

Patrick Herion

Bartlett, Illinois 60103
(630) 258-9431
pdhwww@comcast.net

SUMMARY:

Real Estate Director with significant experience with national retailers in Real Estate, Acquisition, Leasing, and Property Management. Legal background enhances skills in negotiating leases and purchase agreements. Closed on a multitude of freestanding, strip center and enclosed regional mall locations. Expertise includes:

- **Site Selection**
- **Developing a Market Strategy**
- **Managing Brokers**
- **Negotiating**
- **Reviewing Real Estate Agreements**
- **Managing Project Status**

EXPERIENCE:

Salon Lofts, Bartlett, IL 2016 to Present
Director of Real Estate

- Submission of pad, strip center and urban street front locations for Salon Lofts suites
- Lead and direct a team of brokers to assist in the site selection process
- Negotiation of lease agreements
- Coordinated the entry of Salon Lofts stores into the Chicago market
- Conceived and successfully implemented a planned strategy to initially emphasize urban development with stores in Lincoln Park, River North, Wicker Park and the West Loop
- Received 100% Real Estate Committee approval rate for site submissions in the assigned Chicago, St. Louis, Indianapolis and Cleveland markets

Sleepy's, Oak Brook, IL 2015 to 2016
Director of Real Estate

- Managed the submission of pad, strip center and urban street front locations for Sleepy's mattress show-rooms
- Led and directed a team of brokers to assist in the site selection process

Yum! Brands, Inc., Bartlett, IL 2014 to 2015
Real Estate Manager

- Submitted freestanding and pad sites for prototypical Taco Bell restaurants
- Negotiated purchase contracts and lease agreements
- Coordinated legal and entitlement work
- Secured 14 approvals for new Taco Bell stores in a 6 month period.

Swanson Development Group, Chicago, IL 2012 to 2014
Commercial Real Estate Consultant

- Provided professional advice on the acquisition of single tenant commercial real estate properties
- Evaluated retail leases and reciprocal easement agreements
- Negotiated lease extensions with national tenants

Lowe's Companies, Inc., Naperville, IL 2000 to 2012
Director of Real Estate

- Managed the submission of freestanding and strip center anchor sites for Lowe's Home Improvement stores
- Negotiated purchase contracts, lease agreements and lease renewal agreements
- Coordinated legal and entitlement work

- Property management liaison for store operations, facility maintenance, construction and legal for 9 states encompassing 164 stores.
- Promoted to Director of Real Estate
- Coordinated the entry of Lowe's stores into the competitive Chicago market
- Submitted over 190 projects encompassing a 9 state area to the Real Estate Committee
- Successfully closed on 79 projects with an average investment of \$17M per project
- Received Real Estate Committee approval for 26 Metropolitan Chicago sites in a 5 year period
- Received Real Estate Committee approval for 13 lease renewal renegotiations achieving cost savings of \$25.3M in a 10 month period

Albertsons, Inc., Melrose Park, Illinois

1995 to 2000

Senior Real Estate Manager

- Managed the submission of freestanding, pad and strip center anchor sites for Osco Drug stores
- Negotiated land acquisition contracts, leases and lease renewal agreements
- Promoted to Senior Real Estate Manager
- Coordinated the entry of Osco Drug stores into the Des Moines market
- Osco Drug surpassed Walgreens as market share leader in the Des Moines market within 2 years of its entry into the marketplace

Baskin-Robbins USA, CO., Schaumburg, Illinois

1990 to 1995

Regional Real Estate Manager

- Led the site selection efforts for new Baskin-Robbins store locations in the Midwest Region covering a 12 state area
- Negotiated leases and lease extensions for 440 existing stores
- Appointed by the CEO to analyze, develop and secure new sites for company's expansion into the Florida market
- Supervised and trained Real Estate Associates on lease renewal negotiations
- Strengthened company's presence in 5 major markets

EDUCATION:

Bar Admission:

State of Illinois

John Marshall Law School, Chicago, Illinois

Juris Doctorate

University of Illinois at Chicago, Chicago, Illinois

B.A. Criminal Justice, College of Arts and Sciences