

## SCOTT BABCOCK

**SUMMARY** 20 years of commercial real estate experience as a Director, Manager, Broker and Partner in market planning, site selection, negotiating deals and securing productive real estate. A Drive Thru Real Estate specialist.

---

**SKILLS & ABILITIES**

- Creating effective network of Brokers & Landlords in the pursuit of great real estate
- Market Research & Expansion Planning
- Focused Site Selection & Analysis resulting in highly effective real estate
- Crafting, negotiating and executing LOIs, Leases and Purchase Agreements
- Developing Drive Thru real estate site criteria and analytics programs

---

**EXPERIENCE**

**DIRECTOR OF REAL ESTATE, SCOOTER'S COFFEE**  
March 2017 – September 2020; Omaha, NE  
Spearheaded Scooter's Coffee national real estate development and expansion strategy while assisting franchisees make sound real estate decisions. Built pipeline of new store locations interfacing with key stakeholders in marketing, design & construction, legal, operations and the executive board. Coordinated historical site analytics with current pipeline metrics constantly improving the site selection process.

**MANAGER OF COMMERCIAL BROKERAGE, CBS COMMERCIAL**  
March 2011 – March 2017; Omaha, NE  
Co-founded and managed the commercial real estate brokerage division at Nebraska's largest real estate firm, CBS Real Estate, a Berkshire Hathaway company.

**RETAIL REAL ESTATE SPECIALIST, CORMAC COMPANY**  
March 2004 – March 2011; Omaha, NE  
Produced deals as a Tenant and Landlord Representative, generating commercial real estate ideas and strategies, delivering successful solutions to clients and their businesses.

---

**EDUCATION** **UNIVERSITY OF NEBRASKA – BUSINESS FINANCE** GRADUATED, BACHELOR'S DEGREE

---

**ADDITIONAL**

Forged 100 new locations in a 20-state region for Scooter's Coffee from 2017 to 2020. As the exclusive deal maker for Starbucks, secured 100 new locations over a 10-year assignment within a 4-state territory.

Trustworthy, outgoing and always eager to learn and improve.

Organized and efficient, yet creative.