

I have earned a great deal of experience during my more than fifteen years in commercial real estate sales, leasing and management. I have been integrally involved in the day-to-day operation of the businesses themselves, from budgeting and assisting in the design of the company's accounting systems, to providing guidance for my fellow agents. The first dual-designated commercial broker in Northwest Florida, earning both the CCIM and SIOR designations, I have also served the community in a number of ways, both as volunteer and as board member.

EXPERIENCE:**Broker-Associate***Exit Realty, NFI - Commercial*March, 2008 – Present

I specializing in the sales, leasing and management of commercial and investment real estate in the Northwest Florida market from Pensacola to Panama City.

Director of Property Management*Beck Property Company-Pensacola, FL*Feb, 2006 – Jan, 2008

I increased the inventory of managed properties from just over 300,000 to well over 600,000 square feet in the first year, managing office, flex and warehouse space, as well as a number of retail centers of various sizes. Coordinating a team comprised of accounting and administrative personnel, I worked to ensure that the properties achieved the best possible cash flow, thereby maximizing their value. My responsibilities included financial reporting, arranging for repairs and maintenance to the physical structures, tenant relations, lease analysis and renewals, maintaining insurance policies and vendor contracts, budgeting, and analysis of expenses as they relate to the market.

Vice President of Operations/C.O.O.*Rebuilding America-Pensacola, FL*Feb, 2005 – Feb, 2006

Rebuilding America is a real estate investment company, specializing in the purchase of residential and commercial properties for several clients with 1031 tax-deferred exchange money that they have chosen to invest in the Pensacola market. My role was to oversee the purchase of the properties, the renovation process and the subsequent rental and management through third party vendors.

Broker/Executive Vice President/C.F.O. *NAI Halford-Pensacola, FL*Aug, 1992 - Jan, 2005

I joined NAI Halford in 1992 as a bookkeeper, and was subsequently promoted to Broker's Assistant, Agent, Broker/Vice President and then Broker/Executive Vice President/Chief Financial Officer. My responsibilities included the sales, leasing and management of office, industrial and retail properties, as well as vacant land throughout the NW Florida market. I performed site selections and property evaluation consulting services for various clients including the State of Florida as well as many local, regional and national businesses, and acted as administrator for Court-appointed receiverships in both Escambia and Santa Rosa Counties.

- CCIM (Certified Commercial Investment Member) Designation (2000). Requires completion of a graduate-level curriculum in real estate investment and a documented track record of successful transactions.
- SIOR (Society of Industrial and Office Realtors) Office Designation (2003). Requires a proven record of success in commercial real estate, and the recommendation of others from completing brokerages who have also earned the designation.

EDUCATION:**Bachelor of Science – Management***The University of West Florida-Pensacola, FL*1990

COMMUNITY INVOLVEMENT:

- Board Member (2003-2005) and Volunteer (2001–present), Junior Achievement of Northwest Florida
- Board Member (2003–present), City of Pensacola Enterprise Zone Advisory Board
- Mentor (2001-present), Escambia County School District-Youth Motivator & Take Stock in Children Programs
- Board Member (2002-2004) and Graduate (2001), Leadership Pensacola