

James O'Neill has over 30 years of successful experience in Retail Development and Commercial Real Estate in the Washington, D.C., Virginia and Baltimore Metropolitan area. He has superior market knowledge and a reputation for the best knowledge, experience and integrity. The relationships he has built through the years in a concentrated area gives clients access to a wide array of contacts and opportunities.

In 2009, James O'Neill created the JT O'Neill Company to give his clients a more focused approach and ensure their continued success and growth. Major retailers have been provided the following services:

- Lease negotiations equivalent to many Legal Professionals
- Internal investment model analysis and evaluation
- Active development plan design
- Trade area analysis and implementation
- The most accurate sales data and lease comparable data in the area.

PROFESSIONAL HISTORY BEFORE J.T. O'NEILL COMPANY

KLNB Retail - Senior Associate (2004-2008):

- Negotiated multiple transactions for national retailers such as ExxonMobil, Uno Chicago Grill, Wendy's, Bank of America, Subway, The Fresh Grocer, Eckerd Drug, Arby's, Roy Rogers, Chipotle, Thomas Pink, Quizno's, La Tasca, Wagamama, Nando's, Prêt A Manger, Yo Sushi, Ellwood Thompson's.
- Worked with many local and regional shopping center owners in an effort to bolster KLNB's strong retail presence in the Greater Washington, D.C. Metropolitan area.
- Directly responsible for bringing in 1 Million square feet of Shopping Center listings in 2007 which include:
 - Leo Storch Management
 - Cavalier Land
 - Gibraltar Management
 - Wormald Development
 - Hopkins Development
 - RSB Management
- Superior market knowledge and relations enabled James O'Neill to focus on urban growth and redevelopment in the Washington, D.C. metropolitan area.

TRAMMELL CROW COMPANY – Vice President, MidAtlantic Retail, Washington, DC (1998 –2004)

- Specialized in retail brokerage representing many National retail tenants in their search for new sites in the Greater Washington, D.C. and Baltimore Metropolitan region.
- Responsible for coordinating individual tenants development plans, site criteria, site selection, income and profit evaluations and internal modeling analysis for new site consideration.
- Retained by national accounts including:
 - Payless Shoes
 - Kreiss Furniture
 - AMC Theaters
 - Cargo Furniture
 - Pizzeria Uno Restaurant
 - Chipotle Mexican Grill
 - Royal Formal Wear
 - Thomas Pink Shirts
 - Schlotskys Deli
 - Dollar General Stores

- Focused on client relations and brought in national retail tenants.
- Responsible for closing lease/sales transactions of over 25 deals valued at \$22 million dollars.

Scheer Partners, Inc. – *Director, Retail Brokerage, Rockville, MD (1994 –1998)*

- Developed newly formed retail division for Regional Commercial Brokerage.
- Responsible for all aspects regarding bringing in new business, including hiring three new agents.
- Increased listings from 0 to over 1,000,000 GLA of retail space.
- Initialized various marketing programs and published articles.
- Provided tenant representation of national regional and local tenants.
- Focused on relationship building with landlords of shopping centers in the entire Mid-Atlantic Region.
- Brought production up to \$500,000 in gross revenues to create a stand-alone entity within the company.
- Prepared lease analysis, market studies, and appraisals of income producing properties.
- Responsible for negotiating over 100 lease transactions and sales in 1997.

Frederick Struck & Company – *Vice President, Retail Sales & Leasing, Bethesda, MD (1991-1994)*

- Oversaw a portfolio of 3rd Party Retail Strip Centers for owners including Tom Miller, Leo Rocca, Bill Draiman, Joel Fernebok and Sam Gorelitz, one of the original founders of Federal Realty.
- Responsible for sales in excess of \$600,000 gross in 1993.

Smithy Braedon Company – *Asset Manager, Fairfax, VA (1985-1991)*

- Managed and oversaw staff of 14 Office Buildings and 3 Strip Shopping Centers in and around the Washington, D.C. metropolitan area for clients such as Helmsley Spears, GSA, Teachers, Bernstein Companies, and WRIT.
- Maintained continued low vacancy rate and delinquency rates for all properties, assisted with Leasing and Budget Analysis and routine reporting to owners directly.

EDUCATION & LICENSES:

Ferrum College, Ferrum, VA, 1982

LICENSES & PROFESSIONAL MEMBERSHIPS:

Real Estate Broker Licensed in VA, MD & DC since 1989

Member I.C.S.C. since 1992