

Brian L. Doner

Executive Vice President

Summary of Qualifications:

Twenty-four years of tenant representation and commercial building sales in the greater Southern California area. Clients include Fortune 500 and local companies. Expertise in creating a strategic plan to meet clients' needs. This includes:

- **Consulting Approach:** Assist companies in making the best business decision by diagnosing client's business objectives and analyzing alternative real estate solutions.
- **Transaction Services:** Aggressively represent the client's interests in Site Selection and Financial Analysis
- **Comparative Overview:** Operating Costs, Demographic analysis, Engineering Review, Lease, Purchase & Sale Agreement Negotiations with Full Due diligence capabilities.
- **Project/Construction Management:** Negotiating contracts and managing all parties involved in design, technology, move coordination, furniture & cabling installation and construction process, due diligence for acquisition and leased facilities.
- **Post-Occupancy Support:** Periodic review of landlord's compliance with lease provisions including the auditing of operating expenses and evaluation of property management practices & policies

List of clients include banks, law firms, insurance companies, mortgage and financial services, technology businesses and general sales, office/distribution (R&D).

My goal is to add value by exceeding clients expectations for service, meet established goals and develop long term relationships.

Professional Experience:

Principal

DAUM Commercial Real Estate Services
October 1984 — Present (25 years 3 months)
Commercial Tenant/Buyer Representation

Education:

University of Southern California - Marshall School of Business

BS , Finance-Real Estate , 1983
Activities and Societies: USC Men's Rowing Team



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Selected Client List:

McGraw Insurance
Rus, Miliband & Smith
American Electronics Associates
Wyeth-Ayerst Laboratories
Contiki Holidays
Crawford & Company
Planning Consultants Research
Aramark Corporation

CA License # 00879662
D/AQ Corp. # 01129558



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