



Key Personnel

EDUCATION

- Bachelor of Science in Marketing/Management, Miami University, Oxford, Ohio

AFFILIATIONS

- NAIOP
- Junior Chamber (Jaycees)

INDUSTRY RELATED EXPERIENCE

- Property Management
- Asset Management
- Facility Management
- Project Management
- Development Services

CAROL SMITH

Senior Vice President, Development

Carol has over 15 years of real estate and facilities management experience with strengths in energy management, project management, contract negotiation, budget administration, process improvement and development.

Carol currently serves as Senior Vice President for IRG Realty Advisors, overseeing the Development Services Division with projects as large as \$900M dollars. She is charged with the overall business development plan for this profit center to include managing and leading a diverse staff and implementing best practices for the department. She oversees acquisition, entitlement, design, construction, marketing, leasing and finance for all development projects. She has been the lead on the East End and Johnson Controls Hall of Fame Village development projects overseeing multiple consultants, contractors and teams and overall project budgets that total over \$1B dollars.

CAREER OVERVIEW

Prior to her role as Senior Vice President, Carol was a Vice President of Facility Management where she oversaw a team and had the responsibility of budgets in excess of \$30M. In addition, she worked portfolio wide leading a team to develop and implement policies and procedures for the corporation. Previous to that, she was a Senior Property Manager for IRGRA where she oversaw commercial properties with over 1M square feet and budgets in excess of \$30M. Our Fortune 500 clients, Lockheed Martin, Eaton and Goodyear, benefited from Carol's oversight and leadership. During this time, she drove substantial expense reduction and developed strategic key tenant relationships which led to renewals and additional revenue streams for the client. Prior to joining IRG Realty Advisors, Carol worked for CIGNA Healthcare for 4 years. She served as Provider Services Team Leader where she was responsible for developing and maintaining multiple provider networks in 3 States, including recruiting, servicing and negotiating. She then moved on to serve as a Contract Manager in the Ohio market.