

David W. Hewett

Over 35 years of leadership experience in Commercial Real Estate and Corporate Real Estate & Facilities.

Selected Corporate assignments and activities as a Principal with Trammell Crow/CBRE

Comerica Bank: As Trammell Crow Company's Alliance Director for the relationship I had full responsibility of Comerica's entire Real Estate footprint which was an international and multi-state portfolio of over 5,500,000 square feet of facilities. The portfolio included leased and owned offices, branches, operations, and data centers. I was responsible for a staff of 70 employees, and a \$100,000,000 annual budget. Duties covered all aspects of the Client's portfolio, including leasing & brokerage transactions, facilities & project management, construction & development management, lease administration, and strategic planning for the real estate portfolio. Both operating and capital budgets were under my purview, I reported to the Senior Vice President of the Bank who reported directly to the CFO. I worked closely with other bank leaders including the C-Suite in the course of my duties.

Bank of America: I was one of the Lead Managers in a \$250,000,000 re-branding effort covering over 19,000 sites including high-rise buildings, branch banks and ATM locations. I helped establish the overall program processes and procedures for the program. I led the first phase of the project, which covered 500+ real estate sites, 1,500+ ATM sites and was completed in less than 90 days. The team included 8 project managers and 35+ vendors with a total project value of \$30,000,000. I led an additional phase and delivered 100% of the project work (\$20,000,000) via minority vendors with the client's stated goal to have a 20 % minority participation. I acted as advisor, trainer, and consultant on other phases of the program.

Wells Fargo Bank: I secured the outsourcing relationship with Wells Fargo Bank for the Northwest region, which included 500+ assets (3,500,000+ square feet) of Banking Centers and office buildings. I recruited, trained, and led all new staff members (7 facilities staff) to start the business from scratch in 30 days.

Group Health Cooperative: I led the personnel transition team in an outsource of 75 Real Estate and Facilities team members for a healthcare client with 3,500,000 square feet of facilities including hospitals, medical clinics, and administrative space. The process included analysis of existing organizational structure and culture, developing the new organizational structure, interviewing, recruiting, and development of job descriptions.

Pacific Gas and Electric: As Alliance Director of Northern California's primary utility I had full responsibility for a portfolio of over 7,000,000 square feet of office and industrial space and an annual budget (capital and operating) exceeding \$100,000,000. Duties covered all aspects of the Client's portfolio, including Facilities and Project Management, with a special emphasis on Strategic Planning. I organized the structure of the CRE group supporting PG&E, as well as created and led the team providing for a creation of a strategic planning process and organization within the CRE department.

I was the Western Region Director of Project Management services to corporate customers across the western United States. This included internal & external resource development and allocation, as well as coordination between other service lines. Additionally, contract transition, implementation and client consulting were a part of my responsibility. Clients included, **Microsoft, PMC-Sierra, Pitney Bowes, California Federal Savings, McKesson**, and other Trammell Crow Company accounts on an as needed basis.

Microsoft Corporation: Led the effort to redesign their process of Project Management for Domestic U.S. and Canadian sales offices, including the interface and coordination of the Leasing/Brokerage team.

During my tenure in the Real Estate and Facilities industry I have achieved the following designations: Certified Property Manager (**CPM**), Real Property Administrator (**RPA**), Certified Facilities Manager (**CFM**), Facilities Management Administrator (**FMA**), Counselor of Real Estate (**CRE**), Certified Commercial Investment Member (**CCIM**). I was one of the first ten people in the world to be named a **BOMA International Fellow**.

LICENSES HELD

Real Estate Broker, Colorado (Oregon & Washington Expired)
Series 7, Securities (expired)