

DONALD A. SCHWARCZ

SRSA COMMERCIAL REAL ESTATE, INC.

EXPERIENCE:

- Expertise and experience in the leasing and selling of shopping centers, tenant site selection representation, commercial land sales, shopping center development, and build to suit negotiations. Actively involved in the brokerage of retail leases and sales as well as providing consultation in the design, leasing and sale of retail properties.
- SRSA Commercial Real Estate, Inc., Founding Partner (1991-Present)
Working on the leasing programs of regional and national retailers. Represents numerous tenants, including Office Depot, Stage Stores, Party City, Pier 1, Popeye's and Michael's in Louisiana, Mississippi and Alabama. Involved in the disposition of surplus properties for several retailers and restaurant chains.
- John Kushner & Associates, Inc., VP - Retail Leasing (1988-1991)
Participated in the planning, design and pre-leasing for retail developments in New Orleans, Southern California and Oklahoma. Studied the cities of Phoenix, Austin and Denver for potential acquisitions by a shopping center venture fund.
- Latter and Blum, Inc., VP - Director of Retail Division (1978-1988)
Created a division of the commercial department specializing in retail brokerage. Increased sales staff from 2 to 25 agents and support personnel.
- Sizeler Realty, Retail Leasing (1974-1978)
Negotiated leases for three regional malls and a variety of neighborhood and community shopping centers. Involved in pre-leasing efforts for to-be-built projects as well as releasing or renewal negotiations in existing shopping centers.

EDUCATION:

- Georgia Institute of Technology
Bachelor of Science in Industrial Management - 1964
- Tulane University
Masters of Business Administration - 1966

ACTIVITIES:

- Louisiana State Director of the International Council of Shopping Centers (ICSC) (1989-1992)
- Licensed Real Estate Broker Louisiana and Mississippi

ACHIEVEMENTS:

- Board of Realtors Award for Largest Retail Lease for 2003
- Life Member, Million Dollar Club - New Orleans Board of Realtors
- Developed and instructed a course on retail leasing accredited by the Louisiana Real Estate Commission for continuing education credit
- Qualified as expert in commercial real estate to act as a witness in both Federal and State Courts