

ANTHONY L. JABLONSKI

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CAREER PROFILE

Real Estate professional with Fortune 50 corporate Real Estate with experience in market strategy, site selection, acquisition, disposition, preparation of financial documentation, portfolio management and presentation to senior management. Negotiation of purchases and leases including legal document preparation, store layout, construction, budgeting, property management, unproductive asset disposition and review of financial audits. Established ongoing relationships with property owners, developers, brokers and political groups. Responsible and accountable for the lease administration, account management of corporate real estate portfolios. Responsible and accountable for the management of real estate in USA, Puerto Rico, Caribbean and USVI.

1) Retail and Residential market analysis, site selection and acquisition 2) Negotiating purchase / Lease agreements, Site Development Agreements 3) Securing governmental entitlements 4) preparing and analyzing pro formas 5) Negotiating leases with large anchor tenants and varied small tenant mix. 6) Commercial / Residential Property management 7) Transactional Team Leader 8) renegotiation of leases for rent reductions/increases.

PROFESSIONAL EXPERIENCE

First Commercial Realty and Development Co. Inc.

Associate Vice President-Brokerage (2013- present) Midwest USA

Retail Tenant representation, land acquisition, due diligence, Big Box and strip shopping center development, broker management and consultant on commercial real estate projects. Involved in new store leases, backfilling of second generation retail space. Site selection for Hotels, restaurants, fast food, Banks. Manage the due diligence process with construction manager and outside consultants to effectively meet time lines for retail store openings.

KW Commercial, Inc.

Specializing in Retail, Industrial and office, leasing, relocations.

Executive Director (2009 - 2013)

Retail Tenant representation, land acquisition, due diligence, Big Box and strip shopping center development, broker management and consultant on commercial real estate projects. Involved in new / renewal of store leases, backfilling of second generation retail space. Renegotiating client /landlord leases to reflect current market conditions, in addition to overall market strategy planning for new store expansion, remodel and relocation issues.

Armstrong Development Properties, Inc.

Served in higher-level Real Estate management capacity for this preferred CVS Real Estate Developer

Regional Real Estate Director (2006-2009); Tampa-Clearwater-Sarasota-Ft-Myers-Naples, FL.

Management of the Florida CVS/Caremark real estate storing- acquisition process. Completed site selection of 40 new locations in 2 years, the preparation of letters of intent, lease/purchase negotiation and document preparation for the Fee and/or build to suit development for CVS Drug stores. Completed the store project preparation, including pro formas and presentation to senior CVS management. Managed the due diligence process with construction manager and outside consultants to effectively meet time lines for store opening.

Key Achievements:

- Hired, mentored and trained four Real Estate managers and a construction manager.
- Opened and staffed Real Estate offices in Tampa and SW Florida.

- Implemented market strategy for CVS Drug stores in Tampa, FL., Sarasota, FL and Ft-Myers/Naples, FL.
- Opened 20 new CVS stores, a Publix and mixed retail outlets.
- Held construction expenses in line with budget, and achieved corporate storing objectives each year.
- Completed site selection process for 40 new CVS retail locations.

CB Richard Ellis

Senior Commercial Agent (2004-2006) Naples - Ft. Myers FL.

Retail Tenant representation, land acquisition, due diligence, Big Box and strip shopping center development, broker management and consultant on commercial real estate projects. Involved in new store leases, backfilling of second generation retail space. Site selection for Hotels, restaurants, fast food, Fifth Third Bank, McDonald's, Good Will, YMCA, Taco Bell, Starbucks, Mobil Oil, Circle K, 7-11, Barrick Oil.

Key Achievements:

- Prepared market entry strategy for national retailers i.e. Walgreen's, CVS, Mobil Oil.
- Created 15 new bank locations.
- Developed retail strategic analysis in SW Florida for CVS, Walgreens, Dick's Sporting Goods, and Bealls.
- Prepared Real Estate legal and financial seminars for CBRE
- ICSC Deal making conferences and held real estate classes on retail site development

Sears Holding, Inc. / Kmart Corporation

Divisional Vice President (1991-2003); Troy, MI

Served as Real Estate Vice President for this Big Box 30 Billion Dollar retailer for all 50 states /Puerto Rico and the USVI's. Supervised a staff of 48 Real Estate professionals and administrative staff. Including 26 real estate directors, attorneys, construction and property managers, asset managers and market analysts in eight (8) regional offices nationwide.

Managed store network in all 50 states, Puerto Rico, USVI and Guam. Responsibilities included a range of growth and retrenchment strategies, remodels, new stores, and expansions.

Key Achievements:

- Developed and managed the Real Estate storing/leasing/disposition program for all 50 states, PR and the USVI
- Hands on site selection, sales forecasting, financial review, lease negotiation and transactional issues.
- Implemented a capital plan that opened 4,000,000sf annually.
- Negotiated \$5 million in rent reductions.
- Implemented the storing program for Kmart Super Centers and small tenant leasing 500sf to 5,000sf..
- Managed the design and construction process and opened 102 Super Kmart Centers ranging in size from 140,000 sq. ft to 195,000 sq. ft .
- Property/ Portfolio management of 389 co-owned properties, consisting of 6,219,152 sf, generating 16.8m profit.

The Great Atlantic and Pacific Tea Co./Farmer Jack

Served as the Real Estate Director for this Multi Billion Dollar supermarket retailer in Michigan, Ohio, and Illinois.

Director of Real Estate (1987-1990); Detroit, MI.

Responsible for site selection/disposition, lease negotiation and portfolio management. Supervised 5 real estate directors and 3 managers, 2 attorneys and 3 support staff.

Key Achievements:

- Managed the annual capital expenditures to open new stores and remodels with \$22 million annual budget.
- Developed corporate market strategy for new market entry and analysis of sites in Michigan, Illinois, Indiana and southern Louisiana.
- Preparation and analysis of return on investment (ROI) feasibility studies for new stores, relocations, remodels, expansions and non-productive assets.
- Negotiated new store leases, subleases and purchase sale agreements.
- Property management of 137 Michigan stores and 200 subleases. Average store size: 40,000sf to 55,000sf.

The Kroger Company

KMA Real Estate Manager (1976-5/1987) Michigan Marketing Area

Developed and accomplished the master plan for new stores and remodels.

- Supervised RE staff of three (3) for site selections, lease / sale negotiations of eight to nine new stores per year and five to ten remodels per year
- Organized construction to store opening and supervised construction staff of three. Teamed with developers and contractors in negotiation of bid contracts.
- Prepared market entry and ROI feasibility studies with subsequent presentation to senior / executive management.
- Oversaw property management of 92 stores and the sublease / sale of closed stores.
- Average size stores: 40,000sf to 65,000sf.

Education

Eastern Michigan University, Ypsilanti, MI.

Bachelor of Science Degree: Business / Social Science

University of Cincinnati, Cincinnati, OH.

Graduate Realtors Institute, Law / Construction / Appraisal / RE Principals & Practices

Computer Skills:

Microsoft Word, Excel, Windows, Power Point, Outlook

Memberships, Licenses and Achievements

Member, ICSC, International Council of Shopping Centers

Chaired Panel for Andrew Cuomo HUD Washington D.C., US Urban Retail Development Strategy

Member NAR, National Association of Realtors

Board Member CBOR, Commercial Board of Realtors

Member, 100 Club, Policemen and Firemen family survivor support group

Former Director, Livonia MI. Industrial Development Commission

Director, Historical Trinity Church City of Detroit

Licensed (active) Real Estate Broker / Michigan and Florida

