

# Senior Vice President of Sales and Leasing

## Michael Marini

Michael Marini serves Equity as a Senior Vice President of Sales and Leasing with over 20 years of real estate experience. Michael specializes in retail, bank and hotel land acquisitions and development, along with sales and leasing brokerage. He has a broad commercial real estate background that includes consulting, development, land acquisitions and brokerage services. Michael is responsible for land acquisitions and development opportunities for the Southeast division of Equity and is based in Tampa, Florida.

Michael began his career with The Danter Company, a prominent real estate consulting firm in Columbus, Ohio, as a Senior Field Analyst. He conducted all aspects of market research and analysis for potential commercial and residential developments throughout the United States. His market feasibility studies directly led to the development of hundreds of millions of dollars of new construction by builders, developers and investors in the private and public sectors. Michael has also served as Director of Development and Acquisitions for an investment/home building firm where his responsibilities included all aspects of site acquisitions, permitting, zoning and design development.

Michael was the Director of Real Estate for Wachovia Bank in Florida from 1999 to 2002. He spearheaded Wachovia's move into the Florida market and was responsible for all site selections, acquisitions and new bank branch construction. Michael directed all aspects of Wachovia's Florida real estate portfolio, including strategic planning, acquisitions, lease negotiations, public permitting, budgeting and divestiture of surplus assets. Michael was responsible for all lease buyouts, negotiations, terminations and disposition of properties as it related to Wachovia's acquisition of Republic Security Bank.

Michael is a member of ICSC and is a licensed Florida realtor. He was a founding partner of Rorebeck Marini Real Estate Group Inc. and was directly responsible for land acquisitions and development activities for the firm. He is a graduate of Walsh University with majors in management, finance, and business.



### Profile Highlights

- 18 Years of Commercial Real Estate Experience
- Licensed Realtor in the State of Florida
- Directed and Developed Wachovia Bank's Initial Branch Network in Florida
- Founding Member of the Rorebeck Marini Real Estate Group
- Graduate of Walsh University