

Jeffrey Shepard

Senior Vice President | jeff@hughesmarino.com



Jeffrey Shepard has focused 25 years of his career on tenant advocacy for national clients, having exclusively represented tenants since 1989 in their lease and purchase transactions for commercial space across the United States.

Jeff's transaction experience includes managing and negotiating multi-locational office and industrial leases, building sales/purchases, early renegotiations, expansion and contraction negotiations, build-to-suit projects, and land sales/purchases. He has negotiated and structured over 14 million square feet of transactions valued at more than \$2.1 billion for a number of national, regional and local companies. Jeff has also developed more than 2 million square feet of office and industrial space.

His experience as a real estate advisor and developer gives Jeff's clients a unique and valuable insight into the motivation, objectives, and areas of financial exploitation typically employed by owners and developers. His thorough understanding of the entire real estate process across multiple geographics, landlord/owner motivations and the intricacies of effective leveraging, regardless of

location, have allowed Jeff and his team to deliver extraordinary savings to their clients while protecting them in the commitments they make.

During his career, national clients have included Enseco, Quanterra, Severn Trent Laboratories, Test America Laboratories, Advanced Marketing Services, VE Systems, QTC Management, QED Systems, Environmental Science and Engineering, Bank of America, First American Financial, Cardiac Science, and Johnson & Johnson.

Other clients include Pacific Life (31,000, 27,000 and 22,000 SF); D-Link Systems (120,000 SF - twice); Glumac Engineers (18,000, 12,000 and 10,000 SF); Hero Nutritionals (61,000 and 16,000 SF); Paper Mart (225,000 SF); The Child Abuse Prevention Center (11,000 SF); The Girl Scout Council (24,000 SF); and VHA (42,000 and 17,000 SF).

Jeff is a nationally recognized commercial real estate expert and is deeply immersed in the fabric of the local business and non-profit communities.

Education

- University of California, Los Angeles, MBA, Valedictorian, *summa cum laude*
- Williams College, B.A., *magna cum laude*

Professional Activities

- California Department of Real Estate Licensed Broker
 - Broker License #01103419
- License #: CO - ER.40003714

Honors and awards

- Broker of the Year, 2014
 - The Irvine Company

Civic and Charitable Activities

- Working Wardrobes
 - Board of Directors
- The Child Abuse Prevention Center
 - Board of Directors, past Chairman; Co-Chair of the Annual Charity Golf Classic, 2005 - 2012
- Make-A-Wish Foundation
 - Board of Directors, past
- The Pegasus School
 - Board of Directors, past
- Convene Leadership Forum
 - Member, 2012 - present