led the real estate disposition related to the sale of Huntington's Florida Franchise to SunTrust Bank, 2002 adding an additional \$15MM gain to the transaction.
- Directed the disposition of over ~400 properties related to acquisitions and consolidations
- Direct all third party leasing activities generating \$12MM per yr. in income currently.
- Collaborated on the development of an automated Corporate Real Estate Dashboard and Developed Key Performance Indicators for performance management of the Corporate Real Estate department.
- Real Estate tax appeals generated over \$2.75MM over the past 2 yrs.
- Secured Tax Incentives – Westerville \$20k per yr. for 7 yrs.; Enterprise Zone for Northland Tax Abatement on improvements \$140k per yr. for 10 yrs.; City of Columbus Payroll tax Incentive \$900k+ for 7 years. Currently working on Incentive with the City of Cincinnati.

Aug 94 - Jul 99

**Senior Director of Real Estate, Construction and Store Planning**

Richard H. Machinski

1969 - July 94

**Vice President Real Estate, Store Planning and Construction**  
**Kobacker Company, Columbus, Ohio (family held owner of 859 shoe stores in 34 states)**  
*(Kobacker was acquired by May Company / Payless Shoe Source July 94)*

Served in many positions starting as a part-time sales clerk in high school and working my way to becoming an officer of the privately held company. Positions included Store Manager, District Manager (1975), Assistant Vice President Store Operations (1979), and Vice President Real Estate, Store Planning and Construction (1983- 1994)

- There were 60 stores when I started with **Kobacker**
- As a manager I developed a system for replenishment of stock to store shelves greatly increasing sales productivity.
- Responsible for cradle to grave ownership of all aspects of **Kobacker's** real estate portfolio working directly with the Owner including facility management of 859 shoe stores in 34 states, 2 distribution centers (Columbus, OH and Rancho Cucamonga, CA) and corporate office / data center (Columbus, OH).
- Integral team member in negotiations and sale of the business to the May Co.

**EDUCATION:** Franklin University, Bachelors of Science in Business Management with Business Administration Focus

Attended Penn State University, Dunmore, PA and Brescia College, Owensboro, KY

**AWARDS and Community Activities:**

- 2010 Graduate of Huntington's Business Impact Leadership course. Selective executive leadership training for high potential Huntington managers.
- One of 30 Huntington colleagues selected to develop Colleague Annual Survey
- Selected as core team member for Huntington Business Resource Group, one of ten groups, designed to develop policies and products to focus on colleague and customer engagement and inclusion.
- Past Chairman and current Trustee Capital Crossroads Special Improvement District, Downtown Columbus – 13yrs.
- City of Columbus Graphics Commissioner – 15 yrs.
- Former Violet Township Zoning Board member
- Previous holder of salesperson's license in state of Ohio
- ICSC Member