

GREGORY M. LIBBY

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Since graduating from University of San Diego in 1992, Mr. Libby has held a variety of roles and developed a wide range of experience in commercial real estate. He has worked for a real estate development company, restaurant company, publicly traded Real Estate Investment Trust, and a real estate services firm, and since 2019 has been consulting on commercial real estate matters for a variety of clients.

EXPERIENCE

LIBBY CONSULTING, LLC, San Diego, California *Principal*

July, 2019 – Present

- Mr. Libby serves clients from small business owners to global corporations in whatever capacity he can be most useful as a trusted advisor to management or as a hands-on coach for team members. For every engagement, he uses his knowledge and experience to help clients improve their performance and outcomes.
- Greg is qualified to consult on a wide variety of commercial real estate and facilities related matters including but not limited to the REIT industry and practices, asset management, budgeting, capital expense planning/management, construction, corporate real estate, development/redevelopment, disaster planning and response, due diligence, facilities management, financial modeling, lease abstraction, lease administration, lease agreements, leasing, NNN expenses/reconciliations/audits, project management, property management, and restructuring of lease agreements.

HUGHES MARINO, INC., San Diego, California *Senior Vice President*

January, 2019 – July, 2019

- Served in a senior leadership role on the *Portfolio Lease Administration and Advisory* team working with clients on commercial real estate portfolios located across the globe.

REALTY INCOME CORPORATION, San Diego, California *Associate Vice President*

January, 2009 – December, 2018

- Served as *Head of Property Management* and other roles leading and developing a large property management team accountable for management of a national portfolio of 5,700+ commercial properties.
- Develop internal team of property managers, facilities, construction, development, finance, and administrative professionals and work with executive team members.
- Manage diverse property types consisting of retail, distribution, warehouse, office, medical, and R&D properties.
- Responsible for creation and ongoing success of a large-scale capital construction plan and project management for the maintenance, repair and replacement of roofs, parking lots, and HVAC equipment on a national portfolio.
- Accountable for large operating expense budget, capital expense budget, and maintaining key vendor relationships.

ISLANDS RESTAURANTS, L.P., Carlsbad, California *Real Estate Manager*

May, 2006 – January, 2009

- Developed and managed relationships with architects, brokers, city staff, consultants, developers, engineers, landlords, other real estate representatives, executive management team, and internal management personnel.
- Developed and directed strategic market analysis and multi-state expansion/contraction plans for a casual dining restaurant company with up to 60 locations.
- Conducted site selection; financial modeling; property due diligence; negotiated purchase agreements, lease agreements/renewals, and early lease terminations on retail and office properties in multi-state portfolio.

WALL STREET PROPERTY COMPANY, Del Mar, California *Assistant Vice President*

July, 1994 – April, 2006

- Developed and directed property management and leasing plans for private developer/owners of multi-state retail commercial real estate portfolio.
- Worked with tenants, brokers, consultants, contractors, lenders, joint venture partners, and internal/external management personnel on complex commercial real estate development projects.

EDUCATION & LICENSES

UNIVERSITY OF PHOENIX, San Diego, California
Master of Business Administration (MBA)

UNIVERSITY OF SAN DIEGO, San Diego, California
Bachelor of Business Administration (BBA) in Business Economics

CALIFORNIA REAL ESTATE BROKER LICENSE #01125276