



Key Personnel

EDUCATION

- Real Estate Licensure
Dyke College
- Health
Cleveland State University

CERTIFICATIONS

- Licensed Real Estate Agent,
Ohio
- Court Appointed Receiver,
Cuyahoga County
- Real Property Administrator
(RPA) Instructor

AFFILIATIONS

- Building Owners and
Managers Association
(BOMA)
- American Energy Engineers
(AEE)
- United States Navy & Naval
Reserve

AREAS OF RELATED EXPERIENCE

- Maintenance Tech
- Building Superintendent
- Property Manager
- Court Appointed Receiver
- Construction Manager
- Director of Operations
- Bid Specification
Development
- Contract Negotiations
- Operational Efficiencies
- Property Development
- Lease Negotiation

DONALD C. GREEN

Vice President, Consulting & Advisory Services

Mr. Donald Green's professional career in the public and private sectors of commercial real estate spans 40 years with diversity in all aspects and disciplines of real estate, property management, development and leasing. Don's career path and expertise in property management includes Maintenance Tech, Building Superintendent, Property Manager, Court Appointed Receiver, Construction Manager, and Operations Manager. Don has hands on experience in the development, property and operations management of multiple commercial property types, including multi-family, CBD/suburban retail, CBD/suburban single and multi-tenant office and multi-site warehouse distribution properties.

Prior to joining IRG Realty Advisors, Don was Vice President and Director of Management Services for the Grubb & Ellis Company's Northeast Ohio District for almost 10 years.

CAREER OVERVIEW

As the former Vice President, Director of Management Services, Don was responsible for the overall operations for the Ohio District which included the cities of Cleveland, Cincinnati, Dayton, Columbus, Hebron, Kentucky and parts in between. As Director of Management Services, he built the Northeast Ohio District's property management portfolio from less than one million square feet in 1999 to seven million square feet in 2007. Don was responsible for property management operations as well as the overall operation of the District's managed properties and 108 employees.

Don's highly regarded reputation and extensive experience in all facets of the real estate industry enables him to provide consulting and advisory services for development, property management, construction, building operation, electrical distribution and building/property operating systems for such companies as Equitable Life Assurance Company, Goodyear Tire & Rubber Company, Met Life, The New England Life Company, Lubrizol, GSA, Penn Mutual Life Insurance Company, Phoenix Home Life, Developers Diversified, and The Wolstein Group.