

Richard H. Machinski

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OBJECTIVE

To secure a senior management position in real estate where I can use my skills and experience to make a significant contribution to the operation and profitability of the company

SUMMARY

Team player with excellent management, organizational, communication and analytical skills. Experienced Real Estate Professional well regarded within the industry

EXPERIENCE

1999- present

The Huntington National Bank
25th largest bank in the United States - \$52 billion
Vice President – Director of Corporate Real Estate

- Real estate management of all corporate properties totally over 8 million sq. ft.
- Monitor real estate opportunities to maximize profit – blend & extend saving \$2mm per yr.
- Manage Lease Administration - \$102mm per yr.
- Real Estate property tax management and tax abatements – Saving \$4mm + per yr.
- Site selection for all corporate properties and branch locations – negotiated 3 new regional HQ leases; 50+ new branch locations; numerous LOB offices
- Budget forecasting
- Provide “Simply the Best” Customer Service to all clients, internal and external
- Manage third party leasing of excess space - \$28mm per yr. income
- Disposition of excess real estate and merger divestitures – successful disposition of 150+ owned and leased locations
- Merger and acquisition opportunities and integration – Successful RE integration of 4 acquisition with over 400 locations

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1994-1999

Sun Television and Appliances

**Regional Consumer and Electronics Chain – 30 stores
Senior Director – Real Estate, Construction, Store
Planning**

- **Site selection for retail locations**
- **Real Estate Management, Lease Administration, Facility Management**
- **Monitor real estate and facility opportunities to maximize profit**
- **Budget forecasting**
- **Construction and Store Planning**

1969 –1994

The Kobacker Company

A privately held company with 859 shoe stores in 34 states (Pic-Way Shoes, Patrini Shoes, Pix Shoes, Gussini Shoes)

Vice President – Real Estate, Store Planning and Construction

- **Began as a shoe store clerk, and worked my way up to become an officer of the company. Experience includes store management, district management, store operations and real estate and facility management**
- **Managed site selection, construction and design and facility management of all company locations, including corporate office and multiple distribution sites.**
- **Successfully assisted in the sale of the company to the May Company (Payless Shoe Source)**

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EDUCATION AND CERTIFICATIONS

- **B. S. Business Administration, Franklin University**
- **ICSC member**
- **Ohio Real Estate Licensee**
- **Past Chairman and current Trustee Capital Crossroads Special Improvement District; 2000 - Present**
- **City of Columbus Graphic Commission Board for past 10 yrs.; 2000 – Present**
- **Violet Township Zoning Board Commissioner; 2002-2005**