

Michael A. Macri III

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Education

B.A., Finance, University of Iowa (Spring, 2003)

Certificate in Entrepreneurship, University of Iowa (Spring, 2003)

Certified Commercial Investment Member (CCIM) (April, 2011)

Relevant Experience & Accomplishments

- 2009, 2010, 2012, 2014-2106 Top Producer in both Transaction Volume and Number of Transaction.
- Responsible for the sale and leasing of nearly \$300,000,000 in commercial real estate.
- Created leasing/sales strategies for over 300 companies, landlords, and investors
- Serving as exclusive representative for numerous companies in selecting new locations and markets in the Healthcare, Financial Services, Logistics, Transportation, Distribution, Manufacturing, Professional Services, and Retail industries.
- Create strategic market survey summaries, site selection analysis and leasing strategies for financial advisory and health care organizations nationally.
- Served as the Director of Real Estate and Transition Coordinator for Myriad Advisor Solutions transitioning 350 financial advisors teams and Billions in assets throughout the county.
- Created and implemented a consultative system for Cities and municipalities to maximize their economic development opportunities.
- Successfully established two new non-profit organizations.
- Responsible for all corporate sponsorship donations to the Des Moines 20/30 Society & Mid-Coast Road Rally L.C.(2005-2010)
- Managed tenant improvement and new construction projects in excess of 500,000 SF for M&M Development Co.
- Owner/Manager of Superior Lawn Care grossing over \$1,200,000 since inception.

Management/Supervision

- Responsible for maintaining relationships and needs of over 40 tenants.
- Effectively created and implemented cost saving strategies for Tenants and Landlords.
 - Strategies implemented for one client alone increased annual revenues by over \$1,100,000 in 2011, a 60% year-over-year increase.
 - Improved occupancy rates for Landlord Clients over 50% year-over-year in 2011.
- Trained and supervised staff, coached improvement skills of up to 12 employees annually.

Professional Experience

Vice President, Ferguson Commercial Real Estate Services

2002-present

- Currently responsible for leasing/sale of approximately 3.5 MM SF of commercial real estate valued at nearly \$300,000,000 in the great Des Moines area.
- Leasing/Buying representative of over 100 active clients in the Des Moines area alone.
- Assist in securing financing for a variety of property from small owner/ occupied properties to \$40 million dollar portfolios of properties.
- Served as Consultant for Economic Development for the communities of: City of Pleasant Hill, Iowa; City of DeSoto Iowa: and Mills County, Iowa.

2012-2016

	Director of Real Estate, Myriad Advisor Solutions <ul style="list-style-type: none"> Responsible for the site selection, lease negotiation, and move coordination of Myriad Advisor Solutions financial services clientele nationwide. 	2010-2016
	Associate Property Manager, Park Avenue Partners , LC <ul style="list-style-type: none"> Involved with general operation of over 500,000 SF of commercial real estate in addition to construction of tenant improvements and new properties construction and acquisition. 	2002-2015
	Associate, M&M Development Co., LLC <ul style="list-style-type: none"> Work side-by-side with the lead developer on Tenant Improvement and new construction projects coordinating construction schedules, preparing bids, assisting in design and facilitating Tenant's occupancy. 	2002-2015
	Owner, Superior Lawn Care <ul style="list-style-type: none"> Organized team, Supervised day-to-day operations, Designed training programs, Coordinate client relations and Operational procedure. 	1995-2014
Professional Organizations & Affiliations	Certified Commercial Investment Member (CCIM) International Council of Shopping Centers (ICSC) Iowa Land Board Xceligent Advisory Board Institute of Real Estate Management (IREM) Iowa Commercial Real Estate Association (ICREA) Business Networking International (BNI)	
Community Involvement	Leukemia & Lymphoma Society: Runner-up- Man of the Year Campaign (2015) <ul style="list-style-type: none"> Campaign rose over \$360,000 in 10 weeks for LLS and created a new event reoccurring fundraiser for the organization. Road Rally Charities, (2009- 2011) <ul style="list-style-type: none"> Co-founder, Strategic Coordinator, Lead Partner Sigma Alpha Epsilon - Iowa Beta Housing Corporation (2002-April 2011) <ul style="list-style-type: none"> Board of Directors, Vice President , Secretary Des Moines 20/30 Road Rally (2006-2008/ 2009-2011) {Renamed Mid-Coast Road Rally} <ul style="list-style-type: none"> Co-founder of Event, Event Director, Corporate Sponsorship Chair, Board Member Leukemia & Lymphoma Society – Man of the Year Campaign (2010) <ul style="list-style-type: none"> Campaign Manager for Ryan Surber Forty Under 40, Recipient , (2008) <ul style="list-style-type: none"> Recognized as one of the forty up and coming young professionals in Des Moines Des Moines 20/30 Society, (2005-2008) <ul style="list-style-type: none"> Founding Lead Partner, Board of Directors, and Chairman of Corporate Sponsorship Committee Orchard Place 5th Annual Spelling Bee, (2008) <ul style="list-style-type: none"> Fundraising Committee in charge of corporate sponsorships Central Iowa Sigma Alpha Epsilon Alumni Association (2003-2010) <ul style="list-style-type: none"> Board of Directors, General Member 	

**Guest
Speaker/Panelist**

Institute of Real Estate Management (IREM), Expert panelist for the Industrial market (2006)

University of Iowa, John Pappajohn Entrepreneurial Center, Guest speaker for area high school students on the topic of entrepreneurship (2000-2001)

Junior Achievement, Instructor for seventh grade class in Coralville, Iowa (2001)