GUY A. MASON, MBA, J.D.

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REAL ESTATE EXECUTIVE ✦ STRATEGIC PLANNING ✦ TRANSACTION & PROJECT MANAGEMENT
Lease & Asset Portfolio Management ✦ Business Development ✦ Legal Expertise

A savvy, dynamic Real Estate Executive with experience negotiating and closing complex transactions as well as managing portfolios (leased and owned), development projects, budgets, processes, and project teams for long-term financial results. Capable business leader with the ability to establish strong client alliances and secure key business opportunities. Strategist in a range of economic cycles across all major lease and asset classes, and in managing for risk adjusted returns. Coordinate with diverse workforces to ensure flawless execution of complex projects and client initiatives (including optimizing occupancy and reduced occupancy costs based on KPI's). Exceptional academic qualifications, including a J.D. and an M.B.A. from the University of California, Los Angeles.

SELECTED HIGHLIGHTS

- Built high-performance, multi-disciplinary teams of vendors and staff throughout the real estate and budget process for both leased and owned assets, in the various real estate disciplines.
- Evaluated and then re-engineered and streamlined the Fund's quarterly reporting process, dramatically reducing the number of errors, and achieving all quarterly deadlines for the reports.
- Recommended a record-breaking $1,000,000 in real estate cost savings measures for clients, such as A.J. Gallagher, and assisted client(s) in all aspects of the implementation process.
- Negotiated tough commercial office leases totaling over 2,000,000 square feet, generating over $8,000,000 in gross real estate commissions.
- Led well-received initiative to re-bid all service contracts and review all costs in order to reduce expenses and diligently reviewed/approved all aspects of operations, including leasing, finances, expenses and tenant concessions.

CORE COMPETENCIES

- Real Estate Transactions
- Project Management
- Client Relations
- Workouts/Distressed Assets
- Lease/Asset Portfolio Management
- Staff Leadership/Service Delivery
- Legal Compliance
- Real Estate Development
- Strategic Planning
- Business Development
- Training/Mentoring
- Due Diligence

EDUCATION

University of California, Los Angeles, Anderson Graduate School of Management, Los Angeles, CA
Master of Business Administration

University of California, Los Angeles, School of Law, Los Angeles, CA
Juris Doctor

Stanford University, Stanford, CA
Bachelor of Arts – Economics

PROFESSIONAL EXPERIENCE

JLL ✦ Chicago, IL ✦ 2017 – current
National Director/Senior Vice President
Global IPS Lead for the Procter & Gamble Account

Global Integrated Portfolio Services ("IPS") Lead for the Procter & Gamble account, providing oversight and leadership for all strategic portfolio management, real estate transactions/management, occupancy planning, lease administration, workplace strategy, and space data management. Reporting directly to the account lead on all matters.

Mason Consulting ✦ Chicago, IL ✦ 2016 – 2017
Independent Contractor/Consultant for Real Estate & Operations

Consulting and providing leadership, strategy, and direction for clients, including being the Acting Director of Buildings (Facilities) and Grounds at Dominican University in River Forest, IL, handling operations, facilities, special projects, real estate, and contracts, resulting in more efficient and higher quality operations and reduced occupancy expenses. Reporting directly to the Senior Vice President/CFO on all matters.

- Overseeing and providing leadership for the Security, Sustainability/"Going Green", Real Estate Project Management, Janitorial, Maintenance, and Engineering groups on campus.
- Evaluating vendors and third party contracts for opportunities for reduced savings/better efficiencies and conducting RFPs for certain areas of service to get the best vendor at the most competitive pricing for the university's needs and requirements.
- Reviewing and evaluating all executed contracts and making recommendations related to risk and potential changes to benefit the university.
- Managing special projects that include working with the chief engineer in putting together a preventative maintenance system and protocol; planning, negotiating and drafting a memorandum of understanding with the local government; and evaluating the energy usage and purchases related to the campus operations.
- Working with the CFO to set the upcoming fiscal year's budget and manage the current fiscal year's budget to achieve the university short and long term goals in a very fiscally challenged, educational environment.
- Introducing KPI's to help track how well the university achieves its occupancy cost reduction goals.

The University of Chicago ✦ Chicago, IL ✦ 2011 – 2016
Commercial Development Project Manager, Commercial Real Estate Operations

Led project management of certain university, off campus projects whose budgets are in excess of $142 million, involving commercial, retail, residential/multi-family and mixed-use development portfolios, as both owner and ground lessor, resulting in a revitalized business corridor and enhanced role for the university in neighborhood development.

