

# David Marino

Senior Executive Vice President | david@hughesmarino.com



**David Marino** is senior executive vice president and co-founder of Hughes Marino, and co-leads the national Hughes Marino Life Sciences Tenant Services team. David specializes in high-value, time-critical and complex transactions for biotech, medical device, instrumentation and healthcare companies. He is an expert in the strategic planning, market assessment, financial analysis, business terms structuring and negotiations aspects of commercial real estate.

After finishing his MBA at USC, David began his commercial real estate career with Trammell Crow Company in 1989, during which David leased the properties for Hybritech's and Eli Lilly's R&D and manufacturing space. David completed his first career tenant representation project for Baxter Healthcare for 25,000 SF in 1990. It was that experience that sparked David's passion for tenant representation and helped him realize the value that his MBA training and landlord experience would bring to tenants. David has been specializing in representing tenants since 1991, completing over 20M SF, comprised of over 3,000 transactions globally.

## Selected public company past projects include:

- Acutus - 50,000 SF
- Axonics - Four-building campus totaling 80,000 SF & 120,000 SF
- Cue - 20,000 SF, 32,000 SF, 65,000 SF & 180,000 SF
- Evofem - 32,000 SF
- Tracon - 4,000 SF, 7,000 SF & 9,000 SF

## Selected venture-backed and private equity funded past projects include:

- ARS Pharmaceuticals - 5,000 SF
- BioLegend - 300,000 SF owned and leased research and production lab campus
- Biosplice - 25,000 SF, 46,000 SF & 86,000 SF
- Certis Oncology - 4,000 SF & 11,000 SF
- JenaValve - 57,000 SF
- Sekisui Diagnostics - 23,000 SF, 45,000 SF & 52,000 SF
- Vyair Medical - Global real estate provider for 40 locations globally from 2,000-400,000 SF
- Xifin - 15,000 SF, 32,000 SF & 58,000 SF

## Education

- University of Southern California, MBA with emphasis in real estate & finance
- University of California, Riverside, B.S. in economics

## Professional Activities

- California Department of Real Estate Licensed Broker - Broker License #01059021
- University of San Diego Graduate School Of Real Estate - Guest Lecturer
- University of Southern California Graduate School Of Real Estate - Guest Lecturer
- University of Washington Graduate School of Business and Undergraduate Business School - Guest Lecturer

## Honors and Awards

- Broker of the Year (every year since 2005) - The Irvine Company

## Civic and Charitable Activities

- 27th Annual Museum of Contemporary Art San Diego's Monte Carlo Night - Chairperson
- Voices for Children Starry Starry Night Annual Fundraiser - Chairperson
- BIOCOM - Past Board of Directors
- Voices For Children - Community Advisory Committee Member