

MICHAEL E. FISHER

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Corporate Real Estate Professional

Dynamic management professional with more than 24 years of added value and expertise in all facets of real estate asset and property management. Creates synergy that reduces costs and increases profitability. Outstanding leadership abilities; able to coordinate and direct all phases of project-based efforts while managing, motivating and leading project teams. Adept at developing effective policies, procedures and business specifications, as well as project documentation and milestones with impeccable integrity and work ethic.

Qualifications and Achievements

Real Estate Development

- Managed assets and the development function for Fortune 500 companies.
- Consensus builder to achieve corporate and departmental goals.
- Supervised a full service corporate Real Estate Department of 10 associates.
- Develop departmental budgets
- Developed strategic plans for new store growth for regional and national companies.
- Negotiated and closed on more than 300 lease and purchase agreements for ground and existing or new stores.
- Negotiation skills in both lease and purchase agreements.
- Renegotiated and amended existing leases with more favorable terms reducing the rent on the average of 12%.
- A member of a workout team assisting in the reorganization of a 425-unit retail jeweler.
- Assisted in the development of a 590-aftermarket automotive parts retail store chain in the mid-Atlantic and Northeast states in less than 5 years.
- Part of the original Blockbuster development group developing the concept in northern New Jersey.
- Acquired some of the first cellular tower locations in the Philadelphia Metro market.
- A member of the Southeastern Transportation Authority's legal department team for the acquisition of the commuter railroad right of ways in the Philadelphia Metro area.

Project Management

- Managed new numerous development projects simultaneously.
- Managed the entitlement process including the municipal approval process on multiple projects simultaneously.
- Worked with local government zoning, planning and elected officials.
- Managed various trades on projects.
- Contracted and negotiated fee contracts for professional services including attorneys, architects, general contractors and material suppliers.
- Incorporated energy saving devices saving an estimate of \$5,000.00 per year per store at no additional cost.
- Held public meetings on project reviews.
- Research new cost saving procedures and materials.
- Managed Sign and store maintenance programs.

Technology Skills

- Computer literate in MS Office, MS Project Management, and GIS programs

EDUCATION

Masters of Science of Information Sciences, Pennsylvania State University, Great Valley, PA - 2001

Bachelor of Science in Business Administration, LaSalle University, Philadelphia, PA -1978

Master of Corporate Real Estate Designation, International Association of Corporate Real Estate, Miami, FL - 1982

PROFESSIONAL CHRONOLOGY

Adjunct Faculty Member, University of Phoenix, Wayne, PA; 2002 – Present
An independent instructor of various business management on-campus courses.

Real Estate Manager, Pet Valu, Inc., Wayne, PA 2010 – 2011

Provided store development service and property management services for Pet Valu; a Pet Supply retailer of more than 350 stores in Canada with more than 63 stores in U.S. Mid-Atlantic market. Duties included site selection, lease negotiations, broker network management, and new store design and project management of store development. Renegotiated and amended 25 existing leases with more favorable terms reducing the average per store rent; negotiated 15 new leases to expand the brand in the Washington, Baltimore, New Jersey and Philadelphia markets. Increase per store cash flow with innovated energy efficient materials to save operating costs.

Store Development Representative, Associated Warehouse, Inc., White Rose Division, Carteret, NJ 2009-2010
Provided store development services to more than 1,500 independent grocers in the New Jersey and New York City Metro market area.

Developer and Agent, RealMarq Corporation, Radnor, PA 2006 - 2009

Working with single retail tenant developing new locations in the Philadelphia Metro market. Acted as the Regional Real Estate Director for Value Place hotels working with the regional franchisees developing new hotels in Pennsylvania and New Jersey.

Real Estate, Vice President, Friedman's, Inc., Savannah, GA 2005 - 2006

Member of a workout team to emerge from Chapter 11. Managing the day to day functions of a Real Estate Department of 10 associated. Reviewed and downsized the company's real estate portfolio, renegotiated more than 100 lease agreements and relocated stores as needed.

Sales Agent, Legend Properties, Conshohocken, PA 2003-2005

Working with retailers and franchisees developing new stores and restaurants in the Philadelphia metro area.

Acquisition Manager, McDonald's Corporation, Conshohocken, PA 2000-2003

Managed the new store development process in the Philadelphia metro and Delaware markets including working with the franchisees in development restaurants.