



Key Personnel

EDUCATION

- Bachelor of Science in Business Administration, 1992, The Ohio State University

CERTIFICATIONS

- Certified Public Accountant (CPA), 1992
- Real Property Administrator (RPA), 2003
- Ohio Licensed Real Estate Agent, 2002

AFFILIATIONS

- Building Owners and Managers Association (BOMA-Cleveland)

AREAS OF RELATED EXPERIENCE

- Property Management
- Asset Management
- Facility Management
- Accounting Process
- New Property Due Diligence

MARK L. MILEY, CPA, RPA

Senior Vice President, Chief Financial Officer/Chief Operating Officer

Mark has over 24 years of commercial real estate related experience with corporate and investment asset types such as industrial, office, residential, corporate and troubled/special assets. With his desire to drive cost savings, his analytical mindset, coupled with a strong financial background, Mark is a valuable resource for IRG Realty Advisors clients seeking to maximize value with their real estate investments. Mark is responsible for corporate services area (accounting, IT and HR) supporting IRG Realty Advisors. Through his team, he delivers passion, leadership and results toward his client's specific real estate goals on a combined property portfolio of almost 100M square feet. Mark develops with his team operating procedures and policies necessary to operate a 180-employee commercial real estate service company's "delivery service model". In 2013, Mark was instrumental in facilitating the merging of two commercial real estate companies, Ohio Realty Advisors, LLC and Quadrelle Realty, into the current IRG Realty Advisors company

CAREER OVERVIEW

Prior to the transition to IRG Realty Advisors, Mark helped establish Ohio Realty Advisors in 2001. With his strong financial background he has developed and implemented many of the accounting procedures, CAM process, financial reporting and financial controls that are currently in place for IRG Realty Advisors. Mark has significant experience with IRG Realty Advisors in the specialty practice areas such operating expense cost control for industrial properties, environmental compliance for Brownfield development sites, energy efficiency supply and demand strategies, new property due diligence, preparation of pro forma financial statements, public funding procurement and real estate tax appeals.

Additionally, Mr. Miley has held various real estate related positions for OfficeMax, Limited Brands (formerly The Limited, Inc.), KeyCorp and Trammell Crow Company. Prior to Ohio Realty Advisors, most recently Mark held the positions of Director of Property Accounting and Assistant Controller for Trammell Crow Company on an outsourcing assignment in which Trammell Crow managed KeyCorp's entire corporate real estate portfolio. Mr. Miley was responsible for:



- Developing and implementing accounting practices as a member of the initial transition team on this outsourcing venture.
- Managing the Financial Operations area in Corporate Real Estate.
- Developing, implementing and managing the annual budget, forecasting and financial reporting process through his team for more than 900 buildings and 11 million square feet.
- Developing cost cutting strategies, process efficiency strategies, management reporting and preparing benchmark comparative analysis for the client.

Mark worked for OfficeMax in the Cleveland HQ from 1993-1997 during a period of significant growth and the company going public. Mark developed the Property Accounting Department at OfficeMax. Part of Mr. Miley's role was the development and implementation of the financial modeling for the approval of the annual capital budget process and associated capital controls.