- Delivered outstanding ongoing project management including converting former big box user space into multi-tenant retail, repositioning and entitling an under-utilized retail site for eventual development into a mixed-use complex, and preparing for the development of an under-used retail site into an undergraduate dormitory project.
- Tracked and monitored, on a consistent basis, to make sure projects were completed on time and under budget.
- Built and managed high-performance, multi-disciplinary teams of vendors and staff for the design, entitlement, development, construction, and budget process for retail, multi-family, and mixed-use assets.
- Collaborated in the negotiation and structure of all agreements in our lease and development projects utilizing strong communication skills and superior professional acumen.

Capri Capital Partners ✦ Chicago, IL ✦ 2007 – 2011
Vice President, Investment/Asset Management

Oversaw the firm's $400 million, commingled, mezzanine fund ("Fund") comprised of mezzanine loans and equity/joint venture transactions for office, hotel, multi-family, retail, and industrial, across all risk profiles, from core to development. Reported directly to the Chief Investment Officer and head of Asset Management on all Fund matters, including cash flow allocation for troubled assets, cash management and the Fund's projections and IRR. Managed expectations related to the Fund's performance/results to the institutional client investors. Oversaw certain office, multi-family and retail assets, including the firm's largest, single investment – an 800,000+ square foot, $150 million urban, regional, retail mall in the midst of a repositioning and redevelopment plan.

- Provided exceptional strategy and guidance to the individual investment/asset managers on each of the Fund investments, including leasing, investment, workouts, restructurings and short and long term solutions for troubled/distressed assets.
- Led the flawless quarterly valuation process (pursuant to FASB 157) for the Fund and a team of six investment professionals.
- Evaluated and then enhanced the policies and procedures for valuation for all funds as part of the firm's valuation committee in order to dramatically improve compliance, as well as valuation accuracy and consistency.

- Reengineered and streamlined the Fund's quarterly reporting process, dramatically reducing the number of errors, and achieving all quarterly deadlines for the reports.
- Led well-received initiative to re-bid all service contracts and review all costs in order to reduce expenses and diligently reviewed/approved all aspects of operations, including leasing, finances, expenses and tenant concessions.

The Grubb & Ellis Company ✦ Chicago, IL ✦ 2005 – 2007
Senior Vice President, Transactions

Provided real estate consulting and transaction and occupancy services to industry-leading national office clients, such as A.J. Gallagher, regarding occupancy strategies and new real estate policies and procedures, resulting in $800,000 in increased revenue to the firm.

- Recommended a record-breaking $1,000,000 in occupancy cost saving measures for clients, such as A.J. Gallagher, and assisted client(s) in all aspects of the implementation process.
- Developed significant new business for real estate transaction services with clients, including negotiations and oversight, which resulted in many executed leases and transactions.

JONES LANG LASALLE, INC.✦ Chicago, IL ✦ 1998 – 2005
Senior Vice President: 2003 – 2005
Vice President: 1999 – 2002
Associate: 1998 – 1999

Rendered high level real estate consulting services to national office clients, such as Anthem Insurance, Inc. and Ernst & Young LLP concerning their overall lease and occupancy strategies, leading to increased account revenue, reduced occupancy costs, and greater client retention. Managed and executed the master planning, consulting and transaction process for complex build-to-suit headquarters transactions (including the oversight of site and developer selection and negotiation of acquisition agreements and leases) of 500,000 and 250,000 square feet, both on time and under budget.

- Received multiple promotions, created and implemented long-term, strategic, portfolio plans for clients, resulting in more timely space occupancy and enhanced cost savings totaling over $3,000,000.
- Negotiated tough commercial office leases totaling over 2,000,000 square feet, generating over $8,000,000 in gross real estate commissions.
- Orchestrated project teams of architects and outside legal counsel, financial and qualitative analyses, and the building selection process, in addition to negotiating letters of intent, lease agreements, governmental economic incentives, and other lease transaction documents.
- Conceived and taught innovative workshops on leasing issues and negotiation strategy to new associates and analysts on a firm-wide basis, preparing them to handle transactions on their own.
- Played key roles in creating and presenting new business development strategies, resulting in award of new accounts and continuous praise by upper management.

ADDITIONAL CREDENTIALS

TECHNICAL SKILLS	▪ Microsoft Office (Word, Excel, PowerPoint, Outlook, Access, Publisher), MS Project
HONORS & AWARDS	▪ Jones Lang LaSalle Club Member (top 5% of employee performance)
ORGANIZATIONS	▪ Formerly Licensed Real Estate Broker in California, Illinois, Ohio, Kentucky and Indiana. ▪ Formerly Licensed Attorney: California Bar, Illinois Bar ▪ Urban Land Institute, Corporate Real Estate Strategy Group
VOLUNTEERING EXPERIENCE	▪ LINK Unlimited youth mentoring, Big Brother, Academic Tutoring
INTERESTS	▪ Youth Coaching, Reading

Detailed Professional References Available upon Request

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