

Kenneth E. Haskins, RPA



SUMMARY

Property management and investment grade real estate professional with over 25 years experience working for national and regional management and development firms. Progressive and demonstrated expertise in various positions within the industry including Tenant Finish Work Coordinator, Property Manager, General Manager and Vice President. Wide-ranging and accomplished scope of accountabilities from managing individual properties to leading management teams of multiple CBD office towers, suburban office parks, retail centers, industrial/flex space and apartment communities successfully fulfilling company and third party ownership goals.

PROFESSIONAL EXPERIENCE

Harbor Group Management Co., Norfolk, VA
Vice President – Commercial Management

2002 -2014

Direct oversight of property management and operations for fluctuating portfolio ranging in size from eight to fourteen CBD office buildings and suburban office parks consisting of 4.2 million square feet to 12.5 million square feet plus shopping centers of up to 500,000 square feet.

- Oversaw preparation and implementation of annual operating and capital budgets with most recent values of \$47.5M (operating), \$17.3M (capital), \$34.9M (tenant improvements).
- Managed to or better than budget on overall Operating Expenses on a consistent basis.
- Supervised seven to twelve General Managers with extended staff of over 60 individuals coaching them to become top performance teams, delivering positive results in customer service and expense control.
- Led Due Diligence teams evaluating property conditions, short and long term capital needs and operational efficiency opportunities for 20+ assets, including preparing credible reports and recommendations to inform and assist in investment decisions.
- Partnered with engineering teams to benchmark 24 office buildings with the EPA, monitored and focused on reducing energy consumption resulting in 21 properties achieving Energy Star status which always produced a reduction of carbon footprints and energy costs.
- Executed improved sustainability best practices at three newly acquired assets leading to achieving LEED status from the United States Green Building Council at Platinum, Gold, and Silver levels strengthening each property's market position.
- Directed BOMA 360 campaign resulting in 10 office buildings being designated BOMA 360 properties with third party recognition of excellent management practices in six major categories, enhancing each building's market position.
- Developed customer service standards for General Managers, Staff and Security personnel resulting in survey scores that consistently exceeded the Kingsley Index in Overall Property Management, Engineering, and Security.

- Incentivized and coached property teams to excel in Tenant Satisfaction, Energy Star, and BOMA 360.
- Created Sustainability Commitment Statement leading company in implementing “Green” initiatives and produced a video to “tell our story” strengthening our ability to attract new tenants and investors. <http://www.youtube.com/watch?v=t8Nm1ypJu4c>
- Worked with Leasing Agents, Asset Managers and property teams to successfully close hundreds of leases.
- Cultivated and grew third party management assignments with lenders, property buyers, private and institutional owners of office, retail, MOB, and industrial properties consisting of approximately 850k square feet generating management fees in excess of \$220k per year.
- Recognized as Harbor Group Management Co. Employee of the Year with annual performance reviews rated at “Exceeds Expectations” on a consistent basis.

ADDITIONAL PERTINENT EXPERIENCE

Business Resource Group, Inc, Louisville, KY
President

2000 - 2001

Oversight of day to day operations of a full service property/facility management company with over 2.0M square feet of commercial properties under contract.

Winmar Company Inc., Louisville, KY
General Manager 1991 – 2000

1991 - 2000

Full management and leasing responsibilities for a Class “A” high rise office building consisting of 608k square feet.

EDUCATION AND TRAINING

Bachelor of Science, Commerce
University of Louisville, Louisville, KY

Real Property Administrator
BOMI Institute

PROFESSIONAL AFFILIATIONS AND LICENSES

BOMA Virginia, Vice President Hampton Roads, Past President (2012)

Licensed Real Estate Broker (Ohio and Kentucky)