



MIKE SPENCER

SIOR
Principal

SPECIALIZING IN
INDUSTRIAL, OFFICE,
INVESTMENT & LAND

📞 614.923.3300

📠 614.353.3852

🌐 /mikespencer

📷 /leeassociatescolumbus

📧 mike.spencer@lee-associates.com

6175 Emerald Parkway
Dublin, Ohio 43016

PARTIAL CLIENT LIST

- ▶ ARES
- ▶ ATCO
- ▶ Becknell Industrial
- ▶ City of Marysville, Ohio
- ▶ City of Westerville, Ohio
- ▶ COTY Inc.
- ▶ DHL
- ▶ Duke Realty
- ▶ EFL
- ▶ Elk & Elk
- ▶ Goodyear Tire
- ▶ Granite REIT
- ▶ Hardy World
- ▶ HSA Commercial
- ▶ Integra Beauty
- ▶ Kalera
- ▶ Kellogg's
- ▶ Link
- ▶ MetLife
- ▶ Moses Lake Ind
- ▶ Pinchal & Co
- ▶ Prologis
- ▶ Southgate Corp
- ▶ Stonemont Financial
- ▶ Synnex Corporation
- ▶ Tosoh SMD
- ▶ Transpacific Development Co
- ▶ VanTrust

PROFILE

As a founding member, Principal, and the licensed Broker of the Columbus Lee & Associates office, Mike is responsible for assisting clients in all aspects of real estate brokerage and development including site qualification, acquisition, zoning and governmental approvals, financing, third party brokerage, and coordination of preliminary design and construction cost estimating.

Mike's extensive experience in Tenant /Buyer Representation, Agency Leasing, and Development provide his clients with a wide range of value added services including valuation assessments, Build To Suit consulting, due diligence and negotiation, demographic and logistical analysis, space utilization and workplace trends, and comparative metrics. Mike has handled relocations, sale leasebacks, subleases, and other complex assignments in addition to the leasing and sales of distribution centers, manufacturing, and office space.

Mike is well versed in financial analysis, feasibility, and the entitlement process. Comprehensive knowledge of economic incentives including Community Reinvestment Areas, Foreign Trade and Enterprise Zones also greatly benefit his client's bottom line.

CAREER SUMMARY

Mike has over twenty-five years of experience in commercial/industrial real estate brokerage, development, and construction. He maintains key relationships with pension fund advisors, institutional investment funds, developers, investors, and occupiers wherein he handles their leasing and acquisition assignments. Mike takes tremendous pride in providing his clients with an unsurpassed work ethic and passion for the real estate industry, delivering the highest possible levels of "white glove" customer service, transactional experience, and comprehensive representation.

Mike has consistently been a top producer, being involved in transactions totaling over \$1 Billion, focusing primarily on commercial and industrial properties, supply chain/logistics, and development sites. He has also been instrumental in the development, financing, sale, and leasing of the Gateway Business Park, a 343 acre, tax abated commercial and industrial business park in southern Columbus as well as the 206 acre 33 Innovation Park in Marysville, Ohio.

Notable Transactions Include:

• DHL / Hanes	1,196,000 SF	• DHL / Exel	369,000 SF
• Kellogg's Build To Suit	1,150,000 SF	• Synnex Build to Suit	358,000 SF
• Toys R Us	1,094,000 SF	• Staples	340,000 SF
• Sears / Prologis	1,015,000 SF	• FST Logistics	324,000 SF
• COTY Inc	524,000 SF	• Veritiv	322,000 SF
• Nautilus	478,000 SF	• Gymboree	315,000 SF

Notable Awards Include:

- Midwest Real Estate News - Hall of Fame (2016)
- Largest Industrial Lease Transaction - Columbus (1998, 2007)
- 2nd Largest Industrial Lease Transaction - United States (2007)
- CoStar Annual Power Broker

EDUCATION

- Westminster College, New Wilmington, PA - Bachelor of Arts - Finance
- The Ohio State University, Columbus, OH - Continuing Ed - Real Estate Law, Logistics

AFFILIATIONS

- Licensed Real Estate Broker and Sales Agent - Ohio
- Society of Industrial & Office Realtors (SIOR)
- Council of Supply Chain Management Professionals (CSCMP)
- National Association of Realtors
- Lee Supply Chain / Logistics, Industrial and Tenant Advisory Groups