



Mark Smith
Principal | Owner

MARK A. SMITH & ASSOCIATES

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Mark Smith is the Principal and owner of Mark A. Smith & Associates.

With over 30 years of experience, Mark is uniquely qualified to provide a comprehensive scope of services for owned or leased base building and tenant improvement construction projects, including:

- ▶ Strategic/tactical planning
- ▶ Transaction analysis
- ▶ Lease negotiation
- ▶ design/construction implementation oversight

During his career, Mark has managed complex and intricate projects, always keeping his focus on client goals and objectives while motivating dynamic, cross-functional design teams to success.

Mark is recognized in the real estate market as a hands-on, proactive and passionate Project Manager who always looks out for his client's best interests.

Mark has completed many world-class projects all of which were delivered on budget, on schedule and exceeding client expectations.

> COMPLETED TRANSACTIONS

LAW AND PROFESSIONAL SERVICE FIRMS

LATHAM & WATKINS LLP

Practice Office: 285,000 sf
 Data Center/Regional Billing: 72,000 sf
 Practice Office: 20,000 sf

MHA McDonough Holland & Allen PC 70,000 sf

WHITE & CASE 70,000 sf

DLA PIPER 95,000 sf

McKenna Long & Aldridge LLP 62,000 sf

Hughes Hubbard Critical matters. Critical thinking. 38,000 sf

MULTI-SITE CORPORATE ACCOUNTS

NEW CENTURY MORTGAGE CORPORATION

ditech SM

imb IndymacBank SM

Prudential

pwc

CORPORATE HEADQUARTERS

imb IndymacBank

83,278 sf

PIMCO

385,000 sf

BLIZZARD ENTERTAINMENT

235,000 sf

CKE RESTAURANTS

90,000 sf

KJ Jovanian Homes

32,000 sf

NEW CENTURY MORTGAGE CORPORATION

430,000 sf

HERBALIFE Independent Distributor

300,000 sf

GMAC

500,000 sf

MAS Matsushita Avionics Systems

150,000 sf

ready2bdown

25,000 sf

EVERY DENNISON

123,000 sf

tkisc COLLABORATIVE

21,000 sf

ACCREDITED HOME LEADERS

175,000 sf

Foothill Transit

42,000 sf

PATHWAY CAPITAL MANAGEMENT

40,000 sf

> PROFESSIONAL EXPERIENCE

CUSHMAN & WAKEFIELD

Mark Smith was an integral member of one of Cushman & Wakefield's most successful brokerage teams, providing strategic consulting, lease negotiation support and design/construction oversight.



JLL – THE STAUBACH COMPANY

Mark was the Principal-in-Charge of the Southern California Design and Construction Consulting Services Group. His role was to manage a department of senior project management professionals as well as provide comprehensive services for development, tenant improvement and construction, including strategic planning, site acquisition/disposition and the oversight of design, procurement, construction and relocation activities.



IESG/CBRE

Mark was the leader of the Southern California Project Management Consulting Services Group. He was directly responsible for a over \$3.5 million annual revenue with a department of senior project management professionals. In addition to his leadership responsibilities, he was directly responsible for the management of projects, including comprehensive services for development, tenant improvement and construction, including strategic planning, site acquisition/disposition and the oversight of design, procurement, Construction and relocation activities.



PMLA

Mark was Partner at the largest independent project management firm in the Western US. At PMLA, Mark worked with development, single occupant and multi-site corporate clients to provide a single focus on program and project management services. Between 1999 and 2001, Mark held the outsourced position of Regional Director of Real Estate, West and Southwest Regions for PricewaterhouseCoopers where he was responsible for a portfolio of 1.8 million square feet, more that 50 properties and was instrumental in new corporate standards that reduced occupancy costs by more than \$100,000 annually.



PRUDENTIAL SECURITIES

Mark was the Manager of Architectural and Construction Services for Prudential Securities. He was directly responsible for establishing new design and construction procurement, occupancy, design and construction standards for a portfolio of over \$6.2 million.

