

Bruce F. Massa

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Business

- National Realty
- Type of Business - Real Estate Development and Brokerage

Nature of Business

- Operates brokerage firm specializing in industrial and commercial land and buildings. Develops for sale or lease industrial, commercial, multi-family projects.
- Develops single family residential lot projects for sale to production and custom builders.
- Consulting for commercial and industrial projects.

History of Brokerage

- 2003 – Present: Merged Massa Realty & Development Corp. with National Realty Services in 2003. Sr. Partner in the company. Manages Development Department, including six + projects
- 1989 – 2003: Founded Massa Realty & Development Corp. Sold and leased multi-family projects, commercial developments, warehousing plants, and distribution facilities.
- 1986 – 1989: Affiliated with Ohio Equities, Inc., a Columbus, Ohio commercial/industrial brokerage firm. Sold and leased industrial and commercial real estate. Started development company.
- 1981: Affiliated with Ruscilli Realty Company, a Columbus, Ohio commercial/industrial brokerage firm. Sold and leased industrial/commercial real estate.
- 1979 – 1981: Founded Equity Ltd. Realty. Sold and leased industrial and commercial real estate.
- 1974 – 1979: Received license in 1974, sold industrial, commercial, land, offices, investment and residential real estate property while affiliated with other brokers.

History of Development

- 1986 – Present: Industrial - 18 projects totaling 800,000 square feet
- 1985 – Present: Single Family - 20 projects totaling 2000 lots
- 1985 – Present: Multi-family - 3 projects totaling 100 units

- 1984 – Present: Development land - approximately 750 acres sold in Franklin and Delaware counties.

Columbus Board of Realtors (CBR)

Leadership Involvement with Columbus Board of Realtors

- 2000 – 2001: President of Columbus Board of Realtors
- 1999 – 2000: President-Elect of Columbus Board of Realtors
- 1998 – 1999: Treasurer of Columbus Board of Realtors
- 1997 – 1998: Secretary of Columbus Board of Realtors
- 1994: Chairperson that created the CI Section for new Commercial Investment
- 1987 – 1990: Trustee of the Columbus Board of Realtors

Appointments to Committees, Ad hoc and Standing

- 2001 – 2002: Foundation Fund Advisory Board Co-Chair
- 1995: Design & construction of Columbus Board of Realtors Association Headquarters
- 1993 – 1995: MLS Committee
- 1993: Building Committee Task Force
- 1992: Realtor Political Action Committee (RPAC) - Chair
- 1989 – 1990: Strategic and Long Range Planning
- 1988 – 1990: Budget and Finance Committee
- 1988: Commercial/Industrial Committee
- 1988: Impact Fee - Ad hoc Committee
- 1988: Northland Plan Task Force - Ad hoc Committee
- 1987: Governmental Affairs - Committee Chair
- 1984: Membership - Committee Chairman
- Columbus Board of Realtors Foundation Fund, Charter Member

- National Association of Realtors (RPAC), Life Member
- CORPAC, Life Member

Ohio Association of Realtors (OAR)

Appointments to Committees and Boards

- 1987 – '90, '94, '97 – '01: OAR Trustee
- 1999 – 2001: Large Board Metro Presidents Committee Member

National Association of Realtors (NAR)

Leadership Involvement

- 1999 – 2001: Delegate to National Convention

Other Associations and Appointments

- Past President in 1987 of Columbus Commercial Industrial Investment Realtors (CCIIR) and current member
- Appraisal Appointments - Probate Court
- Receivership appointments - Franklin County Common Pleas Courts

Real Estate Organization Affiliations

- 2001: Accepted Member of Counselors of Real Estate
- Society of Industrial and Office Realtors
 - 1998: President
 - 1997: Vice President
 - 1997 – 2000: National Admissions Committee
 - 1992: Regional Conference - Chair
- 1992 – Present: Vice-Chairman of the Land Review Commission Member, appointment City of Columbus
- National Association of Industrial and Office Parks (NAIOP) Past Board Member Central Ohio Chapter
- Urban Land Institute (ULI) member

Community Organization Affiliations

- Chamber of Commerce - Retention and Expansion Committee
- Columbus Day/USA - 2 year term as Trustee
- Athletic Club of Columbus - House Committee and Construction Committee

- Columbus Italian Club - Past President
- Member of St. Joseph Cathedral

Community Organization Affiliations (continued)

- Riviera Country Club, member
- 1996 – 1997: Parkland Dedication Committee – City of Columbus

Education

- High School - Bellaire, Ohio - Bellaire St. Johns
- College - University of Tennessee - Chattanooga
 - 1966: Athletic Scholarship
 - 1972: Ohio University, B.S.
- 1977: Received Graduate of Realtors Institute Designation

Personal Information

- Marital Status: Married, Terrie Elaine
- Children: One, Nicholas Anthony
- Hobbies: Golf, Boating, Fishing and Travel

NATIONAL REALTY

BRUCE MASSA, SENIOR PARTNER

Bruce Massa has developed many multi-family projects, industrial and commercial projects in the central Ohio area throughout his career. In recent years Bruce has successfully organized joint ventures with both active and passive investors throughout the country.

Bruce has sold and leased industrial and commercial real estate with several leading companies in the central Ohio market. Early in his career, he founded Equity Ltd. Realty. In 1987 he earned the highly respected SIOR designation (Society of Industrial and Office Realtors®) and served as President of The State of Ohio SIOR Chapter in 1998. Bruce has built a large network of real estate relationships through his strong commitment to the Columbus Board of Realtors (CBR), the 15th largest real estate professional organizations in the nation. His committee and task force appointments focused on issues of governmental affairs, political action and the Multiple Listing Service.

Commercial Realtor associations also have benefited from Bruce's involvement. He was a founding member of the Columbus Commercial Industrial and Investment Realtors (CCIIR) and served as its President in 1987. In addition, Bruce was appointed by the CBR president to serve on a task force that established the successful Commercial/Industrial Division of the Columbus Board of Realtors. He then went on to chair this organization in 1995. Massa served as President of the Columbus Board of Realtors in 2000. Bruce was also awarded "Broker of the Year" by CBR for 2002. In spring of 2001, Massa received designation to the Counselors of Real Estate (CRE); professionals from real estate, financial, legal and accounting firms as well as government official and academic leaders form the international group, which provides expert, objective advice to various land and property situations. The CRE Designation is given to those in the profession who have proven to possess outstanding problem solving skills in all areas of the industry.

In the greater community, Massa has been involved in volunteer leadership roles with Heartland Banc Corp., The City of Columbus Land Review Commission, The Franklin County Common Pleas Courts for receiverships and consulting assignments, The Chamber of Commerce Retention and Expansion Committee, The Urban Land Institute and The Construction Committee of The Athletic Club of Columbus, among others.

Bruce is currently involved in many ongoing development projects in central Ohio and Florida.

