

Colby A. Smith

CEO/President

DESIGNATIONS & AFFILIATIONS

- 2009 Certified Commercial Investment Member (CCIM)
- 2007 Licensed Real Estate Broker
- 2003 Certified Power Quality Professional (CPQ)
- 2002 Licensed Real Estate Salesperson
- 2002 Certified Property Manager designation (CPM)
- 2000 Real Property Administrator designation (RPA)
- 2000 Certified Energy Procurement Professional (CEP)

EXPERIENCE SUMMARY

Mr. Smith possesses more than 32 years of experience in commercial, residential and facilities management. As an experienced Real Property Administrator (RPA), he has a broad knowledge of the real estate industry and is proficient in all areas of building systems design, operations, and maintenance; commercial real estate law; investment and finance; risk management and insurance; leasing and marketing; and environmental health and safety. He has gained a thorough working knowledge of the banking industry, commercial warehousing industry and residential property management industry, including government subsidized housing.

Mr. Smith serves as **CEO/President** of **Colby Development, LLC**. In this capacity he:

- Oversees all aspects of an organization's commercial real estate function. Responsible for planning and directing commercial real estate loans, policies, and objectives.
- Plans, develops, and establishes policies and objectives of business organization in accordance with board directives and the corporation charter.
- Confers with company officials to plan business objectives, to develop organizational policies to coordinate functions and operations between divisions and departments, and to establish responsibilities and procedures for attaining objectives.
- Reviews activity reports and financial statements to determine progress and status in attaining objectives and revises objectives and plans in accordance with current conditions.
- Directs and coordinates formulation of financial programs to provide funding for new or continuing operations to maximize returns on investments, and to increase productivity.
- Plans and develops industrial, labor, and public relations policies designed to improve company's image and relations with customers, employees, stockholders, and public.
- Evaluates performance of executives for compliance with established policies and objectives of firm and contributions in attaining these objectives.



Colby A. Smith,
CCIM, CPM, RPA, CEP

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PROFESSIONAL ACCOMPLISHMENTS

- Associate's degree in Building Management & Maintenance - Erie Community College
- CCIM Upstate NY Board of Directors
- BOMA, Building Owners and Managers Association, Board of Directors
- BOMA Past President
- Theatre District Association Board of Directors
- Buffalo Place Operations Committee
- Certified Property Manager
- Licensed Salesperson and Broker in NY
- Real Property Administrator
- National Dean's List
- Phi Theta Kappa
- St. Mary's School for the Deaf PTO President
- IREM Governing Council 2018-2020
- IREM Chapter 58 President and Board of Directors
- Ethics Advisory Board Member, Grand Island, NY
- Member of Grand Island Lions
- Member of Buffalo Kiwanis
- Member of Who's Who Among College Students
- Member of RAM

Colby A. Smith

CEO/President

A&P Lofts at Larkinvile – Owner Rep Conversion of warehouse to 147 Units of workforce housing.
Elmwood Village Charter School – Owner Rep 2014 Expansion and 2016 Hertel Avenue conversion.
East Aurora Cooperative Market – Owner Rep fresh food market
Kenton Electronics – Owner Rep warehouse 2nd floor addition
Neighborhood Health Center – Owner Rep renovation of existing clinic and conversion of new facility
Pines Garden Center – Brokerage & Development
Cody Development, LLC – Development, Brokerage, Management
JAG Homes – Property Management

The Chautauqua Center – Owner Rep for new clinic in Jamestown.
Damon & Morey Attorneys at Law – Owner Rep Avant relocation.
First Niagara Bank – Portfolio management of their contract which included 162 locations
ECMC – Owner Rep for Capital Projects 2009, 2010, Campus Expansion Initiative, Dialysis Building, Medical Office Building and 393 Bed Nursing Facility.
Key Center at Fountain Plaza – Property Management
Omni Pain & Wellness Center – Development and Management
Derby Professional Park – Development and Management
Buffalo GeoThermal - Development

FORMER INDUSTRY ASSOCIATIONS

Manguso Development Company, LLC

2011 – 2012

Mr. Smith served as President of Manguso Development Company. In this capacity he was responsible for all aspects of the organization's commercial real estate function including:

Planning, developing, and establishing policies and business objectives of the company, establishing organizational policies, responsibilities and procedures, reviewing activity reports and financial statements to ascertain progress and areas of potential growth, coordinating industrial, labor, and public relations and evaluating performance of executives for alignment with company objectives.

McGuire Development Company, LLC

2007 - 2011

Mr. Smith served as Senior Vice President of McGuire Development Company. In this capacity, he managed building and facility operations, specializing in the management of the company's third party portfolio. His responsibilities included:

Business development, property management, construction management and facilities management within the company, Leading a team of Property Managers, construction Service staff and Environmental Services staff, responsible for approximately 1.5 million square feet of space, and establishing, implementing and administering company policy, procedures and best practices.

Ciminelli Real Estate Company

1996-2006

Mr. Smith served as Vice President with Ciminelli Real Estate Company. He oversaw all building and facility operations for approximately 900,000 square feet of Ciminelli properties, specializing in the management of the company's third party Class A office portfolio including: The Key Center, Lafayette Court, Seton Medical, Lake Avenue and First Niagara Bank.

Responsibilities included:

Supervision of employees including Property Managers, Marketing Coordinators, Tenant Relations Coordinators and Building Engineers; preparing and reviewing property operations on a capital budget, including implementing capital improvement plans; overseeing tenant relationships and ensuring tenant satisfaction; guaranteeing that all properties were in good overall condition; full vendor contract performance and pricing responsibilities; establishing preventive maintenance, life safety, environmental, and energy management systems; full lease management/enforcement; developing and maintaining property management policies and procedures; developing bid specifications for building services; risk management of all operating properties; assisted with tenant lease renewals and marketing activities.

Signature Housing Solutions, Inc.

1993-1996

Mr. Smith served as Property Manager and was responsible for residential property management of a four hundred unit Section236 property. This also included the supervision of sixteen employees including maintenance, leasing and bookkeeping staff. Budget preparation, project tracking, and computerized work orders. He is a member of the Registered Apartment Managers Program.