

# PROFESSIONAL PROFILE

## S. DREW HAYNIE

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### SPECIALTY

Site Selection  
Tenant Representation  
Shopping Center Representation  
Land Assemblage  
Corporate Advisory Services  
Business Disposition Consulting  
Investment Sales

### CAREER SUMMARY

Drew Haynie is active in site selection and tenant representation services for regional and national retailers as well as shopping center representation, land assemblage, asset disposition and investment sales.

### PARTIAL CLIENT LIST

Sentara Hospital	Crown Properties
Comprehensive Health Investment Program	Raymond James Financial
Bruster's Ice Cream	Hunter & Hunter, Inc.
CNU Real Estate Foundation	The Guild Hall of Williamsburg
Encore Partners	Quiznos
Marketplace Concepts	York County EDA
Medalist Properties	Amada Hoffler Development Company
Statewide Property Management	CVS
The Rebkee Company	

### PROFESSIONAL & COMMUNITY INVOLVEMENT

Hampton Roads Association of Commercial Real Estate Executives (HRACRE)  
International Council of Shopping Centers (ICSC)  
National Association of Realtors (NAR)  
Virginia Association of Realtors (VAR)  
Greater Williamsburg Area Chamber of Commerce  
Comprehensive Health Investment Program (CHIP), VP Board of Directors  
Williamsburg Presbyterian Church, Board of Deacons

### REFERENCES

Douglas Kanter Managing Partner Statewide Property Management 921 Bergen Ave., Ste. 904 Jersey City, NJ 07306 202.798.9300	Jeffrey Schreider General Partner Marketplace Concepts 439 State Highway 34 Matawan, NJ 07747 732.583.8700
Jim Noel Director York County EDA P.O. Box 612 Yorktown, VA 23690 757.890.3317	Doug Hornsby President CNU Real Estate Foundation One University Place Newport News, VA 23606 757.594.7576

### EDUCATION

James Madison University, B.S. Mass Communications, 1992

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### SALES EXPERIENCE

#### RETAIL CENTERS

Kanter Lodi, LLC	65,472 Sq.Ft.	Hayes Shopping Center
Kanter Lodi, LLC	41,557 Sq.Ft.	Villa Crossing Shopping Center
SLC, Inc.	20 acres	Dominion Winery
Medalist Properties	76,000 Sq. Ft.	Patriot Plaza

#### RETAIL

Family Dollar	9,000 Sq.Ft.	Bayview Blvd. (Norfolk)
Guild Hall Furniture	3,000 Sq.Ft.	Jamestown Rd. (Williamsburg)
Bruster's Ice Cream	1,500 Sq.Ft.	John Tyler Hwy. (Williamsburg)
Diet Center	1,152 Sq.Ft.	Jamestown Rd. (Williamsburg)
VECU (Bank site)		Warwick Blvd. (Newport News)
State of Virginia	4,000 Sq. Ft.	Gov. Berkeley (Williamsburg)

#### OFFICE

Kanter Lodi, LLC	12,288 Sq.Ft.	107 Research Dr. (Hampton)
McKinley Builders	6,500 Sq.Ft.	Olde Towne Rd. (Williamsburg)
Medical / Office	3,200 Sq.Ft.	Strawberry Plains Rd. (Williamsburg)
Title Company	2.2 acres	Victoria Blvd. (Hampton)
Hunter & Hunter, LLC	0.78 acres	McLaws Circle (Williamsburg)
Raymond James	0.60 acres	Strawberry Plains Rd. (Williamsburg)
Statewide Properties	67,000 Sq. Ft.	Richmond confidential *pending
Prosoft	6,000 Sq. Ft.	McLaws Circle (Williamsburg)

#### SHOPPING CENTERS

Riverwalk Landing	20,000 Sq.Ft.	Water Street (Yorktown)
Benn's Grant (Wal-Mart)	600,000 Sq. Ft.	Benn's Church Blvd. (Isle of Wight)
Patriot Plaza	76,000 Sq. Ft.	Richmond Rd. (Williamsburg)
Hayes Shopping Center	65,000 Sq. Ft.	Route 17 (Gloucester)
CNU Village	20,000 Sq. Ft.	Warwick Blvd. (Newport News)

#### SAMPLE LEASING

Quiznos (multi site)	SAS Shoes
Ben & Jerry's Ice Cream	Raymond James
Oyster Point Academy	Orvis
Virginia Elite	James City County
King China, Inc.	CHKD Thrift
Wmbg. Community Hospital / Sentara	R.C. Pro Racing
Dominion Properties of Gloucester	Hunter & Hunter
Just 4 Kidz	Malvin Riggins & Co., Accountants
Express Check / Advance Financial	Gloucester Pt. Vet Clinic
Weave Got It	Nutri-Magic
J. Lloyd Builders	Columbia National Mortgage
Berkeley Cleaners	Burwell & Jenkins - Floral
Dog Dayz Pet Grooming	Edward Jones - Financial