

DANIEL F. DORI
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EXPERIENCE

National Realty & Development Corp., Purchase, New York

1999 – 2002

Managing Director of Retail Leasing

Headed the Leasing Department in the broad leasing efforts of one of the top ten largest privately held developers in the country. Responsible for all aspects of leasing at over fifty retail properties totaling over 9 Million square feet. Managed two junior leasing and marketing employees. Reported directly to the President and Principal of the Company. Constructed strategic programs for the leasing of retail developments including market analysis, tenant mix, production of marketing materials and proactive contact with national tenants. Acted as the Company's lead contact involved in daily negotiations with junior anchors and big box tenants. Successfully released anchor space vacated due to the bankruptcy of major tenants. Leased over 200,000sq. ft. at the Orange Plaza Redevelopment in Middletown, NY. Represented the Company at five regional ICSC shows. Intimate knowledge of retail markets in New Jersey, New York (upstate), Connecticut and Pennsylvania. Worked on several major new construction developments and gained experience in the engineering and architectural aspects of the projects as well as the governmental approval process. Made over 120 retail deals totaling over 400,000 square feet (deal sheet enclosed).

Leasing Representative

Represented the property owners in negotiations with prospective Tenants. Negotiated all terms of business deals, LOI's and actively participated in lease negotiations with the attorneys. Responsible for leasing retail space to local and small regional tenants in twenty centers totaling over 3.5 Million square feet. Completely designed and implemented the company's web site WWW.NRDC.COM. Converted all corporate marketing material inclusive of 100 shopping center leasing packages onto Adobe PDF format. Revolutionized the way the company presented marketing material on shopping centers to prospective tenants. Implemented MapQuest driving directions for all the shopping centers as well as a corporate profile of all the Company's holdings. Responsible for maintaining a "renewals and options" database of 500 current tenants. Implemented a contact management software to better track contacts and prospects. Implemented a desktop-based software that gave on-demand 1-meter aerial photographs of every shopping center in the Northeast.

EDUCATION

Cornell University, School of Hotel Administration, Ithaca, New York

Concentration in Real Estate and Information Technologies

Bachelors of Science, May 1999

RELEVANT

COURSEWORK

Principles of Real Estate: Legal, Economic and Financial business approaches to real estate. Discounted Cash Flow, Time Value of Money and NPV Analysis. Primary and Secondary Mortgage Markets. Income, Cost and Market Comparison approaches to valuation. REIT Tax Analysis.

Accounting and Finance: Courses in Economics, Financial and Managerial Accounting, Corporate Finance and Entrepreneurship and Enterprise.

Business Law: Survey courses covered employment law and discrimination under Title VII, unions, written and oral contracts, real estate contracts, basic tort law and UCC.

Information Technology: Case studies which demonstrated how technology can advance business.

SKILLS

Fluent in Spanish and Hebrew • Licensed New York Real Estate Broker • Member International Council of Shopping Centers • Expertise in computers, Internet applications and Information Systems • Extensive computer knowledge in applications that relate to the real estate industry • Understanding of the retail development process • Industry references available upon request

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Summary of Deals Made 1999-2002 at National Realty & Development Corp.

From 1999 – 2002 I made over 120 deals totaling 394,600 square feet increasing the portfolios net annual rental income by more than \$2.8 Million. Most notably was my leasing of over 200,000sf of the lower level at the Orange Plaza Redevelopment in Middletown, Orange County, New York.

SALES

In 2000 I negotiated to sell a 130,000sf supermarket anchored center in Ohio for about \$3.1 Million.

DEALS IN PROGRESS

Linen's N Things – Central New Jersey
Micheal's Arts & Crafts – New Haven, CT and Central New Jersey
Borders Books – Two deals in Central and Western New Jersey
Pier One Imports – Central New Jersey
PETsMART – Eastern Pennsylvania
Commerce Bank – Two deals in Central and Southern New Jersey
Ruby Tuesday – Southern New Jersey

SIGNED NEW LEASES

David's Bridal – Middletown, NY
Chuck E. Cheese (Ground Lease) – Middletown, NY
Hooters Restaurant (Ground Lease) – Middletown, NY
Applebee's (Ground Lease) – Middletown, NY
Staples – Middletown, NY
Rag Shops – Middletown, NY
Famous Footwear – Middletown, NY
Avenue – Middletown, NY
Jennifer Convertibles – Middletown, NY
Bath & Body Works – Middletown, NY
Dollar Tree – Brockport, NY
Dollar Tree – Dunkirk, NY
Dollar Tree – Jamestown, NY
Dollar General – Somerdale, NJ
Kinko's – South Plainfield, NJ
MotoPhoto – South Plainfield, NJ
Dress Barn – Trumbull, CT
Fashion Bug – Phillipsburg, NJ
Washington Mutual Bank – Shrewsbury, NJ
Baja Fresh Restaurant – Shrewsbury, NJ
CVS Pharmacy – Shrewsbury, NJ
Verizon Wireless – Clinton, NJ
Radio Shack – Jersey City, NJ
PETsMART – Eastern PA
Marshall's (assisted in several deals)
Shop-Rite Supermarket (assisted in a deal)
(3) Rockaway Bedding Deals (Burlington, NJ; Middletown, NY; Phillipsburg, NJ)
(4) Electronics Boutique Deals (Clinton, NJ; Easton, PA; Middletown, NY; Phillipsburg, NJ)
(1) GNC Deal (Clinton, NJ)
(1) Sally Beauty Deal (Somerdale, NJ)
(2) Blimpie Sandwich Deals (Middletown, NY; Phillipsburg, NJ)
(3) Krispy Kreme Deals (Middletown, NY; two others in progress)
(2) Payless Shoe Deals (Trumbull, CT; Turnersville, NJ)
40-50 Local Tenant Deals in shopping centers in NY, NJ, CT, PA, OH, TN & VA

RENEWALS

I have negotiated renewals of lease for approximately 45 local and national tenants in NY, NJ, CT, PA, OH, TN, DE and VA.